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MGM/UA Executives: Micky Hyman, Cy Leslie, Bill Gallagher and Jim Mervis



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THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

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LARRY CRAYCRAFT

Circulation

THERESA TORTOSA, Manager

PUBLICATION OFFICES

NEW YORK

1775 Broadway, New York NY 10019
Phone: (212) 586-2640
Cable Address: Cash Box NY
Telex: 666123

HOLLYWOOD

6363 Sunset Blvd. (Suite 930)
Hollywood CA 90028
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NASHVILLE

21 Music Circle East, Nashville TN 37203
Phone: (615) 244-2898

CHICAGO

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1442 S. 61st Ave., Cicero IL 60650
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WASHINGTON, D.C.

EARL B. ABRAMS
3518 N. Utah St.
Arlington VA 22207
Phone: (703) 243-5664

MIGUEL SMIRNOFF

Director of South American Operations

ARGENTINA — MIGUEL SMIRNOFF
Lavelle 1569, Piso 4, Of. 405
1048 Buenos Aires, Argentina
Phone: 45-6948

AUSTRALIA — ALLAN WEBSTER

3/57 Dickens Street
Elwood Vic 3184, Australia

BRAZIL — CHRISTOPHER PICKARD

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420 Gloucester Street, #107
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Phone: (613) 235-7743

GERMANY — GERHARD AUGUSTIN

Oettingenstrasse 66
8 Munich 22
Phone: 089-221363
Telex: 5-29378

ITALY — MARIO DE LUIGI

"Musica e Dischi" Via Giannone 2
20154 Milan, Italy
Phone: (02) 389-059/389-936

JAPAN — Adv. Mgr., SACHIO SAITO

Editorial Mgr., KOZO OTSUKA
3rd Floor of Chuo-Tatemono bldg.
2-chome, 11-1, Shinbashi, Minato-ku,
Tokyo Japan, 105
Phone: 504-1651

NETHERLANDS — CONSTANT MEIJERS

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Lopez de Hoyos 178, 5 CD
Madrid — 2 Spain
Phone: 415 23 98

UNITED KINGDOM — NICK UNDERWOOD

Flat 6, 196 Sussex Gardens
London W2 England
Phone: 01-402-6779

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EDITORIAL Building A Bright Future

For the home video industry, the period from birth to adolescence — the formative years — has seen tremendous development. Estimates set it now as a \$1 billion (and rapidly growing) business. But these formative years have also been fraught with turbulence arising from such controversial issues as studio rental programs and the right of first sale; a turbulence that has pulled the manufacturer and dealer apart from their common goal — building a profitable industry for all.

A dangerous Us vs. Them attitude between the retailer and manufacturer was engendered as a result. Only today are we, hopefully, beginning to recover from it. There are positive signs: studios, seeing the problems with administering rental programs from both sides, are beginning to relinquish control to the dealer. Lower-priced product lines are also being created. The glut of titles is beginning to ebb. And a much needed shake-out

among retailers — separating the wheat from the chaff — has been happening.

The most encouraging sign, however, is the environment for constructive dialog and education among dealers and manufacturers, together, at the Video Software Dealers Assn. (VSDA) conference in Dallas this week. The schism created by two separate dealer organizations just a year ago has been healed, and now a united front has been presented to manufacturers to work out whatever problems must be solved in a positive way.

Cash Box congratulates the VSDA, its members and associates, and wishes success to what is just the start of many future endeavors aimed at creating a better prepared and more aware home video industry. As the 1982 conference is appropriately themed, the VSDA is truly helping the dealer and manufacturer in "Building A Bright Future."

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ON THE COVER

MGM/UA Home Video, one of the leaders in the video cassette and disc entertainment software field, is gearing up for the fall release of *The Complete Beatles*, a new two-hour stereo "rockumentary" featuring music, film clips, live performances, animation and interviews centering on the history of the Fab Four. Hoping to broaden the demographic base of home video, this project is just one of many exciting releases planned by the New York-based prerecorded video supplier in the months ahead.

Micky Hyman, president, MGM/UA Home Video; Cy Leslie, chairman, MGM/UA Home Entertainment Group; Bill Gallagher, vice president, sales and marketing, MGM/UA Home Video; and Jim Mervis, vice president of programming, MGM/UA Home Video, comprise the executive staff of the entertainment firm, which, together with a highly professional sales staff and distribution network, seeks to break through the current limited market in music video with the original Beatles production.



TOP POP DEBUTS

SINGLES

67 HEART ATTACK — Olivia Newton-John — MCA

ALBUMS

67 SHANGO — Santana — Columbia

POP SINGLE

ABRACADABRA
The Steve Miller Band
Capitol

B/C SINGLE

DANCE FLOOR (Part 1)
Zapp
Warner Bros.

COUNTRY SINGLE

LOVE WILL TURN YOU AROUND
Kenny Rogers
Liberty

JAZZ

OFFRAMP
Pat Metheny Band
ECM

NUMBER ONES



John Cougar

POP ALBUM

AMERICAN FOOL
John Cougar
Riva PVL

B/C ALBUM

ZAPP II
Zapp
Warner Bros.

COUNTRY ALBUM

ALWAYS ON MY MIND
Willie Nelson
Columbia

GOSPEL

PRECIOUS LORD
Al Green
Hi/Myrrh

CASH BOX TOP 100 SINGLES

September 4, 1982

	Weeks On 8/28 Chart		Weeks On 8/28 Chart		Weeks On 8/28 Chart
1 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5126)	1	34 I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Arista VS102)	38	68 HE GOT YOU RONNIE MILSAP (RCA PB-13286)	75
2 EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5 02912)	2	35 THEMES FROM E.T. WALTER MURPHY (MCA-52099)	41	69 STEPPIN' OUT JOE JACKSON (A&M 2428)	78
3 HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)	3	36 WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty P-B-1466)	39	70 GYPSY FLEETWOOD MAC (Warner Bros. 7-29918)	—
4 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Arista AS 0676)	4	37 VOYEUR KIM CARNES (EMI America B-8127)	46	71 LET ME GO RAY PARKER, JR. (Arista AS 0695)	56
5 HOLD ME FLEETWOOD MAC (Warner Bros. 7-29966)	5	38 DON'T YOU WANT ME THE HUMAN LEAGUE (Virgin/A&M 2397)	28	72 DON'T RUN MY LIFE SPYS (EMI America B-8124)	74
6 TAKE IT AWAY PAUL McCARTNEY (Columbia 18-03018)	6	39 I'M THE ONE ROBERTA FLACK (Atlantic 4068)	44	73 HE COULD BE THE ONE JOSIE COTTON (Elektra E-47481)	80
7 VACATION GO-GO'S (I.R.S./A&M IR-9907)	7	40 AND I AM TELLING YOU I'M NOT GOING JENNIFER HOLLIDAY (Geffen 7-29983)	34	74 LET IT WHIP THE DAZZ BAND (Motown 1609MF)	51
8 WASTED ON THE WAY CROSBY, STILLIS & NASH (Atlantic 4058)	8	41 LOVE OR LET ME BE LONELY PAUL DAVIS (Arista AS 0697)	43	75 EMOTIONS IN MOTION BILLY SOUIER (Capitol B-5135)	61
9 JACK & DIANE JOHN COUGAR (Riva/PolyGram R-210)	10	42 GLORIA LAURA BRANIGAN (Atlantic 4048)	47	76 RIGHT AWAY KANSAS (Kirshner/CBS ZS5 03084)	79
10 HURTS SO GOOD JOHN COUGAR (Riva/PolyGram R 209)	9	43 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol B-5148)	58	77 UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)	90
11 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)	11	44 THE ONE YOU LOVE GLENN FREY (Asylum 7-69974)	59	78 LOVE COME DOWN EVELYN KING (RCA PB-13273)	87
12 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty P-B-1471)	13	45 IF THE LOVE FITS WEAR IT LESLIE PEARL (RCA PB-13235)	36	79 SHE LOOKS A LOT LIKE YOU CLOCKS (Boulevard/CBS ZS5 03075)	86
13 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AS 0696)	15	46 DON'T FIGHT IT KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	70	80 DANCE FLOOR (PART I) ZAPP (Warner Bros. 7-29961)	68
14 BLUE EYES ELTON JOHN (Geffen 7-29954)	18	47 YOU KEEP RUNNIN' AWAY .38 SPECIAL (A&M 2431)	57	81 PAPERLATE GENESIS (Atlantic 4053)	52
15 AMERICAN MUSIC POINTER SISTERS (Planet/RCA YB-13254)	16	48 STILL IN THE GAME STEVE WINWOOD (Island 7-29940)	54	82 VALLEY GIRL FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS W5902972)	96
16 SOMEBODY'S BABY JACKSON BROWNE (Asylum 7-69982)	21	49 I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB 13260)	55	83 ATHENA THE WHO (Warner Bros. 7-29905)	—
17 WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	19	50 I ONLY WANT TO BE WITH YOU NICOLETTE LARSON (Warner Bros. 7-29948)	53	84 TAKE THE L. THE MOTELS (Capitol B-5149)	—
18 I KEEP FORGETTIN' MICHAEL McDONALD (Warner Bros. 7-29933)	23	51 YOU DON'T WANT ME ANYMORE STEEL BREEZE (RCA PB-13283)	66	85 I'M GONNA HIRE A WINO TO DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS 50063)	88
19 EVEN THE NIGHTS ARE BETTER AIR SUPPLY (Arista AS 0692)	12	52 BIG FUN KOOL & THE GANG (De-Lite/PolyGram DE 822)	71	86 MACHINERY SHEENA EASTON (EMI America B-8131)	—
20 ONLY TIME WILL TELL ASIA (Geffen 7-29970)	24	53 LET IT BE ME WILLIE NELSON (Columbia 18-03073)	60	87 PERSONALLY KARLA BONOFF (Columbia 18-02805)	45
21 THINK I'M IN LOVE EDDIE MONEY (Columbia 18-02964)	22	54 YOU DROPPED A BOMB ON ME THE GAP BAND (Total Experience/PolyGram TE8203)	63	88 CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	—
22 YOU CAN DO MAGIC AMERICA (Capitol B-5142)	25	55 HOLDIN' ON TANE CAIN (RCA PB13287)	62	89 I NEED YOU PAUL CARRACK (Epic 14-03146)	—
23 ONLY THE LONELY THE MOTELS (Capitol B-5114)	14	56 WORDS MISSING PERSONS (Capitol B-5127)	37	90 SAD HEARTS THE FOUR TOPS (Casablanca/PolyGram NB2353)	—
24 KIDS IN AMERICA KIM WILDE (EMI America P-B 8110)	20	57 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)	73	91 LOVE ACTION (I BELIEVE IN LOVE) THE HUMAN LEAGUE (A&M 2425)	77
25 ROSANNA TOTO (Columbia 18-02811)	17	58 JOHNNY CAN'T READ DON HENLEY (Asylum 7-69971)	65	92 YOUR DADDY DON'T KNOW TORONTO (Network/Elektra 7-69986)	72
26 MAKE BELIEVE TOTO (Columbia 18-03143)	32	59 OUT OF WORK GARY U.S. BONDS (EMI America B-8117)	49	93 SHOULD I STAY OR SHOULD I GO THE CLASH (Epic 14-03006)	84
27 HOT IN THE CITY BILLY IDOL (Chrysalis 2605)	27	60 NIGHT SHIFT QUARTERFLASH (Warner Bros. 7-29932)	64	94 PLANET ROCK SOUL SONIC FORCE (Tommy Boy TB-823)	89
28 NEVER BEEN IN LOVE RANDY MEISNER (Epic 14-03032)	30	61 WORKIN' FOR A LIVIN' HUEY LEWIS AND THE NEWS (Chrysalis 2630)	67	95 CALLING ALL GIRLS QUEEN (Elektra 7-69981)	83
29 TAINTED LOVE SOFT CELL (Sire SRE 40655)	26	62 SWEET TIME REO SPEEDWAGON (Epic 14-03175)	76	96 YOUR IMAGINATION DARYL HALL & JOHN OATES (RCA PB-13252)	40
30 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 1628MF)	33	63 OH JULIE BARRY MANILOW (Arista AS 0898)	50	97 MYSTERY GIRL THE DUKES (Atlantic 7-89999)	98
31 SOMEDAY, SOMEWAY MARSHALL CRENSHAW (Warner Bros. 7-29974)	31	64 KEEP THE FIRE BURNIN' REO SPEEDWAGON (Epic 14-02967)	29	98 I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE (A&M 2410)	91
32 DO YOU WANNA TOUCH ME (OH YEAH) JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)	35	65 NOBODY SYLVIA (RCA PB-13223)	81	99 LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol B-5120)	82
33 HOLD ON SANTANA (Columbia 18-03160)	42	66 ROUTE 101 HERB ALPERT (A&M 2422)	48	100 SARA BILL CHAMPLIN (Elektra E-47456)	92
		67 HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	—		

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Abacadabra (Sailor — ASCAP)	1	Love's Been (Bobby Goldsboro /House of Gold — ASCAP/BMI)	99	Steppin' Out (Albion — ASCAP)	69
American Music (Ensign/Parker McGee — BMI)	15	Love Or Let (Porpete/Clerence Scarborough — BMI)	41	Still In The Game (Island Music/Blue Sky-Rider — BMI)	48
And I Am Telling (Dreamgirls — ASCAP/Dreamettes — BMI)	40	Love Will Turn You (Lionsmate/Deb Dave/Briarpatch — ASCAP/BMI)	12	Sweet Time (Fate — ASCAP)	62
Athena (Tower Tunes — BMI)	83	Machinery (Dick James Music — BMI)	86	Tainted Love (Equinox — BMI)	29
Big Fun (Delightful — BMI)	52	Make Believe (Hudmar — ASCAP)	26	Take It Away (MPL Communications — ASCAP)	6
Blue Eyes (Intersong — ASCAP)	14	Mystery Girl (Backwood/Pendulum/Rio Cartel — BMI)	97	Take The L. (Excessive/Clean Sheets — BMI)	84
Break It To Me Gently (Northern (MCA) — ASCAP)	43	Never Been In Love (Colgems-EMI — ASCAP)	28	Themes From "E.T." (Music Corp. Of America - MCA — BMI)	35
Calling All Girls (Queen/Beechwood — BMI)	95	Night Shift (New Hidden Valley/Carole Bayer Sager/Narrow Dude/Bonnie Bee Good/WB — ASCAP)	60	The One You Love (Red Cloud/Night River — ASCAP)	44
Close Enough To Perfect (Accredit/Raindance — BMI)	88	Nobody (Tom Collins — BMI)	65	Think I'm In Love (Soft/Randy Oda — BMI)	21
Dance Floor (Troutman's — BMI)	80	Oh Julie (Shaky Music Ltd.)	63	Up Where We Belong (Famous — ASCAP/Ensign — BMI)	77
Do You Wanna (Duchess-MCA — BMI)	32	Only The Lonely (Clean Sheets — BMI)	23	Vacation (Some Other/Daddy-Oh/Lypsinc — ASCAP)	7
Don't Fight It (Milk Money — ASCAP/Lacey Blvd./Warner-Tamerlane/Body Electric — BMI)	46	Only Time (WB/Almond Legg adm. by WB/Ackee — ASCAP)	20	Valley Girl (Munchkin Music)	82
Don't Run My Life (Spysongs — BMI)	72	Out Of Work (Bruce Springsteen — ASCAP)	59	Voyeur (Moonwindow/Hitching — ASCAP)	37
Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP)	38	Paperlate (Pun Music — ASCAP)	81	Wasted On The Way (Putzy Putzy — ASCAP)	8
Emotions In Motion (Songs Of The Knight — BMI)	75	Personally (Tree/Five Of A Kind — BMI)	87	What's Forever (Tree — BMI)	36
Even The Nights (Hall-Clement — BMI)	19	Planet Rock (Shakin' Baker — BMI)	94	Who Can It Be (April Music Pty. — BMI)	17
Eye In The Sky (Woolfsongs Ltd./Careers — BMI)	13	Right Away (Full Grown/Mastodon — BMI)	76	Words (Private Parts — ASCAP)	56
Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP)	2	Rosanna (Hudmar — ASCAP)	25	Workin' For A Livin' (Hulex — BMI)	61
Gloria (Sugarongs — BMI)	42	Route 101 (Irving/Calquin — BMI)	66	You Can Do Magic (April/Russell Ballard Ltd. — ASCAP)	22
Gypsy (Fleetwood Mac/Welsh Witch — BMI)	70	Sad Hearts (MCA — ASCAP)	90	You Don't Want Me (Toneman/Wood Street — ASCAP)	51
Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI)	3	Sara (JSH — ASCAP/Thickovit — BMI)	100	You Dropped (Total Experience — BMI)	54
Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	67	She Looks A Lot (Who's Hugh/Masked Man — BMI)	79	You Keep Runnin' (Rocknocker/Easy Action/W.B. — ASCAP)	47
He Could Be The One (Televox/House Of Paine — BMI/Headstack/Painful Songs — ASCAP)	73	Should I Stay (Ninaden Lmtd./WB Music Corp. — ASCAP)	93	You Should Hear (Warner-Tamerlane/Body Electric — BMI)	4
He Got You (Chriswood — BMI/Murfeezongs — ASCAP)	68	Somebody's Baby (Jackson Browne/Kortchmar — ASCAP)	16	Your Daddy Don't Know (Weilbeck — ASCAP)	92
Hold Me (Fleetwood Mac — BMI/Red Snapper — ASCAP)	5	Someday, Someway (Belwin — Mills/MHC — CAPAC)	33	Your Imagination (Hot-Cha/Unichappell — BMI)	96
Hold On (Over The Rainbow — ASCAP/Mark-Cain — BMI)	42	Holdin' On (Any Garage/Pug Baker — BMI)	55		
		Hot In The City (Rare Blue/Bonidol — ASCAP)	27		
		Hurts So Good (Riva — ASCAP)	10		
		If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP)	45		
		I Keep Forgettin' (Genevieve — ASCAP/Edzactly — BMI)	18		
		I'm Gonna Hire A Wino (Peso - Wallet — BMI)	85		
		I'm The One (Antisita Music — ASCAP)	39		
		I Need You (Plangent Visions — ASCAP)	89		
		I Only Want (Chappel Music — ASCAP)	50		
		I Ran (Zomba Ent. — BMI)	34		
		I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP)	98		
		I Will Always (Velvet Apple Music — BMI)	49		
		Jack & Diane (Riva — ASCAP)	9		
		Johnny Can't Read (Cass County/Kortchmar — ASCAP)	58		
		Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP)	57		
		Keep The Fire (Fate — ASCAP)	64		
		Kids In America (Finchley — ASCAP)	24		
		Let It Be Me (MCA Music — BMI)	53		
		Let It Whip (Ujima/Macvacalac — ASCAP)	74		
		Let Me Go (Raydiola — ASCAP)	71		
		Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI)	30		
		Love Action (Virgin/Dinsong — ASCAP)	91		
		Love Come Down (Music Corp. Of America/Kashif — BMI)	78		
		Love Is In Control (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS)	11		

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1982 VSDA Dallas Confab: Cooperation And Information

by Michael Glynn

DALLAS — By most standards, any industry that accounts for nearly \$1 billion worth of business could be considered mature, but executives of the Video Software Dealers Assn. (VSDA) stress that home video is still a very young, fragile industry. With an overwhelming need for cooperation and a sharing of information among its various sectors if it is to fruitfully develop for all concerned, an environment in which this can begin to take place is what the dealers are hoping to provide at the 1982 VSDA Conference here Aug. 29-31.

Some 225-250 dealers and manufacturers representatives are expected to attend the three-day event at the Fairmont Hotel, according to organizers, which will include more than 12 seminars, workshops, reports and business sessions addressing these "grass roots" needs.

"The theme of the conference, 'Building A Bright Future,' runs throughout virtually every session, but exactly how a bright future is expected to be built will be specifically addressed by the manufacturing and retail sectors in the Monday (Aug. 31) morning and afternoon panels," says

VSDA executive director Barry Locke.

Moderating "The Retailer Speaks" panel is Weston Nishimura (Video One Video/Video Space, Seattle, Wash.). Panelists include Jim George (San Francisco Home Video); Jack Grimes (Video Village, Philadelphia, Penn.); Arthur Morowitz (Video Shack, N.Y.C.); Linda Rosser (Entertainment

Systems of America, Phoenix, Ariz.); and Robert Singer, Video Entertainment Centers, Denver, Colo.). Moderating "The Manufacturer Speaks" panel is Frank Barnako (The Video Place, Washington, D.C.). The panelists include Robert Blattner (Columbia Pictures Home Entertainment); Micky Hyman (MGM/UA Home Video);

Tom Kuhn (RCA VideoDiscs); Jon Peisinger (Vestron Video); and Nicholas P. Santrizos (Thorn EMI Video Programming Enterprises).

"Those two panels, I think, will set the tone for the conference, and then we'll get into the nitty gritty," states Locke.

Information Gathering

Locke points out that a UCLA Graduate School Study of Video Retailing completed in April of this year and the pilot VSDA/A.C. Nielsen Survey to be given Monday morning also stand as important beginnings in the industry's drive for better education and understanding. (According to VSDA vice president Risa Solomon, the UCLA study was compiled from 650-680 retail responses to 5,000 questionnaires sent out. It covers such things as the number of rentals versus sales transactions to dealers' personal thoughts on the state of the business, while the pilot for the joint VSDA/A.C. Nielsen survey covered six-to-eight Chicago area outlets to "test the system . . . and even then so much more information was compiled than originally planned.")

(continued on page 11)

MGM/UA Home Video To Drop Rentals

by Michael Glynn

LOS ANGELES — MGM/UA Home Video is eliminating its rental program but not First Run Home Video Theater. This may seem a bit confusing to dealers and distributors who assumed the two were synonymous, but according to vice president of marketing Bill Gallagher, the new MGM/UA First Run will offer all the benefits of the old program — such as a guaranteed exclusive home video window along with specialized point of purchase merchandising materials — without the four-month lease period to those participating.

Pennies From Heaven is the last title to be released in the red cassette packaging

that has designated First Run rentals since the program was instituted eight months ago by MGM/CBS Home Video, while September's feature *Ticket To Heaven* and all succeeding First Run titles will be issued in the sales mode signified by the regular black cassette package. However, all previous First Run titles up to and including *Pennies From Heaven* will continue to be fully administered under existing rental policies.

Sell Through

"Our marketing orientation here at MGM/UA will continue to be to sell through rather than sell to," said Gallagher. "Our Run rental program was successful in

(continued on page 27)

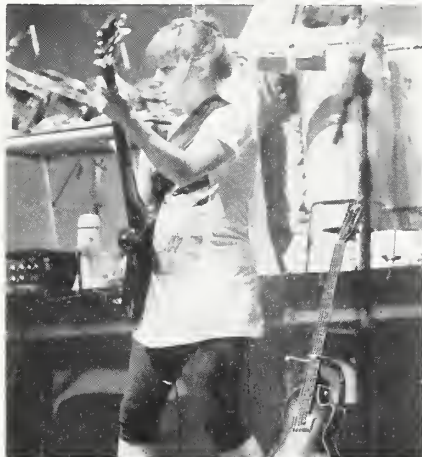
Warner Bros. Cuts Staff By 29, Closes Merch. Warehouse

LOS ANGELES — Warner Bros. Records reduced its staff last week, cutting 29 employees from various departments throughout the company. According to the label, the move was "dictated by today's economic realities."

As a result of the firings, the West Coast merchandising warehouse was closed, although the company stressed that no departments or services have been eliminated due to the cutbacks.

The company did not release the names of the employees involved in the cutback.

No additional staff reductions are anticipated at this time or in the future at Warner Bros., according to a label statement.



HEAVY HEAD — Talking Heads bassist Tina Weymouth, seen here at a recent show at Los Angeles' Perkins Palace, is in her sixth month of gestation and still rocking strong. Though she will tour with the Heads for the rest of the summer, her doctors have recommended she cut out her plans to open for the group with *The Tom Tom Club*.

(Cash Box photo by Debbie Leavitt)

Price Hikes, Lack Of Titles Dampen Midline Euphoria

by Michael Martinez

LOS ANGELES — The retail euphoria over mid-priced, budget album releases that has prevailed ever since MCA Records introduced the concept three years ago, may diminish during the final quarter of 1982. Although dealers last fall hailed midlines as the "savior" of the record industry during a time of severe economic hardship, many retailers now claim that a dwindling number of quality titles, fewer label support programs, a glut of frontline product due in the last quarter and the recent rash of midline wholesale price increases could combine to undermine the viability of this once-hallowed product line in the weeks ahead.

"It (midlines) was a golden goose for a while," said Ed Berson, vice president of purchasing for the Durham, N.C.-based Record Bar web, "but with the quality of the

titles becoming less and less, and the price increases, midlines have lost their glamour."

"Midlines traditionally take a back seat to frontline product during the heavy sales season," said Joe Bressi, vice president of purchasing for the Canton, Ohio-based Stark/Camelot music chain. "Always during that time of year we put the emphasis on frontline product; midlines really take a backseat."

Few Stocking Programs

Despite the lack of enthusiasm expressed by many dealers, most agreed that they would participate in any programs offered by the labels on midlines, but, in the words of one dealer, "there isn't much to get excited about."

Dealers report that thus far labels have not revealed comprehensive sales or promotion programs in connection with new midline titles due out in the final quarter of 1982. Despite the influx of new midline titles, dealers say that manufacturers are only offering perfunctory incentives to stock midlines during this crowded vinyl pipeline season. Five percent discounts and limited dating, some advertising and a degree of in-store merchandising characterize the scope of the label midline programs.

With dealers keeping a close watch on the size of their inventories — reflecting an attitude of frugality among consumers — volume purchases of midlines may be further reduced by the release of many new albums by major labels' top-selling artists.

Columbia and Warner Bros. each plan to release 26 new titles, including product by Kenny Loggins, Billy Joel, Bruce Springsteen (Columbia); Christopher Cross, Rod Stewart and the solo debut of Steely Dan proponent Donald Fagan (Warner Bros.). Epic plans will release 22 LPs including Michael Jackson's follow-up to his multi-million seller "Off The Wall," in addition to new product by Dan Fogelberg, Luther Vandross and George Duke.

Other labels including A&M, Capitol, RCA, Elektra/Asylum and PolyGram plan double-digit release quantities throughout the remainder of the year.

But some labels have revealed that there

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Record Companies Absent From NAB Programming Meet

NEW YORK — A special presentation on radio's future in light of such new technology as cable transmission and direct broadcast satellites, as well as workshops focusing on programming problems, research methods and promotion techniques, will highlight this year's National Assn. of Broadcasters (NAB) Radio Programming Conference (RPC), Aug. 29-Aug. 31 at the Hyatt Regency Hotel in New Orleans.

Unlike last year's conference, the fifth RPC will not include any record company participation. "We had some talks with them, but we found out that we have different interests," said Wayne Cornils, NAB radio vice president. "We want to look at music as a tool for programming, while they wanted to concentrate on home taping and why radio doesn't play new music."

Despite current economic conditions, Cornils estimated that 2,000 people would attend the fifth RPC. "We've already confirmed 1,800 and with on-site registration, we could easily clear 2,000."

The convention opens Sunday afternoon, Aug. 29, with a "Research Fair" where Bill Moyee, president of the Research Group; Jhan Hiber, of Hiber and Hart; Ron Werth, research vice president of the Mutual Broadcasting system; Todd Wallace of Radio Index; and Terry Drunker, vice president, research, CBS Radio, will conduct a question and answer session. At the same time, a legal fair moderated by former Federal Communications Commission (FCC) general counsel Ashtom Hardy, will take place.

Keynote Address

A cocktail party and keynote address by radio personality Paul Harvey will ensue after which the format rooms will be opened to the conventioners. They include AOR, country, urban contemporary, A/C, Top 40, 24 hour networks, nostalgia, news/talk and beautiful music.

Six concurrent workshops will take place Monday, Aug. 30, between 9:00 a.m. and noon. They include "A Day In the Life of a Major Market Program Director," "Using Home Computers," "Promotion That Pays For Itself," one on radio news, another on call-out research and one on the future of AM broadcasting.

A luncheon will follow where radio per-

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Jukebox Operators Credit Hit 45s For Steady Collections

by Jeffrey Ressler

LOS ANGELES — Jukebox collections seem to be holding their own this summer in the face of a soft national economy, competition from coin-operated video games and higher overhead costs. According to a **Cash Box** survey, a majority of route people feel revenues from the music boxes have done as well or better than last summer, but a few did report collections down 5-10% compared to 1981's season.

While juke owners, who claim to be responsible for purchasing 30-50% of domestic singles released annually, wax praise on the labels for a wealth of fine product this summer, many also decry the increase in royalty fees implemented by the Copyright Royalty Tribunal and the non-availability of some "classic" 45s as problems affecting their day-to-day operations.

Ironically enough, the sour economic status of the country may yield side-

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BUSINESS NOTES

VSDA Votes On Advisory Board

DALLAS — Regular members of the Video Software Dealers Assn. (VSDA) will vote on the nine retailers nominated for seven vacancies on the VSDA Advisory Board during a breakfast meeting, Aug. 31, at the VSDA Conference here. Voting will also take place for the officers to serve for the 1982-83 association year. Absentee ballots have already been sent out from the VSDA office for the use of those members who cannot attend the annual regular members meeting.

The nine nominees selected by both the VSDA Nominating Committee and petitions submitted by regular members include George Atkinson (Video Station, Los Angeles, Calif.); Jerry Frebowitz (Movies Unlimited, Philadelphia, Pa.); Steve Goodman (Video Warehouse, Atlanta, Ga.); Jack Messer (The Video Store, Cincinnati, Ohio); John Pough (Video Cassettes Unlimited, Santa Ana, Calif.); Richard Railey (Video Spectrum, New Orleans, La.); Barry Rosenblatt (Video Library, San Diego, Calif.); Linda Rosser (Entertainment Systems of America, Phoenix, Ariz.); and Bob Singer (Video Entertainment Center, Denver, Colo.).

Continuing to serve on the board are Frank Barnako (The Video Place, Washington, D.C.); Weston Nishimura (Video One Video, Bellevue, Washington); Noel Gimbel (Sound Video Unlimited, Niles, Ill.); Gene R. Kahn (Columbia Video Systems, Highland Park, Ill.); John Marmaduke (Hastings/Record Town, Amarillo, Tex.); Arthur Morowitz (Video Shack, N.Y.C., N.Y.); Gene Silverman (Video Trend, Framington, Mich.); Bob Skidmore (Video Corner, St. Petersburg, Fla.); and Robert Bigelow (Bigelow Distributing, Minneapolis, Minn.).

WEA Recipients Of WCI Scholarships Named

LOS ANGELES — Twelve children of Warner/Elektra/Atlantic (WEA) Corp. employees have won Warner Communications, Inc. (WCI) college scholarship awards. Winners from the WEA home office in Burbank, Calif., are: Belinda Ann Barnhill, daughter of Constance Shutt; Brooke Ann Palmerston, daughter of Jacqueline Palmerston; and Laura Jean Corran, daughter of Lancer P. Hill.

Scholarship winners from the Philadelphia branch are: Eric Timothy, son of Maryanne Banks; Neal Thomas Hughes, son of Ursula Hughes; and Willie Quincy Vaughn, Jr., son of Velma E. Vaughn. Winners from the Chicago branch are: Kyung Une Kuk, daughter of Sung Nam Kuk; and Angela Maria McGowan, daughter of Clementine McGowan.

Scholarship winners from the Cleveland branch are: James C. Paolucci, son of William Paolucci; and Martalyn Grace Smith, daughter of Wilson Smith. The winner from the New York branch is: Scott Paul Sklaver, son of Harry Sklaver.

Commenting on the announcement of the scholarship winners, WEA Corp. president Henry Droz said, "I am proud to announce that this year 12 deserving youngsters, all children of WEA employees, are the recipients of WCI college scholarship awards. My congratulations go out to them and to their parents for attaining, against stiff competition, the academic and extra-curricular achievements which won these coveted awards."

Copyright Journal Bows

NEW YORK — *The Journal of Copyright, Entertainment and Sports Law*, a tri-annual publication of the Tennessee Bar Assn., has bowed. The *Journal's* summer issue features law review articles on cable television copyright liability and recent litigation regarding video game copyright liability. The fall issue will include articles on ex parte injunctions for pirate copyrighted material in the United Kingdom, and immigration procedures for alien entertainers and athletes in the U.S.

The *Journal's* editor-in-chief is William L. Warren, attorney for PolyGram Corp. The board of editors consists of: Phillip L. Rosen; Henry W. Jones, III; Scott F. Siman; James Llewellyn Kaler, Jr.; Jeremy Gawade, Steven Gombinski; Michael Milom; and S. Ralph Gordon, Jr., with Rita L. Pelling serving as administrative assistant. The advisory board is: Harold C. Streibich; W. Michael Milom; S. Ralph Gordon, Jr.; Russell A. Jones, Jr.; W. Michael Richards; Fred Ridolphi, Jr.; Blanchard E. Tual; Charles W. Burson; and James H. Harris, III.

Subscriptions are available for \$18.00 a year from *The Journal of Copyright, Entertainment and Sports Law*, c/o S. Ralph Gordon, Jr., Esq., Suite 200, 430 Third Avenue, North, Nashville, Tenn. 37201. Articles to be considered for publication should be sent to William L. Warren, Esq., editor-in-chief, *Journal of Copyright, Entertainment and Sports Law*, c/o PolyGram Corp., 450 Park Avenue, New York, N.Y. 10022.

Action Brought By CBS Against Andrew Liguori

NEW YORK — CBS Inc. has instituted an action in the U.S. District Court for the Southern District of New York against Andrew Liguori, also known as Andrew Leonetti. The complaint alleges that Liguori attempted to sell the rights to master recordings owned or licensed to CBS Inc.

Some of the recordings involved are by B.J. Thomas, George Jones, The Isley Brothers and The Manhattans. The complaint further charges that Liguori represented that CBS had attempted to buy the rights, and also that he disseminated copies of bogus documents allegedly signed by officers of the now-defunct Springboard Records and by representatives of CBS Inc.

In a prior action against Liguori in the Springboard Records bankruptcy proceeding, CBS Inc., obtained a judgement that enjoined him from asserting any rights to the former Springboard catalog.

FBI Hawaii Raid Nets 5,000 Pirate Records

NEW YORK — Agents of the Federal Bureau of Investigation (FBI) seized over 5,000 alleged bootleg and counterfeit recordings in two August raids in Hawaii.

Acting on a search warrant, the FBI on Aug. 6 raided the home of Raymond Byrd Karelitz, 788 Lunalilo Home Rod., Honolulu. Karelitz, who had been identified as doing business as Goin' Back Enterprises, Once Upon A Dream Enterprises and Retail Incentive Club, consented to a search of three storage bins at Kailui Mini Storage at 150 Hamakua Dr., Oahu, on Aug. 10.

From both locations, FBI agents seized over 5,000 alleged bootleg and counterfeit records. The raids were directed by Special Agent Roger T. Kent of the Honolulu FBI office, with assistance from the anti-piracy unit of the Recording Industry Assn. of America (RIAA).



Steve Barri

Barri Named To New VP Post At Motown Records

LOS ANGELES — Steve Barri has been named to the newly created post of vice president, creative affairs, Motown Records. In his new post, Barri will be responsible for talent acquisition and all repertoire matters concerning the label's artists.

The appointment marks a reunion with Motown president Jay Lasker, who, as head of ABC / Dunhill Records, hired Barri as vice president, A&R, in 1968. Commenting on the reunion, Lasker said, "I'm delighted to be working with Steve again. He has one of the best creative minds in this business, and his record speaks for itself. We worked together for 10 years and had many successes. I was thrilled to see the many successes he later had with Warner Bros."

While at Warner Bros., Barri had a hand in the signing of such diverse acts as Christopher Cross, Prince, Marshall Crenshaw and Steve Martin.

As a songwriter, Barri penned a number of hits, including "Eve Of Destruction," "Secret Agent Man," "Where Were You When I Needed You" and "You Baby."

Commenting on his appointment, Barri said, "I'm very excited about coming to Motown and working with Jay again. I've been Motown's biggest fan, and working with Berry Gordy is like a dream come true. But more important than that, a company like Motown gives you an opportunity to work closely with areas like promotion and sales. That type of intimate involvement is rare at most record companies."

'Hooked On Swing' Will Get K-tel TV Ad Promotion

LOS ANGELES — K-tel Records recently announced that it was mounting a substantial television ad campaign to promote Larry Elgart's "Hooked On Swing" album. The TV commercial campaign will consist primarily of continued use of a 30-second segment of a video taped during July in New York City.

The video was written and directed by Steve Kahn in conjunction with RCA Records, which initially released the album featuring Elgart and his Manhattan Swing Orchestra.

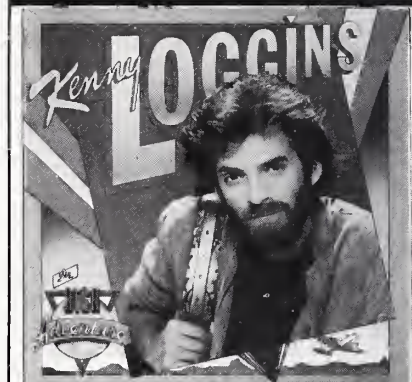
According to George Lukan, vice president, A&R, K-tel, the company is waging the campaign because, "We believe in this album, and at this stage of 'Swing's' life, what with sales hitting and now surpassing gold status, we're very much willing to invest in a platinum future for 'Hooked On Swing.'"

The 30-second commercial is to run in New York, Philadelphia, Chicago, Houston, Dallas, Atlanta, Boston, Los Angeles, St. Louis, Cincinnati, Kansas City (Mo.), Providence, Miami, Washington, D.C., Baltimore, Cleveland, Pittsburgh, Buffalo, Seattle, Portland (Ore.), Phoenix, Denver, Detroit and San Francisco.

REVIEWS

ALBUMS

OUT OF THE BOX



HIGH ADVENTURE — Kenny Loggins — Columbia TC 38127 — Producers: Bruce Botnick and Kenny Loggins — List: None — Bar Coded

Breezy pop-rock is Loggins' stock in trade, and on his most recent sojourn, he teams up with experts like Journey's Steve Perry and The Doobies' Michael McDonald for additional support. Up-tempo tunes custom-crafted for Top 40 comprise the bulk of material on the disc, while the closing "Only a Miracle," dedicated to his baby son, is a sentimental softie complete with reverent strings MOR PDs should pounce on. Extensive digital techniques add clarity and crispness to the production.

FEATURE PICKS

POP

TO THE UNKNOWN MAN — Vangells — RCA AFL1-4397 — Producer: Vangells — List: 8.98 — Bar Coded

Obviously hoping to capitalize on Vangelis' current popularity as a result of his celebrated *Chariots Of Fire* soundtrack album, this RCA collection of previously released songs by the synthsorcerer from the 1970s even boasts cover art depicting an Olympian runner crossing a finish line. Jazz outlets should especially appreciate such offerings as "Bacchanale" and "Aries" for their interesting experiments in contemporary electronic fusion. A dreamy ballad by the artist and Jon Anderson, "So Long Ago, So Clear," closes the set and may very well attract attention from progressive rock quarters.

V DEEP — The Boomtown Rats — Columbia FC 38195 — Producers: Tony Visconti and The Boomtown Rats — List: None — Bar Coded

Incorporating four songs from a previous EP release, this latest effort from the Irish rock quartet delves heavily into layered synthesizer sounds and may catch the Rats' fans off-guard. More demanding cuts on the LP include a Tom Waitsish jazz ballad called "The Little Death" and a pair of instrumentals by Boomtown boss Bob Geldof, a surf group-inspired tune dubbed "Whitehall 1212" and a short reggae dub mix entitled "... House Burned Down."

ROCK IN A HARD PLACE — Aerosmith — Columbia FC 38061 — Producers: Jack Douglas, Steven Tyler and Tony Bongiovi — List: None — Bar Coded

After an extensive hiatus that saw lead vocalist Steve Tyler laying low while guitarist Joe Perry split to form The Joe Perry Project, this Boston multi-platinum group has resurfaced with a new LP filled with rough 'n' tumble grittiness. Grinding out fast-paced rock 'n' roll with a heavily metallic edge, Aerosmith has carved a permanent niche for itself in the world of no-

(continued on page 10)

CASH BOX CONTINUES ITS TRADITION OF PRESENTING THE FINEST COVERAGE OF COUNTRY MUSIC WEEK

1979

CASH BOX

1980

CASH BOX

1981



BE A PART OF A TRADITION
AS THIS YEAR CASH BOX SPOTLIGHTS

1982

NASHVILLE & ITS ARTISTS

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FOR FURTHER INFORMATION
CONTACT:

LOS ANGELES
LEAN SUTTON
213 • 464-8241

NASHVILLE
TIM SHARP
615 • 244-2898

NEW YORK
J.B. CARMICHAEL
212 • 586-2640



REVIEWS

(continued from page 8)

frills, hard-driving AOR, and programmers will find an assortment of screamers on this platter to blast listeners with. "Jailbait" and the title track both command attention as non-stop rockers, while "Push Comes To Shove" is a bluesy venture complete with harp blowing even non-metallurgists should enjoy.

COUNTRY

THE HOTTEST NIGHT OF THE YEAR — Anne Murray — Capitol ST-12225 — Producer: Jim Ed Norman — List: 8.98 — Bar Coded

Just when everyone thought they had Anne Murray pegged as a diehard romantic, she releases an album with a surprisingly heavy reliance on infectious, upbeat material. While the album naturally contains some ballads, Murray turns in her "hottest" effort yet with sizzling pop numbers.

THE BEST OF WILLIE — Willie Nelson — RCA AHL 1-4420 — Producer: Bill Haynes — List: 8.98 — Bar Coded

Willie is currently riding a new crest of heightened popularity spurred by the pop success of his last single, and this repackaged set of pre-outlaw material is well-timed to capitalize on the craze. Though the album is certainly not as stylistically refined as Nelson's more current fare, the set includes a few recent reissues — "Good Times" and "Minstrel Man" — as well as a cover of Nilsson's "Everybody's Talkin'."

BLACK CONTEMPORARY

GET LOOSE — Evelyn King — RCA AFL1-4337 — Producer: Morrie Brown — List: 8.98 — Bar Coded

Although when she started in the recording industry singing dance tunes back in the late '70s her moniker was Evelyn "Champagne" King, this young performer made the transition from disco diva to black contemporary artist without losing any of her fizz. Though many of the tracks on her latest waxing retain a dance-oriented flavor, slow ballads like "I'm Just Warmin' Up" reveal her more sensitive, soulful side, as well as her superior vocal ability. Primo foot-tapping selections include the brassy "Back to Love" and the urgent, sonically textured "I Can't Stand It."

NEW AND DEVELOPING

STEEL BREEZE — RCA AFL1-4424 — Producer: Kim Fowley — List: 8.98

Veteran rock showman Kim Fowley, who organized '60s San Francisco "love-ins"

and gained widespread prominence during the '70s as the brains behind the sexy girl group The Runaways, produced this debut excursion for the Sacramento pop sextet, and his knob-twiddling expertise at the soundboard gives the vinyl a glossy, but highly listenable, sheen. With the album's single pick, "You Don't Want Me Anymore," already bulleting at #51 on the Pop Singles chart in its second week of release, this developing act has accrued strong airplay around the country, and healthy sales figures may not be far behind.

THE LEXICON OF LOVE — ABC — Mercury/PolyGram SRM-1-4059 — Producer: Trevor Horn — List: 8.98

This popular British group combines a Wall of Sound production with R&B, funk, pop, salsa and lounge music and comes up with an album emphasizing slick arrangements and romantically-oriented lyrics. Imagine David Bowie backed by Haircut 100

and you'll have a pretty good idea of what ABC is all about, as former Yes and Buggles producer Trevor Horn molds the team splendidly for AOR and progressive pop formats. "Valentine's Day" and "All of My Heart" are two good samples of the combo's art, while "Poison Arrow," with its smooth sax and electronic drum work has already garnered success overseas.

I WANT CANDY — Bow Wow Wow — RCA AFL1-4375 — Producers: Kenny Laguna, Richie Cordell, Brian Tench and Colin Thurston — List: 8.98

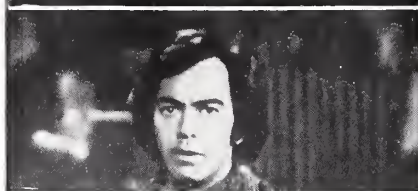
Fronted by adolescent vocalist Anabella Lwin, Bow Wow Wow has earned a solid rep among modern music fans as a prime shaker and mover of the tribal rock scene. The faddish foursome's second American LP contains songs previously released on this year's mini-album, "Last of the Mohicans," and other past recordings, with two songs, "Baby, Oh No" and "El Boss Dicho," the sole new cuts. Featuring percussive rhythms gleaned from primitive African and Asian sources, the band's brand of urban jungle jingles topped with pop hooks could wow beat-conscious Top 40 radio if given a chance.

YOU MAKE THE HEAT — The Producers — Portrait/CBS ARR 38060 — Producer: Tom Werman — List: None — Bar Coded

The second LP from this Atlanta-based quartet is a hook-laced, sweet pop/rock affair full of lovelorn overtones and competent instrumental action. Cheap Trick and Ted Nugent producer Tom Werman elicits a clean sound from the band, as he did on its self-titled debut last year, aiming the record towards the Top 40 and AOR mode.

SINGLES

OUT OF THE BOX



NEIL DIAMOND (Columbia 38-03219) **Heartlight** (4:21) (Stonebridge Music/New Hidden Valley Music — ASCAP/Carole Bayer Sager Music — BMI) (N. Diamond, B. Bacharach, C.B. Sager) (Producers: Bacharach, Sager, Diamond)

Simple, yes, sentimental, absolutely, but the latest from Diamond, a collaboration with the *Arthur* thememakers Bacharach and Sager, will unquestionably stick in the minds of adult pop and A/C listeners like a piece of ear candy. There are few sure things when betting on pop hits, but take the odds on this.

FEATURE PICKS

POP

SHEENA EASTON (EMI America 8131) **Machinery** (2:53) (Dick James Music, Inc. — BMI) (J. Downes) (Producer: C. Neil)

"Madness, Money & Music" is the name of Easton sophomore long-player, and this first offering is a percolating Europop romp with a shuffling electronic rhythm that clips along at an appropriately mechanistic

NEW FACES TO WATCH



Jeffrey Osborne

Rarely are new and developing artists, as they are often referred to, ever able to force a prominent name for themselves in the fickle world of music. But A&M recording artist Jeffrey Osborne has done it; although it would be safe to say he is a veteran of the music industry.

But his self-titled, George Duke-produced LP, which contains the high charting single, "I Really Don't Need No Light" that went as high as #51 bullet on the *Cash Box* Top 100 Singles chart and shows signs of remaining in the spotlight for some time to come.

Writing, recording and performing hit songs should be familiar behavior to Osborne, who for 10 years was the lead singer and the chief songwriter with the highly-respected R&B/pop outfit known as LTD. What that experience did for the singer was prepare him for his ultimate challenge and goal — to become a solo artist.

"The 11 years I spent with LTD were a blessing because they helped me understand people and because I learned how to write with everyone in that group," said the soft-spoken, self-assured Osborne. "I could never repay them for those 11 years."

Nor is it likely that he can ever ex-

press his gratitude for having the group encourage him to become the lead vocalist in LTD, filling a "focal point" role that was much needed when Osborne joined the group as a drummer. After his conversion to a front-and-center vocalist, Osborne led LTD through a cluster of hits including, "Love Ballad," "Back In Love" and "Shine On."

The young singer did not stumble upon his formidable vocal prowess, which can project the breathy urgency of a torch singer one moment and deep, robust tonal textures the next instant. The Providence, R.I., native developed his skills listening to the stylings of Stevie Wonder, Aretha Franklin and Sarah Vaughan.

It is evident that Osborne has embodied the diverse lessons of such artists, as his LP is a wide-ranging tapestry of pop textures. It was this effect that he always thought he wanted, but felt he could not achieve as a LTD member.

"At the beginning of 1979," Osborne recalls, "I told the group I wanted to leave. It wasn't a question of ill-feelings, but a need to grow."

Osborne also notes that songwriting has become an important part of his artistic personality. "The percentages against a lead singer leaving a major act and succeeding are marginal; but I think the fact that I was the chief songwriter with the group helped me get my record deal."

Osborne has called his current LP and its success "a dream come true," but he is not deluded as to what he must do to continue that dream. "I've met some of my favorite artists in this business, and it's sometimes a disappointment to see that they have not attained the rewards of all their work. Some of them have told me not to repeat their mistakes and to remember that none of us are here forever." But Osborne's music, as performer and writer, may very well be destined to leave a rich legacy in his wake.

pace. Sheena's voice purrs along in third gear, indignantly tossing off lines like "I don't believe what he said to me/Feeling like a piece of machinery."

FLEETWOOD MAC (Warner Bros. 7-29918)

Gypsy (3:53) (Fleetwood Mac Music/Welsh Witch Music — BMI) (S. Nicks) (Producers: L. Buckingham, R. Dashut, K. Caillat, F. Mac)

This could just as easily have found its way onto Stevie Nicks' next solo gig (or the first one, for that matter), and it would've been perfectly at home. After all, the theme smacks of Nicks, but the Mac plays it with a lovely eloquence that no session folk could touch, especially the great Mick Fleetwood-John McVie rhythm section.

COUNTRY

RICKY SKAGGS (Epic 34-03212) **Heartbroke** (3:14) (World Song Pub. Inc. — ASCAP) (G. Clark) (Producer: R. Skaggs)

A number of people have covered this song, including Rodney Crowell, George Strait and writer Guy Clark, so it was inevitable that it would surface as a single. The cut comes from his soon-to-be released "Highways And Heartaches" LP and adds to the string of traditional singles that has made him a contender for the Country Music Assn. Entertainer of the Year award in October.

TOM JONES (Mercury 76172)

A Woman's Touch (3:28) (Blackwood Music, Inc./Fullness Music — BMI) (J. Fuller) (Producers: G. Mills, S. Popovich)

What in the world's come over him? Though most listeners do not associate Tom Jones with country music, he began his career with such tunes as "The Green, Green Grass of Home," and over the past few years has reaffirmed his commitment to the genre. Jones' seductive, heavy vibrato adds nicely to the simplicity of a singable melody and a sparse production.

BLACK CONTEMPORARY

ORANGE KRUSH (Mercury/PolyGram 576)

Action (4:20) (Rushgroove Music — ASCAP/Rush — BMI) (M. Reid, L. Smith, R. Simmons) (Producer: R. Simmons)

The lady wants "Action" not words on this singin' and rappin' street song from producer Russell Simmons' N.Y.C. discovery. The groove is downright insulating, sneaking through a musical alley with some tasty drum and guitar work. The pick to click on B/C radio.

CAMEO (Chocolate City/PolyGram CC 3235)

Alligator Woman (3:45) (All Seeing Eye Music/Cameo 5 Music — BMI) (L. Blackmon, T. Jenkins, C. Singleton) (Producer: L. Blackmon)

Ah, the funk 'n' roll title track from the stripped-down Cameo's current LP is a ribald, raucous bit of fare that leaves the listener in a dilemma; you don't know whether to laugh or dance. The best advice is to do both simultaneously.

NEW AND DEVELOPING

BOW WOW WOW (RCA JH-13291) **Baby, Oh No** (2:44) (Blackwood Music, Inc. — BMI) (Barbarossa, Ashman, Gorman, Lwin) (Producers: K. Laguna, R. Cordell)

Don't be fooled by the mohawk hairdos, Bow Wow Wow is far more accessible and polished than many would give them credit for. Sample this track from the "I

Want Candy" LP, a song that in every way reminds one of Blondie and "Call Me" in particular. Kenny Laguna and Richie Cordell's production emphasizes the similarities.



UNUSON Hopes To Draw 250,000 To US Festival

by Jeffrey Ressler

LOS ANGELES — Preparation for the US Festival, the three-day event that is shaping up to be the biggest outdoor concert this year, Labor Day weekend, are in the final stages, with 19 acts signed to appear in concert and over 75 participants agreeing to take part in a computer exhibition that will run concurrently Sept. 3-5 at Glen Helen Regional Park near San Bernardino, Calif. Sponsored by Apple Computers co-founder Stephen Wozniak's UNUSON Corp. — whose acronymic title stands for "Unite Us In Song" — the festival hopes to draw a crowd of 250,000, and plans are being made accordingly to shelter, feed and entertain such a mammoth audience.

The three days of music will feature new rock, pop and mainstream/country acts. Friday's line up includes The Police, Talking Heads, The B-52's, Oingo Boingo, The English Beat, The Ramones and Gang of Four; Saturday will feature Tom Petty & The Heartbreakers, Pat Benatar, The Kinks, The Cars, Dave Edmunds, Santana and Eddie Money; and the final day will showcase The Grateful Dead, Fleetwood Mac, Jackson Browne, Jimmy Buffett & The Coral Reefer Band and Jerry Jeff Walker. In addition, a number of ethnic groups spotlighting Brazilian and Afro-Cuban music will perform over the weekend, as will 20 street entertainers from San Francisco.

Tech-crafts Fair

Besides the abundance of musical talent, a tech exposition held near the concert site in five circus-sized, air conditioned tents will feature exhibits ranging from a U.F.O. prototype to the latest in homebrewing supplies. Atari, Apple Computers, General Electric, Quantrel Business Computers and

other electronics firms are set to have booths demonstrating new hardware innovations, while software companies like Fox Video Games and On Line will also demonstrate their wares. Computer music displays will be hosted by Mattel for its Synsonics Drum, Alpha Syntauri in conjunction with its Apple II-compatible synthesizer and Stick Enterprises touting its "computerized guitar," among others. According to Wozniak, "An interesting rock concert should have things around the periphery like volleyball games, hot air balloons... a crafts fair, and we decided that the modern, 1980s version of a crafts fair is a technology fair."

Preparations are also being made to protect the site from possible gate crashers. UNUSON has hired over 1,000 public safety officers to patrol the perimeter of the festival, and there will be a large fence surrounding the area. To get to the fence, people without tickets would have to hike through snake-infested mountains and then through the backyard of a sheriff's academy. Other safety measures are being insured by UNUSON, including construction of an on-site fire station, police station, mini-hospital, satellite first-aid stations and availability of 11 ambulances and an emergency helicopter.

Wozniak, who at age 31 has earned in excess of \$50 million for his patents on the Apple II computer system, says preparation for the festival "has been right on schedule and only a little over budget." (\$10 million has been channeled towards the events' production and \$3.3 million spent on talent).

At presstime, while UNUSON Corp. insisted that ticket sales were on par with projections, there were a number of unconfirmed reports that advanced sales were lagging in the 20,000 range. The promoters reported that sales were actually in the 90,000 range. UNUSON president Dr. Peter Ellis remarked "Los Angeles audiences are notorious for waiting until the last minute to buy tickets."

VSDA Holds First Convention In Dallas

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"Through these surveys, we're building a file of information not only for those within the business but for those on the outside, such as banks and other financial institutions," says Locke.

Two panel sessions that VSDA's Solomon believes to be of particular interest to dealers are Monday afternoon's "The Mechanics For Profitable Rental Programs," in which retailers with a variety of rental programs discuss the elements of successful rental operations, and the Tuesday morning workshop on "Creating An Exciting Merchandising Environment."

"Discussions of different kinds of approaches to these various issues and aspects of running a retail business will be, I think, extremely enlightening," says Solomon.

Moderating "The Mechanics for Profitable Rental Programs" is Bob Skidmore (The Video Corner, St. Petersburg, Fla.) The panelists include Ed Aronowitz (Vibrations Video, Miami, Fla.); Bob Bigelow (Bigelow Video, Minneapolis, Minn.); Steve Goodman (Video Warehouse, Atlanta, Ga.); John Pough (Video Cassettes Unlimited, Santa Ana, Calif.); and Richard Railey (Video Spectrum, New Orleans, La.).

Garland D. Wiggs, president of Association Education Services, is speaker and moderator for "Creating An Exciting Merchandising Environment." Panelists include Susan Gee (Audio/Video Plus, Houston, Tex.); Tom Keenan (Everybody's Video Vault, Portland, Ore.); Bill Lauders (Uncle Toots, Manchester, Mo.); Jack Messer (Video Store, Cincinnati, Ohio); and Gail Pierce (Video Exchange, Brandon, Fla.).

"We'll be showing slides of stores all over the country demonstrating different types

of merchandising in different store environment," Locke says of the latter session.

Official Opening

The conference officially opens the evening of Aug. 29, following afternoon registration with a welcoming cocktail reception hosted by CBS/Fox Video. Afterward, the VSDA Awards Banquet, courtesy of RCA VideoDiscs, will honor the most popular sale and rental product in 12 categories.

"These awards from dealers are the most important indication to manufacturers as to what is happening at the cash register; they directly reflect the consumers' interest in the vast proliferation of video programming available," states Frank Barnako, president of VSDA. "Dealers and manufacturers together realize that it is the consumer who makes this business."

VSDA gets down to business the following day, Aug. 30, following a Thorn EMI-hosted breakfast, with the president's welcome from Barnako and an address on "Property Values" from co-keynote speaker Mel Harris, president of Paramount Home Video, during which he is expected to emphasize the rights of studios as property holders. VSDA executive vice president Joe Cohen follows with a report on "Responding to the Needs of the Industry," after which findings of the UCLA Study are to be reported by the school's Felicity Wohlman. James Cute and Ron Meyer of A.C. Nielson and Co. will then present the results of the pilot program and "The Retailer Speaks" panel discussion will be held, concluding the Aug. 30 morning activities.

Following a luncheon hosted by MGM/UA Home Video, which features the premiere showing of *The Compleat Beatles*, the Tuesday (Aug.31) afternoon business sessions begin with co-keynote

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Cameo

ROXY, L.A. — Vigor, sparkle, versatility and precision pacing are words to aptly describe Cameo's recent performance here at the famed L.A. showcase venue. And then there was the group's charm, led by group founder Larry Blackmon, vocalist Tomi Jenkins, Nathan Leftenant and guitarist Charlie Singleton, who fronted the band with vocals and choreographed mayhem.

There was a pungent energy at the opening of the show, manifested in the title track from the group's Chocolate City/PolyGram album, "Alligator Woman." The group sequed easily to the current single from that album, "Flirt," and there was no turning back from that point on. And although the band has taken on a decidedly more New Rock edge to its music, the R&B/funk elements were evident, especially in distinct rhythmic exercises on tunes such as "Soul Army" and "Shake Your Pants."

Not without its melodic ballad identity, Cameo displayed its trademark harmonies on tunes like "Secrets of Time," a misty song that mounted to a blazing crescendo on synthesizer and thick guitar chords. At times, the volume would obscure some of the more sensitive lyrics; but it didn't matter, because the fairer gender present seemed to know the words anyway.

Though the permanent band has been trimmed to a tight sextet, two additional keyboards, to augment Gregory Johnson's synth and piano work, and three horns were added to create a wall of sound akin to an acoustic force field. A Cameo show is not for the weak of heart.

Visually, the ensemble was not without its galvanizing aura. The garb consisted of white, rhinestone (diamonds?) studded, sequined jump suits, adorned with ornate athletic supporters worn externally. Judging from the "oohhs" and "aahhs" from predominantly adult females, the outfits appeared to enhance the group's saucy choreography.

The showmanship that has been the stamp of the band was in full bloom during the set, and as the band put it through "Just Be Yourself," the first single from its current LP, you had to have your nerve up.

New MCA group the L.A. Connection opened the evening's festivities with a set that alternated between dance/rock and funk, a sassy set of unbridled drive.

michael martinez

Barbara Mandrell

GREEK THEATRE, L.A. — Ah, what a glorious night — and an equally glorious performance by country/pop star Barbara Mandrell and her back-up band, the Do-Rights, at the Greek Theatre recently.

Scurrying onstage midst an uptempo intro and enthusiastic audience, Mandrell began with a characteristic tune, "I Want To Sing Every Day." She then began to get the audience to respond with her warm and gentle personality. What a charmer! By revealing more of her character and being able to relate her everyday experiences, she grasped the crowd's attention and molded its reaction for the rest of the performance.

Her 100-minute set flowed from some of her favorites, like "Rollin' In My Sweet Baby's Arms," to a very intimate medley of "songs for women" that included her hits "Love Is Fair" and "Years."

Backed by the very talented Do-Rights,

Mandrell shared the spotlight several times with featured performances by percussionist Randy Wright and fiddler Lonnie Hayes.

Highlights included an amusing interlude with an audience member for "All Shook Up," her recent #1 country hit "Til You're Gone," and her well-known versatility with different musical instruments as shown when she bopped around the stage to play the saxophone, steel guitar, mandolin, electric guitar and banjo.

Mandrell closed the show with one of this reporter's favorites, "Reach," the Orleans pop hit from a few years back. But her encore was the inspired "Battle Hymn of the Republic," which reflected the overall mood and presentation of her spectacular debut.

greg leschishin

Doug Kershaw

LONE STAR CAFE, N.Y.C. — "It's All Your Fault," the first song on Doug Kershaw's recent, self-written Scotti Bros. album "Instant Hero," blamed newfound happiness and cleaned-up living for his long songwriting dry spell. But his Lone Star gig put to rest any thoughts that Ma Kershaw's boy's mental and physical fitness might take the life out of his live shows. Nope, the Ragin' Cajun's still ragin'. In fact, he's so eager to play now that he doesn't even let his band finish its warm-up numbers but jumps in during its "Six Days On The Road" before settling into his comfortable high energy routine with "Diggy Liggy Lo."

Suitably dressed in black shirt and pants with white fringes that vibrated with his fiddle flailings, Kershaw followed "Diggy" with "Battle of New Orleans" — ripsawing the opening fiddle calls and answering with anarchic vocalisms. The maestro then calmed considerably with a lovely traditional fiddle reel before switching to guitar for "Natural Man," one of his most beautiful songs.

"Flip, Flop & Fly" called on piano playing skills, while "Cajun Stripper" required deft accordionship. "Louisiana Man," which Kershaw always closes with, received a much gentler version than usual here and benefitted from it.

jim bessman

Younger Brothers

BULL PEN LOUNGE, NASHVILLE — A strong harmonic ability stressing the high end of their vocal range has made such acts as Larry Gatlin and the Gatlin Brothers Band and Eddie Rabbitt appealing to the country audience, and the Younger Brothers — James and Michael Williams — proved to have the same harmonic strength, stressing a tight, three-part structure that includes drummer Don Faires. The threesome has been together for some 12 years, and it shows in the close-knit unity the band exudes.

Despite sound problems at the outset of their Nashville debut, the Youngers weathered the system and proved that their vocal abilities are adaptable to a wide range of styles, including rock, gospel and the country waltz, and guitarist Keith Medley reeled off enough fiery lines to keep even the staunchest listener impressed.

While this newly signed MCA act has yet to record an album, such singles as "Lonely Hearts" and "Nothing But The Radio On" have made the band, previously known in the Houston area as the Playboys of Edinburg, a commercially viable entity.

tom roland

ASCAP, BMI Will Appeal TV Blanket Licensing Decision

by Jim Bessman

NEW YORK — Both the American Society of Composers, Authors and Producers (ASCAP) and Broadcast Music, Inc. (BMI) are set to appeal last week's decision by U.S. District Court Judge Lee P. Gagliardi that blanket licensing of local television stations by music performing rights societies restrains trade and violates anti-trust laws.

Leslie Arries, president of Buffalo Broadcasting Co., Inc., and one of the five plaintiffs in the case, hailed the decision. "It will

400 RCA Employees Hear Upbeat Preview

NEW YORK — More than 400 RCA Records employees and guests attended a fall product presentation held here last week at the company's New York studios.

In his welcoming remarks, Robert Summer, president, RCA Records, set the tone of the session by describing the meeting as "the big pep rally before the championship game." Outlining the company's plans, Summer pledged the label would break new acts this year, continue to cross country artists into the pop mainstream, and establish RCA "at the top of the black music charts before the year is out." Additionally, Summer predicted wider audiences for the label's superstar entertainers, a "new dawning of opportunity in the classical music field" via digital recordings, and that the company would be helped "immeasurably" by the recently extended deal to distribute A&M Records. He closed his keynote address by lauding the company's employees, a sentiment echoed by Jack Craigo, division vice president, in remarks he delivered following Summer.

'Basis Is People'

"The basis of a great music company is the people," said Craigo, who also emphasized the importance of a strong and varied artist roster. "'Hooked On Classics' and Hall & Oates are at the top of the same pop charts," he said. "The Go-Go's and Chicago are at the top of the same charts. There's something going on with the consumers. They want to hear all kinds of music and we will give them that music. The eclectic tastes are there, and that is what our artist roster will be all about."

Additionally, Craigo stressed that RCA will continue to react to changes as they arise. "We are ready for change," he said, adding that "the primary change in the record business today is that we are no longer the record business; we are the prerecorded music business. Cassettes are our future." Towards that end, Craigo said RCA will introduce cassettes in various formats in order to "reach the right consumers with the proper music at the right time."

The tone of the meeting appeared designed to refute the perception that the record industry is shrinking. Singled out in particular was an article on the state of the industry by Robert Palmer, which appeared on the front page of the Aug. 14 issue of *The New York Times* and was subsequently serviced to other publications around the country including the *Los Angeles Herald-Examiner*. Both Craigo and Joe Mansfield, division vice president, contemporary music, made specific mention of the article.

Aside from Mansfield, who gave a presentation on his departments' fall product, previews and remarks were offered by Thomas Z. Shepard, division vice president, Red Seal; Jerry Bradley, division vice president, Nashville; and Robert Wright, director, black music A&R.

Also announced at the meeting was the signing to RCA of comedian Rodney Dangerfield, who was on hand to greet the RCA staff.

serve to have us pay fairly for music that we use," he said. "We now pay \$80 million a year for a third of all television programming against \$25 million paid by the networks for two-thirds of the programming. That's three times as much for half as much."

BMI president Edward Cramer predicted a different outcome in the end. "It's like a ballgame," he said. "They scored the first run, but like Yogi Berra said, the game isn't over until it's over. CBS had a lead going into the seventh and they lost."

Cramer was referring to a similar case fought by CBS in 1977, which it won before losing in 1980 in the Second Circuit Court of Appeals.

Richard H. Reimer, an ASCAP case attorney, said that the society was also confident of a reversal in the appeal stage. He said that it was too early to say what effect the judge's decision would have on the industry, since a judgment had not been entered yet.

It is anticipated that the plaintiffs will file a judgment within the next two weeks that will include an injunction against the current licensing practices regarding local television stations, as well as a request for further hearings to discuss damages and the \$17 million escrow account held for payments made by stations pending the outcome of the lawsuit.

Gagliardi's decision was handed down Aug. 19 in a 55-page opinion. It resulted from a class action suit filed by Buffalo, Kid Broadcasting Corp., KWTX Broadcasting Co., Inc., Metromedia, Inc., and Storer Broadcasting Co. The plaintiffs, on behalf of themselves and approximately 750 other local broadcasters, had asked for the cessation of blanket licensing in order to permit competition for performance rights.

'Source Listening'

The local broadcasters sought a system of "source licensing," whereby the producers of syndicated television programming — estimated to comprise up to 75% of local programming — would pay the performance rights "at the source" and transfer them to local stations.

They argued that performance rights are "split" from the licensing of all other music rights under the current blanket licensing system. This prevents negotiations between composers and producers, thus protecting composers from having to compete among themselves in supplying music to producers. In the case of existing music, this splitting of music rights also stifles price competition.

"The system prevents price competition between and among the pooled compositions," wrote Judge Gagliardi in his opinion. "The artificial splitting of the licensing of television performing rights from the licensing of all other music rights shifts the market for performing rights from the producer level, where negotiations could be competitive, to the local station level, where the blanket licensing shields copyright owners from the price competition that characterizes negotiations at the source."

Judge Gagliardi further said that local stations were forced to buy access to the entire performance society holdings, although their selection needs were far more limited. He added that stations could not control the quantity or quality of compositions they purchase, and that they could not reduce costs by reducing their use of music.

Another Benefit

The court found that transaction cost savings were "negligible" in blanket licensing, and that there was "no indication that monitoring costs would be significant un-

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EXECUTIVES ON THE MOVE



Fields

Azrak

Williams

Crowder

Fields Named at WB — Warner Bros. Records has announced the appointment of Oscar Fields to vice president/black music sales for the company. He comes to Warner Bros. Records from Elektra/Asylum Records, where he held the post of vice president/special markets for three years.

Azrak Named at E/A — Janice Azrak has transferred to Elektra/Asylum Records' Nashville division, where she is now public relations director. She joined Elektra/Asylum in 1977 as east coast tour publicist and a year later she became west coast publicity director. In 1981, she was named tour press director, the post she held until this appointment.

Isaak Named — A&M Records has announced the appointment of Wayne Isaak to west coast director of publicity for A&M in Los Angeles. He had previously been director of publicity at Waterhouse Records and most recently worked as an account executive at Wayne Rosso Associates.

Reynolds Named — Capitol Records, Inc. has announced the promotion of Jack Reynolds to director, special markets, Capitol Records, Inc. He joined the label in 1975 as a special account manager for the San Francisco sales office and for the last five years served as district manager for the Detroit sales office.

Ratner Joins WB — Warner Bros. has announced the addition of Mark Ratner to the company's national promotion department. He comes to Warner Bros. from Elektra/Asylum where he served as associate director of national singles promotion.

Gillon Named — Katie Gillon has been named administrative manager for the Nashville division of MCA Records. She began working for Dot Records in 1973, was named office manager when ABC bought out the label in 1975, and was finally promoted to her most recent post, administrative assistant, when MCA purchased ABC in 1981.

Williams Named at Chappell — Jody Williams has been named professional manager for the Chappell Music Nashville division. He comes to Chappell from Screen Gems Music in Nashville where he was a professional manager. Prior to this, he ran Hat Band Music.

Mandy Appointed — Stephen Mandy has been appointed managing director of CBS-Fox Video for the United Kingdom. He joins CBS-Fox Video from the Virgin Group where he was joint chairman, Virgin Records Ltd.

Fish To Screen Gems — John Fish has been named professional manager, Screen Gems/Columbia-EMI Music Inc. Prior to this he was professional manager at OAS Music Group in Nashville for three years.

Changes At Activision — Clifton E. Crowder has been named director of sales development at Activision, Inc. Formerly national sales manager, he joined Activision in 1979. Robert G. Chapman has been named national merchandising manager. He joined Activision in 1980 and was most recently western regional sales manager. Kevin S. Maguire will fill Chapman's former position as western regional sales manager. He joined Activision in April 1982 as distributor relations manager. JoDee J. Juentes has been promoted to sales communication manager. Formerly sales administration manager, he joined Activision in 1980. Dianne Drosnes has been appointed merchandiser associate. She has worked in public relations for Activision since 1980 and was most recently trade publicity coordinator.

Sturges Promoted — Tom Sturges has been promoted to general professional manager and copyright assistant for Arista Music. He has been the company's associate professional manager and administration assistant.

Altman Joins SESAC — Al Altman has joined SESAC Inc. as a regional manager. Mr. Altman brings to his SESAC assignment a wealth of experience in broadcasting, publishing and record promotion.

Western Merchandisers Announces Corporate, Divisional Promotions

LOS ANGELES — John Marmaduke was recently elected president and chief operating officer of Western Merchandisers, Inc., moving up from his previous spot as president of the company's retail division.

In another action taken by Western Merchandisers' board of directors, Walter McNeer was promoted from division vice president, retail, to corporate vice president over retail.

Divisional staff changes included the promotion of Jerry Hopkins, executive vice president, rack division; McNeer, executive vice president, retail division; Warner N. Pagliara, vice president, Dallas operation; and Bruce Shortz, vice president, retail.

Sam H. Marmaduke, founder of the wholesale, and 95-outlet retail operation known as Hastings Books, Records and Video, Record Town and Disc Records, will retain the titles of chairman of the board and chief executive.

For The Record

In an ad that appeared on page three of last week's *New Faces To Watch* special section, Crescent Records artist Jesse Rose McQueen's name was misspelled due to a typographical error. **Cash Box** regrets any inconvenience the error may have caused.



John Marmaduke

Price Hikes, Lack Of Titles Dampen Midline Euphoria

(continued from page 7)

will be some creditable catalog, new artist and reissue midlines to come during the final leg of 1982. Most labels planning a midline release during this period perceive their support of the product as valid and adequate.

But retailers like Bressi and Berson were guarded about the role midlines will play in their advertising and promotion plans. "We'll be less promotion minded with our midlines than we have in the past," said Berson.

Some dealers have indicated that with the wholesale prices of midlines cutting deeper into profit margins, they plan to rely more on cut-outs as a budget line traffic builder. "I'm selling old records I couldn't return or cut-outs at a lower price than I can sell midlines for what they cost me today," said Sikhulu Shange, head of the New York-based Sikhulu One-Stop.

Price Still Attractive

Still, many dealers maintain that they will continue to aggressively merchandise midline product despite cost increases and a dwindling selection of new titles. "We'll try to continue promoting midlines in our advertising and to merchandise them prominently in our stores," said Alan Schwartz, vice president of marketing for Show Industries, which operates the Southern California-based Music Plus chain and City One-Stop. "Although we're getting forced away from the \$3.99 sales price that was so attractive to consumers, midlines should still be treated as a bargain line," according to Schwartz.

Ira Heilicher, head of the Minneapolis-based Great American Music and Wax money," London noted. "The price point of \$4.49 is still going to look good to the consumer. I don't know about multiple purchase promotions such as the three for \$9.99 sales, but we can still price midlines attractively."

He also said that multiple purchase sales on midlines, widely practiced by dealers since the line's introduction, may have to carry an increased price, but added that "it was a good traffic builder to run a crazy sale at three for \$9.99 every now and then."

Indeed, many dealers note that with the recent price hikes on midline product, the original intent of the product line — to revive catalog sales, take some of the gamble out of buying albums by new artists and promote volume sales of classic titles in repackaged form — has been subverted. This, coupled with the growing attitude that midlines no longer represent the price bargain to consumers that they once did, has caused many dealers to re-evaluate the inclusion of this line in their overall product mix.

It wasn't long after MCA introduced its budget-priced "Rising Star" and "Platinum Plus" lines — one for new and developing artists and another for proven catalog titles — that the other major labels bowed their own midline series. Subsequently springing forth was the CBS "Nice Price" and "Nice Price Plus" (double LPs), Phonogram/Mercury's "Encore Series," Capitol/EMI/Liberty's "Greenline," RCA's "Best Buys" and so on. Since the \$5.98 category has proliferated, many labels have added twofer lines, special cassette lines and variable pricing on budget product. In the latter category, MCA once again led the way.

The label has a \$3.98 "Midline Series", a \$4.98 "Jazz Heritage Series" and an Impulse jazz \$5.98 line. Most recently, MCA joined WEA in bowing a moderately priced two-LP-on-one-cassette line to be known as "Twin Pax," which will list at \$9.98 while the WEA twofer cassette will go at \$10.98.

During the fourth quarter of 1982, PolyGram, Motown, RCA and MCA have

definite plans for release and support of new midline titles. CBS, WEA and Capitol/EMI/Liberty have yet to finalize plans for new midline releases.

According to Miller London, vice president of sales for Motown, the new midline titles by at least 12 artists are planned, including product by Marvin Gaye with Mary Wells, the Jackson Five, the Four Tops, Martha and the Vandellas, the Marvelettes, Supremes, Temptations, Willie Hutch, Eddie Kendricks, Smokey Robinson and the Miracles, Stevie Wonder and Teena Marie. London said that the label would additionally be releasing two 16-song compilation packages, all to come on Sept. 24.

Motown is one of the few labels to hold the line on midline prices, and London explained that the label will support the release with a poster featuring the album covers and repertoire information for in-store display and print and radio advertising.

"Dealers are more likely to give our product an added push in their stores because they are selling our midlines at the same price as the others and making more money," London noted.

PolyGram Records plans to release new artist midlines and repackaged classics, one 20-title release set for late August and another substantial release in October.

According to Jim Lewis, vice president of marketing for the company, new product from Connie Stevens, Krokus, George Burns, Rush and the Atlanta Rhythm Section will augment re-released or repackaged product by Lena Horne, Hank Williams and Rumours. The October package will include the first solo LP from Eric Clapton (RSO), more Connie Francis, titles from J.J. Cale's MCA catalog (which PolyGram purchased), a pair of Rory Gallagher titles and four to five gospel titles culled from the MGM/Mercury catalogs.

Advertising Support

"We plan to support the midline releases with radio and print advertising, mini-sheets, in-store promotion copies and special stickers noting that the title is a budget line, dubbed, 'Sound Saver,'" said Lewis, who noted that there will be no discounts or dating to accompany the advertising and merchandising support.

MCA's final release of the year (the company releases new mid-priced product from January to August each year) will include new additions to each tier of its budget structure, and will include the premiere of even newer budget configurations.

According to MCA Distributing vice president of sales John Burns, the MCA \$3.98 Midline will include 23 new titles featuring product by Mel Tillis, Jerry Clower, Wishbone Ash, Rufus, Roy Head, Billy Vaughn, Mickey Newbury, Dave Mason and Mark Almond.

The MCA \$4.98 "Jazz Heritage Series" includes 10 new titles, highlighted by product from Lionel Hampton, Roy Eldridge, Duke Ellington, Lucky Millander, Buddy Johnson, Edgar Sampson and two compilations featuring blues artists.

In the \$5.98 category, MCA's "Platinum Plus" line has added nine new titles including product by Barbara Mandrell, The Who, The Crusaders, Spyro Gyra, the Rossington Collins Band, Jimmy Buffett, Terri Gibbs and the soundtrack from the box office film hit *Jaws*. Gabor Szabo, Benny Carter, Elvin Jones, Zoot Sims, Charles Mingus, Earl Hines, Johnny Hodges, Shelly Manne and J.J. Johnson round out the Impulse titles. MCA also will release gospel and previously released material in the \$5.98 category.

RCA is another label that continues to release mid-priced product at the close of

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TOP 30 ALBUMS

	Weeks On Chart	8/28	Chart		Weeks On Chart	8/28	Chart		
1	OFFRAMP	PAT METHENY GROUP (ECM-1-1216)	1	16	16	THE BEST	QUINCY JONES (A&M SP-3200)	17	5
2	HAND DOWN	BOB JAMES (Tappan Zee/Columbia FC 38067)	2	9	17	TELECOMMUNICATIONS	AZYMUTH (Milestone/Fantasy M-9101)	18	22
3	AS WE SPEAK	DAVID SANBORN (Warner Bros. 9 23650-1)	3	10	18	OFF THE TOP	JIMMY SMITH (Musician/Elektra 9 60175-1)	25	2
4	OUT OF THE SHADOWS	DAVE GRUSIN (GRP/Arista 5510)	4	7	19	AMERICAN CLASSIC	DEXTER GORDON (Musician/Elektra E1-60126)	21	11
5	LOVE NOTES	CHUCK MANGIONE (Columbia FC 38101)	5	9	20	IT'S A FACT	JEFF LORBER (Arista AL 9583)	13	24
6	LOOKING OUT	McCOY TYNER (Columbia FC 38053)	6	9	21	WE WANT MILES	MILES DAVIS (Columbia C2 38005)	20	17
7	WE ARE ONE	PIECES OF A DREAM (Elektra 9 60142-1)	7	7	22	DESIRE	TOM SCOTT (Musician/Elektra 9 60162-1)	—	1
8	ROYAL JAM	THE CRUSADERS (MCA 2-8017)	8	11	23	FREE & EASY	PHIL UPCHURCH (Jam 007)	19	8
9	HAPPY HOUR	DEODATO (Warner Bros. BSK 3649)	10	8	24	THE DUDE	QUINCY JONES (A&M SP-3721)	24	74
10	WINTER INTO SPRING	GEORGE WINSTON (Windham Hill C-1019)	12	6	25	WYNTON MARSALIS	(Columbia FC 37574)	22	31
11	LET ME KNOW YOU	STANLEY CLARKE (Epic FE 38086)	14	3	26	FATHERS AND SONS	(Columbia FC 37972)	27	18
12	IN LOVE'S TIME	DAVE VALENTIN (GRP/Arista 5511)	13	6	27	WEATHER REPORT	(ARC/Columbia FC 37616)	29	29
13	FANDANGO	HERB ALPERT (A&M SP-3731)	11	15	28	ECHOES OF AN ERA 2/THE CONCERT	(Musician/Elektra 9 60165-1)	—	1
14	BREAKIN' AWAY	AL JARREAU (Warner Bros BSK 3376)	9	55	29	COME MORNING	GROVER WASHINGTON, JR. (Elektra SE-562)	25	39
15	LITE ME UP	HERBIE HANCOCK (Columbia FC 37928)	15	14	30	MYSTICAL ADVENTURES	JEAN-LUC PONTY (Atlantic SD 19333)	23	30

ON JAZZ

AACM FEST — The Chicago-spawned Assn. for the Advancement of Creative Musicians (AACM) will present a two-day festival at New York's Symphony Space on Sept. 17 and 18. The first evening's program will feature the **Frank Gordon Ensemble** with **Chico Freeman**; **Anthony Braxton/Leroy Jenkins Expressions**; and the **AACM Orchestra I** featuring **Muhai Richard Abrams, Douglas Ewart, Joseph Jarman, Steve McCall, Amlina Claudine Myers, Henry Threadgill, Warren Smith and Brian Smith**. The second evening's bill will include **Air**; **Muhai Richard Abrams/Amlina Claudine Myers** piano duet; and the **AACM Orchestra II** with **Lester Bowie, Thurman Barker, Fred Hopkins, Kalaparusha Maurice McIntyre, Craig Harris, Threadgill, Braxton, Gordon, Jarman and Jenkins**. Further info is available from Helene Cann at Outward Visions, Inc., (212) 473-1175.



ADVANCED — Art Ensemble of Chicago trumpeter Lester Bowie is set to appear as part of a two-day festival at New York Symphony Space, Sept. 17-18, which will be sponsored by the Chicago-based Assn. for the Advancement of Creative Musicians of which he is a member.

groove-oriented musicians like **Jeff Porcaro, Rick Marotta, Michael Omartian and Ernie Watts**. Of the interim period between the two discs, Kraft said that his first band, **Ivory Coast**, had cut a second album for RSO, but outside forces intervened. "The company closed their doors the day the album was to be released," he said. The dissolution of Ivory Coast followed, but Kraft soon started another band and was heard at the Bottom Line by RCA A&R veep **Dan Loggins**, who eventually signed him. Carlton entered the picture when **Jay Graydon** recommended him as a producer, and Kraft soon began work on the disc at Carlton's home studio, a set-up Kraft found ideal. "It was incredible to make it all in one room in the comfort of the Carlton home," reflected Kraft. "I loved being able to stop and take a swim in Larry's pool." "It was very conducive," added Carlton, who does almost all of his recording work at home, although he's been finishing up his parts for **Donald Fagen's** solo album here in New York. For the future, Carlton — who has gotten off the session treadmill — is set to start work on his next album for Warner Bros., and Kraft is enthusiastic about the possibilities "Retro Active"

fred godman

Important Stresses Limits Of Parallel Import Judgement

by Fred Goodman

NEW YORK — In its first statement since agreeing to a judgement in favor of CBS Records, spokesmen for Important Record Distributors, Inc. predict the case will have little or no legal precedent on the import record industry. Important had previously declined to comment on the suit.

Stressing that the judgement was a settlement agreed to by both parties without litigation, Barry Kobrin, president, Important, said that "we intended the settlement to effect the records that were in question, period. What has been painted is that CBS won a big case. In fact, we were talking about three records which Important agreed to stop selling immediately and give back the remaining product to CBS. All of that was agreed to out of court."

On July 14, CBS and Important agreed on a settlement that enjoined Important from importing and selling three albums produced abroad under license from CBS (*Cash Box*, Aug. 7). In the suit, CBS charged that the importation and sale of those three albums — "Burnin' For You" by

Blue Oyster Cult, "Who's Crying Now" by Journey and "The Sound of Santana: 25 Santana Greats" by Santana — infringed on CBS's exclusive copyrights in the U.S.

"This settlement has no bearing beyond the three albums specifically named," said Kenneth Stempler, attorney for Important. He added that for litigation to offer value as precedent, the case must be fully litigated by the parties, the plaintiff must fully present its case, and the defendant fully present its defense, and that where the parties have settled, no case or controversy exists and no ruling or decision is issued. "Important has not given away the store for other importers," he said.

Nor does Kobrin expect the case to influence Important's future choice of product. "Legally, I realize we can bring in imports, and we're choosing to go ahead and bring them in. After all, we are an importer and have got to bring in product we feel we can sell. If not, we'd lose our business."

Based On Economics

Kobrin added that the company's decision to settle rather than fight the CBS suit was based on economics. "It was a question of three records, and the entire cost of the matter would have been astronomical. It seemed at the time to be the better judgement on our part," he said.

Kobrin also expressed surprise that Important proved to be one of the first outfits to be sued over parallel imports. Stating that the company was "not in the habit of doing parallel imports," he said that in general Important only brought in product that is not available here in a similar form.

"We're not in the business of selling 25,000 pieces of a number available here in the U.S.," said Kobrin. "We just expose artists to certain fanatical segments that read the English papers like *New Music Express*, *Melody Maker* and *Sounds*. Those artists are capable of selling between 25 and 3,000 records."

Despite assessing that the judgement will have no effect on Important's buying pattern beyond the three CBS albums, Kobrin did allow that the issue of parallel imports is hanging over the import business. "It's always in the back of my mind that someone else might pick up where CBS has started," he said. However, Stempler added that Important "hasn't heard anything from any other major" on this issue.

Since at least one of the albums named in the suit ("The Sound of Santana: 25 Santana Greats") includes tracks not presently

(continued on page 38)



CBS PACTS WITH MY-DISC — My-Disc Records, headed by Donnie Linton, Lou DeBiasi and Ed O'Loughlin, recently became a CBS Associated label. The first releases on My-Disc, which will focus on dance, R&B and pop music, are by Intensive Heat and Zinga. Pictured seated at the New York offices of CBS Records are (l-r): Don Dempsey, senior vice president/general manager, Epic/Portrait/CBS Associated Labels (E/P/A); Linton; DeBiasi; and Tony Martell, vice president/general manager, CBS Associated Labels. Pictured standing are (l-r): O'Loughlin; producers William Anderson, Darryl Gibbs and Ray Reid, My-Disc; Paris Eley, vice president, black music/jazz promotion, E/P/A; and Stu Silfin, attorney, My-Disc.

COAST TO COAST

EAST COASTINGS — Bruce Springsteen's solo album, "Nebraska," has been set for a September release by Columbia. An album with the **E Street Band** is expected in early '83. . . Geffen Records has signed the Irish quintet **Rosetta Stone**. . . Reprise Records has assembled a double album of previously unreleased live material by **Jimi Hendrix**. Titled "The Jimi Hendrix Concerts," the **Alan Douglas**-produced set features 11 tracks recorded between '68 and '70. . . Burlap 'n Ash Dep't.: **Elvis Costello** recently did penance for past sins in Columbus, Ohio. You'll no doubt recall that the last time Costello performed in Columbus, he wound up in a barroom brawl with **Bonnie Bramlett** following a few ill-considered remarks about **Ray Charles** and **James Brown**. Performing in Columbus recently as part of his American tour, Costello broke with his standard



set and encored with a cover of "I Got You" . . . Brooklyn-based belter **Bonnie Forman** is set to release her second Wave disc, "Walk Away" . . . EMI/America/Liberty recording group **Dayton** is now being represented by **Steve Eillis** . . . **Evelyn King** is now being represented by **John Carmen**. . . A&M recording artist **Howard Johnson** is now with **Dick Gersh**. . . Cachalot recording group **The Swollen Monkeys** recently completed its first promotional video in support of a forthcoming EP entitled "On Vacation." The shoot was by DrehdStick Prods. . . **The Johnny Copeland Blues Band** and **Ornette Coleman & Prime Time** recently rocked the Southstreet Seaport in Manhattan as part of the "Save Our Ships" benefit series.

Coleman's succinct set was riveting as always, but Copeland, who sported a new and improved horn section, was the surprise of the evening, serving it up Texas style. The Lone Star legend will soon depart for a tour of Africa. . . Baby boom: Congrats to Rogers & Cowan publicist **Jackie Lau** and husband **Roger** on the birth of a daughter, **Kaitland**. The same to **Donna Summer** and husband **Bruce Sudano** on the birth of their second child, **Amanda Grace**. . . Bizness bits: Cardinal Export of Long Island City has filed Chapter VII. . . Bronx-based DJ pool V.I.P. recently opened its new home at 390 E. Fordham Rd. Telephone is (212) 295-9582. . . Former E/P/A publicity ace **Ricki Sellner** wants to hear from you. Her number is (201) 871-0460. . . 12" Round-up: Tommy Boy Records is at it again. Already the label success story of the summer with its debut disc "Planet Rock" by **Afrika Bambaataa & Soulsonic Force** — which indie distribs are telling us is far and away their hottest piece of product this summer — the label is garnering instant Urban Contemporary and B/C adds with "Pac-Jam" by **The Johnzun Crew**. . . Best disc to come down the pipe yet from newcomer Y Records is "Sex-thinkone" by **Shriekback**, featuring former members of **Gang of Four** and **XTC**. . . Last you be fooled: we count no less than three releases in the last few weeks by different bands named **Cosmetic**, **Cosmetics** and **The Kozmetix**. First is a jazz/funk/fusion band led by bassist **Jamaaladeen Tacuma** on Gramavision, second is a DOR group on IRS headed by **Richard Mazda** — and its dance tune "The Crack" is hot — and the last is the back-up band for vocalist **Lou Miami**. The group's 7" is "Fascist Lover," backed with a unique cover of "To Sir With Love" on the Final Vinyl label.

fred goodman

POINTS WEST — Taking a break from extolling the talents of **Pia Zadora** and **Zsa Zsa Gabor**, talk-show raconteur **Merv Griffin** dedicated a segment of his program to new wave music with guests **Stray Cats**, **Josie Cotton**, **Toni Basil** and **Oingo Boingo**. The "tribute" show taped last week and should be shipped to various television stations across the country sometime in September. . . The **Rolling Stones** concert movie, *Time Is On Our Side*, is set to debut in the U.S. on Oct. 1 in Petaluma, Calif. under the aegis of the Film Institute of Northern Calif., which recently hosted the premiere of **Neil Young's** film *Human Highway*. According to press reports, the Stones rockumentary will be shown at Petaluma's Phoenix Theatre because it's the only moviehouse in the area where dancing is possible, a condition the rock band has stipulated for all screenings. . . A debate between Valley Girl sociologist **Moon Unit Zappa** and Watergate conspirator **G. Gordon Liddy** will air on **Steve Martin's Twilight Theatre** TV show, with the subject scheduled to be the state of our national defense. There's been no report of Liddy showing his famous "hand in the fire" trick to the Zappa scion, but we're totally hoping she gags him with a spoon. . . **Frank Stallone**, Sly's brother, was seen at the Marina del Rey's Blue Laguna Saloon a few weeks back performing a set on acoustic guitar. . . **Snuff Garrett's** hard at work in Hollywood's Britannia Studios putting together the soundtrack LP for **Clint Eastwood's** next flick, *The Honky Tonk Man*. . . **Bo Diddley**, **Donovan** and **Keith Richard** were among the musicians interviewed by San Francisco psychotherapist **Mandy Aftel** for her book *Death of a Rolling Stone: The Brian Jones Story*, which'll be available from Delilah Books in September. Other upcoming tomes from the publisher include *Rock Gomorrah: Tales From Beyond The Grooves* by **Michael Ochs** and the late **Lester Bangs**, *New Women in Rock* by **Liz Thomson**, *Plnk Floyd* by **Miles** and *The Beatles Who's Who* by **Bill Harry**. . . The first LP and single release from Rocshire Records, a self-contained record company with its own studios, video production outlet and soundstage, should be available in January or sooner, according to newly-named president **Gary Davis**. . . Congrats to pistol-packin' producer **Jack Nitzsche** and **Buffy Sainte-Marie**, who were married recently in L.A. . . **Beachy and the Beachnuts** just finished an EP for the American Music label featuring a **Marvellettes** cover, "Too Many Fishes," in addition to "Shake A Tailfeather" and two other tunes. . . **The Waitresses** promise a new EP by fall and an LP possibly in time for Christmas. . . Cleveland's **Michael Stanley Band** hosted a charity softball game taking on local media representatives and reaped over four grand for The Heart Assn. Coming up from five runs down, the band emerged victorious with a final score of 12-11. . . Best wishes to **Patti and Fred Smith**, the proud parents of a baby boy named **Jackson Frederick** born Aug. 5 at St. John's Hospital in Detroit. Delivered via natural childbirth, the babe weighed in at 8 lbs. 8 oz., and word has it his famous folks will now begin work on an LP project for 1983 release. . . Speaking of new arrivals, **Talking Heads** bassist and **Tom Tom Clubber Tina Weymouth** is expecting a child around Thanksgiving time.

jeffrey resner

R&B Format Giving Way To Broader Selection Of Music

by Larry Riggs

NEW YORK — Radio formats based entirely on rhythm & blues are giving way to broader-based programming that includes dance music, funk and pop crossover, according to a nationwide **Cash Box** sampling of program directors and the Black Music Assn. (BMA). The format is eroding partly

because major market stations need to remain competitive and partly because many record companies over the past five years have begun to produce a wider range of music at the expense of straight rhythm & blues. The format, which aims primarily for the 25-49 demographic, is eroding even in the South and in urban areas with strong

ties to the South.

One rhythm & blues station that is abandoning the format is WWRL/New York, which is changing to gospel-inspirational music programming Sept. 13. "As a 5,000 watt AM station, we've been having a difficult time competing against the 50,000 watt FMers like WBLS and WKTU," says Orrin McDaniels, the newly-appointed WWRL general manager. "So we're going to go on a format that fills a void in the market and will open us up to a much wider audience." Although WWRL has aimed for the 25-49 demographic group, it still feels that it is competing against the "urban contemporary" stations WBLS, WKTU and WRKS, which cater to a younger audience and play pop crossover music and dance music.

WWRL's new format will consist of such traditional gospel artists as James Cleveland, The Staple Singers, the Mighty Clouds of Joy mixed with inspirational songs by Earth, Wind & Fire, Marvin Gaye, Diana Ross, B.J. Thomas and Andrae Crouch.

National Trend

According to George Ware, BMA executive director, WWRL's decision to abandon its format is symptomatic of a national trend. "From my point of view, there's been a whole change in music so that classic rhythm & blues is no longer a definitive term," he says. "Given the evolution of funk and rock-oriented music, a traditional '60s and '70s R&B station is going to have trouble being competitive."

"In the major cities like New York and also in the Midwest, the music is becoming more pluralistic because pluralistic communities are developing," he adds. "Take the West Side of Manhattan, which has blacks, whites and Hispanics who are hip in the clothes they wear and the restaurants they go to — they want a station that will reflect their attitude."

With the departure of WWRL from a straight rhythm & blues format, one such station remains in the New York market. But even that station, WNJR/Union City, N.J., has modified its programming in the past two years. "We've increased the amount of jazz fusion and reggae we play within the past two years," says Fred Mills, WNJR program director. "But because of where we are, which is the Newark-Jersey City-East Orange area which has a lot of older black people from the South, we couldn't do a disco party every day and still survive."

"We still do play a lot of R&B product," he continues. "We were on the Dionne Warwick record and Aretha before the FM stations, and we generally try to find the records that the FM stations are not playing."

No More Songs

One problem facing stations intent on programming rhythm & blues has been a dearth of material. "Philadelphia International has not really been pumping out the product like they were several years ago," says Jeff Harrison, program director at KDIA/Oakland, Calif. "We were on the Bobby Womack record and we did play ZZ Hill, and the O'Jays recently had a record that we played, but over the past three years, the amount of product coming from them has slowed down. So we also play the Human League and the Gap Band."

"Nowadays, the competition is so heavy that we get records from a lot of little different melting pots like Philadelphia International, Motown, Sugarhill and Solar Sounds," adds Harrison.

Even in New Orleans, a city with a 50% black population, WYLD-FM is leaning more towards an urban contemporary programming mode even though its demographic is 25-55. "We'll play some of the classic ballads by the Mannhattans and

Bloodstone, but we're also playing Jennifer Holliday and 'Happy,' the cut that Rick James did with Teena Marie," says program director Tony Brown. "But we'll also play some of the Kool-aid jazz, you know, the David Sanborn type of thing. Even though we're traditionalists and go for an older demographic," he adds, "we try to get as equal a mix of music as possible."

The classic R&B format is even fading from small market stations in the South. "In the past, black radio had but two options," says Bob Brown, general manager at KYDE/Pine Bluff, Ark. "You had to be either a classic R&B station or gospel. Now the whole thing is changing and our DJs can play a wider spectrum of music. At this station, we will play jazz from noon to one, from one to three we'll play regular R&B and from three to eight we'll break into uptempo R&B."

Looking to the future, BMA's Ware thinks that a rhythm & blues-oriented oldies format may emerge one day, although it does not exist to any significant degree at the moment. "You're gonna see more narrow-cast in black radio," he says. "You'll have classic R&B stations in the Mississippi Delta, in Memphis, and in Texas, but you'll also have adult contemporary-type stations and more variety in black radio."

NAB Programming Conference Begins

(continued from page 7)

sonality Larry King will interview Alan Barzman, winner of the 1982 Clio award for the funniest radio commercial jingle.

Ratings Panel

At 2:30 p.m., a workshop on the differences between Arbitron, Birch and Qualitative Research will be moderated by Bob Gleason, vice president, research, Blair Radio. At the same time, Ron Riley, program director at WCAO/WKYV/Baltimore will chair a panel entitled "Urban Contemporary, The New Reality." Panelists include Lee Simonson, program director at WRKS/New York, Amos Brown, PD at WTLC/Indianapolis, and Scotty Andrews, PD at WVEE/Atlanta.

Monday night's highlight is "An Arbitron Primer," hosted by Rip Ridgeway, Arbitron vice president, radio sales development, and Jim Yergin, an independent research consultant. The format rooms will also be open.

Tuesday morning, Sept. 1, gets off to a start with the new technology presentation moderated by Larry Patrick, NAB vice president, research. It will feature Allen Ecker, senior vice president, Scientific-Atlanta, Allen McBride from the same company and Ron Pearl of ABC Radio, who will answer questions from the media. After the lunch break, a primer on the Birch reports will take place.

FCC Reduction Likely

NEW YORK — In a move that virtually guarantees its passage into law, a House-Senate conference committee has approved an amendment to the 1982 budget act reducing the Federal Communications Commission (FCC) from seven members to five. Eliminated would be the seats occupied by Democratic Commissioner Joseph Fogarty and the seat for which FCC general counsel Steven Sharp has been nominated but not yet confirmed.

The Senate had previously amended the budget bill to include the FCC cutback before the joint conference committee considered it. The House Conference Committee members allowed the amendment to stand when it considered the entire bill. The Commission reduction is a fait accompli

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AIRPLAY

WE DON'T GET FOOLED AGAIN — To announce the dates for what lead singer **Roger Daltrey** labeled **The Who's** "first" farewell tour, the group held a press conference at 12:30 p.m. Aug. 20 at a New York restaurant. Band manager **Bill Curbishly** had reportedly chosen AOR station **WPLJ** and affiliates of the ABC Rock Radio network to broadcast information about concert dates and ticket availability. That ruffled a few feathers at fellow AOR station **WNEW-FM**/New York, which felt left out of the action after having supported the band over the years. So **WNEW** fought back by obtaining the ticket info on its own which **Scott Muni** broadcast the day before at 2 p.m. on his show. **WNEW-FM** went one step further by feeding the news to such Metromedia AOR stations as **WMMR**/Philadelphia, **WMET**/Chicago and **KMET**/Los Angeles. In New York Muni announced that tickets for the Oct. 12 show at Shea Stadium were to go on sale at 12 noon on Aug. 20, one half hour prior to the press conference. "We've had a long association with the Who and we did not feel that this information is something that should be exclusive," said one **WNEW-FM** source. "I mean its the biggest news since the **Stones** tour." At the conference, Daltrey, the only band member in attendance, told a **PLJ** jock what he meant by "first" farewell tour. "We'd like to consider the possibility of doing one in each country," the lead singer said. He added that the Who is not breaking up and would continue to record, although its performing days are over. He also discounted rumors that the Who were parting ways on account of internal tensions. "We're getting along reasonably well," he said. "And when we're fighting we make better music."

STATION TO STATION — **Bob Harlow**, who recently exited AOR station **KEZR**/San Jose, is now consulting A/C outlet **KQXR**/Bakersfield, Calif. and AOR-formatted **KZOZ**/San Luis Obispo, Calif. . . . Raft racing, a sport usually reserved for more bucolic parts of the country, made its debut in New York City Aug. 28 when urban contemporary station **WKTU** sponsored the first annual Ramblin' raft race on the lake in Flushing Meadows park in Queens. Produced by the American Rafting Assn. and co-sponsored by Rambling Root Beer, the race began at 11 a.m. in the morning and ran over a two and a half mile course. Proceeds from the \$10 entry fees and souvenir sales went to benefit the New York City Dept. of Parks and Recreation. . . . Speaking of consultants, prominent rock radio consultant **Lee Abrams** has signed **KFOG**/San Francisco as his first SuperStars II station. This format, unlike the homogenized hard rocking SuperStars I, is reportedly designed to please the "more sophisticated" AOR listener. "We want to play stuff for the people that can't handle mainstream AOR," Abrams told *Airplay*. "We would play **Genesis** and the better new stuff like the **Buggles**,



LIVIN' IT UP IN CLEVELAND — Following a recent appearance at Cleveland's Agora ballroom in support of his LP, "Live It Up," **Blue Sky** recording artist **David Johansen** (r) dropped by AOR station **WMMS** to sing on "Cleveland Coffee Break," a weekly noontime concert feature. Pictured with Johansen is **WMMS** air talent **Matt the Cat**.

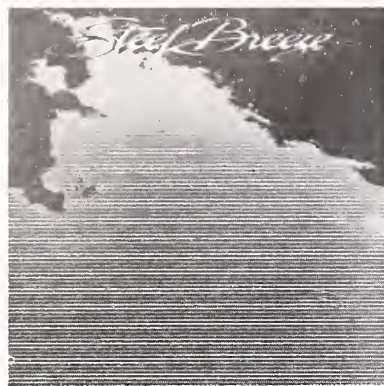
The Clash, **Translator** and **The Teardrop Explodes**. No date has yet been set for **KFOG**, currently a beautiful music station, to switch formats. Abrams stressed that the SuperStars II format is most appropriate in markets with two or more competing AOR stations. . . . San Francisco just got another mainstream rocker last week when **KMPX** changed its call letters to **KQAK** and its format to AOR (*Airplay*, Aug. 28). . . . Back East, **Howard Stern** recently joined A/C outlet **WNBC** as afternoon drive time jock. Coming from AOR station **WWDC**/Washington, D.C., Stern says that AM music stations need an edge to stay competitive and that the edge is personality radio. . . . Down in the City of Brotherly Love, AOR station **WYSP** has added **Steve Trevelise** as its weekend afternoon jock. He brings experience from AOR station **WPET**/Trenton, N.J. . . . Down Texas way, **KOKE**/Austin is returning to a Spanish-language format as of Sept. 1. Although it had been a country outlet since 1963, the management felt that Austin, the 20th-rated U.S. Hispanic market, needed a Spanish language station.

SYNDICATION INDICATIONS — **London Wavelength** is premiering a 35-week series of radio concerts designed exclusively for College radio. Entitled "On Music and Media," the series will feature the music of such groups as **Duran Duran**, **Spandau Ballet**, **Boomtown Rats** and **Sparks**. Hosted by **Pete Larkin**, air talent at **WNEW-FM**/New York, the show is also being produced in conjunction with **CMJ Progressive** media, which will market the product to college stations around the country. . . . **Richard Neer**, **WNEW-FM** program director and president of **Torus Communications**, a radio and television production firm, has moved to bigger quarters. He is now located at 820 Second Ave., Suite 903, New York, N.Y. 10017. Telephone is (212) 867-2392. With that company, Neer has produced such shows as **Retro Rock** and **The Sporting News Report**.

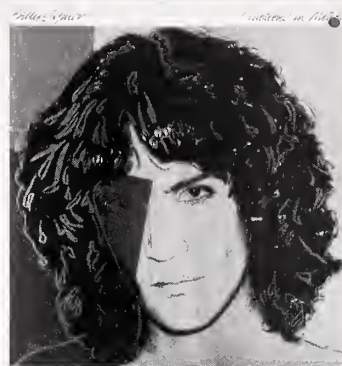
NETWORK NEWS — On Sept. 4, **Geffen** recording artist **Elton John** will be featured on "Star Sessions," the 90-minute music interview specials produced by **DIR** Broadcasting that air on the ABC-FM network. . . . In conjunction with **NBC's Source**, **Starfleet Blair** recently recorded and videotaped a concert by **RCA** recording artist **Rick Springfield** at the **Universal Amphitheatre** in Los Angeles. The concert will be simulcast Nov. 14 on **Source** affiliates and **Showtime** cable television subscribers. The **Source** reportedly reaches 15 million listeners while 3.1 million homes are wired for **Showtime**. One reason why cable companies do these radio simulcasts is that television speakers cannot broadcast stereophonically.

Larry Riggs

CASH BOX ROCK ALBUM RADIO REPORT



— **STEEL BREEZE • RCA**
ADDS: KBPI, KOME, WYFE, WMMS, WKLS, WOUR. **HOTS:** None.
MEDIUMS: None. **PREFERRED TRACKS:** You Don't.
SALES: Just shipped.



11 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL
ADDS: None. **HOTS:** KMET, KBPI, KEZY, WGRQ, WOUR, KLOL, WKLS, KSHE, WMMS, KSJO, KNCN, WBLM, WCCC, WROQ, WBAB, WNEW, KMG. **MEDIUMS:** WABX.
PREFERRED TRACKS: Title.
SALES: Good in all regions.

1 MOST ADDED

LP Chart Position

- 38 A FLOCK OF SEAGULLS • JIVE/ARISTA**
ADDS: None. **HOTS:** WLIR, WGRO, WKLS, KNAC, WMMS, WHFS, KMG, KEZY, KBPI. **MEDIUMS:** KMET, WOUR, KSJO, WBLM, WYFE, WBAB. **PREFERRED TRACKS:** I Ran, Space, Telecommunications.
SALES: Moderate to fair in all regions; weakest in Midwest.
- **JON ANDERSON • ANIMATION • ATLANTIC**
ADDS: KLLO. **HOTS:** None. **MEDIUMS:** WOUR, WMMS, KSJO, WBLM, WROO, WYFE, WNEW, KBPI. **PREFERRED TRACKS:** Open.
SALES: Weak in all regions.
- 47 APRIL WINE • POWER PLAY • CAPITOL**
ADDS: None. **HOTS:** KSHE, WMMS, KSJO, WBLM. **MEDIUMS:** WKLS, WROO, KEZY, KBPI, KMET. **PREFERRED TRACKS:** Enough.
SALES: Weak in East; fair in others.
- 70 BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATCO**
ADDS: KNCN. **HOTS:** KMET, KBPI, WGRO, WKLS, WMMS, KNCN, WCCC, WBAB, WNEW, KEZY, KNX. **MEDIUMS:** WOUR, KLLO, KSJO, WBLM, WROO, WYFE, WABX. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.
- 27 THE CLASH • COMBAT ROCK • EPIC**
ADDS: KNCN. **HOTS:** KNAC, WHFS, WBAB, WNEW, KMG, KEZY, WLIR, KMET. **MEDIUMS:** WOUR, KBPI. **PREFERRED TRACKS:** Should, Casbah.
SALES: Moderate to fair in all regions; weakest in South.
- 1 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**
ADDS: None. **HOTS:** KMET, WOUR, KLLO, WKLS, KSHE, WMMS, KSJO, KNCN, WBLM, WCCC, WYFE, WABX, WBAB, WNEW, KEZY, KBPI. **MEDIUMS:** None. **PREFERRED TRACKS:** Hurts, Jack.
SALES: Good in all regions.

5 MOST ADDED

— **HUGHES/THRALL • BOULEVARD/CBS**
ADDS: KLLO, WBAB, KEZY, KMET. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

52 MARSHALL CRENSHAW • WARNER BROS.
ADDS: None. **HOTS:** WGRQ, WKLS, WHFS, WYFE, WABX, WNEW. **MEDIUMS:** WOUR, KNAC, KNCN, WBLM, WROO, KMG, KNX, KBPI. **PREFERRED TRACKS:** Someday, Cynical.
SALES: Weak in South; fair in others.

8 CROSBY, STILLS & NASH • DAYLIGHT AGAIN • ATLANTIC
ADDS: None. **HOTS:** WGRO, WKLS, WMMS, KNCN, WBLM, WBAB, KEZY, KNX, KBPI. **MEDIUMS:** WOUR, WROO, WYFE. **PREFERRED TRACKS:** Wasted.
SALES: Good to moderate in all regions; strongest in West.

92 FAST TIMES AT RIDGEMONT HIGH • SOUNDTRACK • FULL MOON/ASYLUM
ADDS: None. **HOTS:** KMET, KBPI, KNX, WGRO, KLLO, WKLS, WMMS, KNCN, WCCC, WYFE, WBAB, WNEW, KMG, KEZY. **MEDIUMS:** WOUR, KSJO, WBLM, WABX. **PREFERRED TRACKS:** Somebody's, Waffle, Johnny, Raised.
SALES: Good to moderate in all regions; strongest in West.

4 MOST ADDED

— **BOW WOW WOW • I WANT CANDY • RCA**
ADDS: WLIR, KMG, WHFS, KNAC. **HOTS:** WLIR, KNAC. **MEDIUMS:** None. **PREFERRED TRACKS:** Baby, Title.
SALES: Just shipped.

LP Chart Position

- 2 FLEETWOOD MAC • MIRAGE • WARNER BROS.**
ADDS: None. **HOTS:** KBPI, KNX, KEZY, WGRQ, WOUR, KLLO, WKLS, KSHE, WMMS, KSJO, KNCN, WBLM, WCCC, WABX, WBAB. **MEDIUMS:** WROO, WYFE. **PREFERRED TRACKS:** Hold, Gypsy.
SALES: Good in all regions.
- 15 GENESIS • THREE SIDES LIVE • ATLANTIC**
ADDS: None. **HOTS:** KNAC, WHFS, KBPI, KMET. **MEDIUMS:** KSJO, WBLM, KMG, KEZY. **PREFERRED TRACKS:** Paperlate, Misunderstanding.
SALES: Moderate in all regions.
- 7 THE GO-GO's • VACATION • I.R.S./A&M**
ADDS: None. **HOTS:** KNAC, WHFS, WBAB, WNEW, KMG, KEZY, WLIR, KMET. **MEDIUMS:** WOUR, WKLS, WMMS, KNCN, KBPI. **PREFERRED TRACKS:** Title, Beatnik, Cool.
SALES: Good in all regions.
- 30 JUDAS PRIEST • SCREAMING FOR VENGEANCE • COLUMBIA**
ADDS: None. **HOTS:** WGRO, KLLO, WKLS, WMMS, KSJO, KNCN, WBAB, KEZY. **MEDIUMS:** WBLM, WCCC, WROQ, WYFE, KBPI, KMET. **PREFERRED TRACKS:** Another, Bloodstone, Title.
SALES: Moderate in all regions.
- 147 RANDY MEISNER • EPIC**
ADDS: WMMS. **HOTS:** WGRO. **MEDIUMS:** WOUR, WBLM, WYFE, WBAB, KEZY, KNX, KBPI, KMET. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions.

3 MOST ADDED

— **TANE CAIN • RCA**
ADDS: KBPI, KOME, KEZY, KSHE, WKLS. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Holdin' On.
SALES: Just shipped.

53 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDS: None. **HOTS:** KBPI, KNX, KEZY, WGRO, WKLS, KNAC, WMMS, KNCN, WBLM, WROO, WYFE, WBAB, WNEW, KMG. **MEDIUMS:** KMET, WLIR, KSHE, KSJO, WABX. **PREFERRED TRACKS:** Who, Down.
SALES: Good to moderate in all regions.

72 MISSING PERSONS • CAPITOL
ADDS: WGRQ. **HOTS:** WKLS, KNAC, WHFS, WCCC, KMG, KEZY. **MEDIUMS:** WMMS, WBLM, WROO, WYFE, WLIR. **PREFERRED TRACKS:** Words, Mental.
SALES: Good in West; fair in others.

35 EDDIE MONEY • NO CONTROL • COLUMBIA
ADDS: None. **HOTS:** KMET, KBPI, WGRQ, WOUR, KLLO, KSHE, WMMS, KSJO, KNCN, WBLM, WABX, WBAB, WNEW, KMG, KEZY. **MEDIUMS:** WKLS, WCCC. **PREFERRED TRACKS:** Take, Title, Shakin'.
SALES: Good to moderate in all regions.

28 THE MOTELS • ALL FOUR ONE • CAPITOL
ADDS: None. **HOTS:** KNAC, WMMS, KMET. **MEDIUMS:** KSJO, WBLM, WNEW, KMG, KEZY. **PREFERRED TRACKS:** Lonely, Over.
SALES: Moderate to fair in all regions.

19 THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA
ADDS: KSJO. **HOTS:** WOUR, WROQ, WBAB, KBPI. **MEDIUMS:** KLLO, WKLS, WBLM, KEZY. **PREFERRED TRACKS:** Title.
SALES: Good to moderate in all regions.

3 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO
ADDS: None. **HOTS:** KMET, KBPI, KEZY, KMG, WGRO, WOUR, KLLO, WKLS, KSHE, WMMS, KNCN, WBLM, WCCC, WROO, WYFE, WBAB, WNEW. **MEDIUMS:** KSJO, WABX. **PREFERRED TRACKS:** Burning.
SALES: Good in all regions.

1 MOST ACTIVE

LP Chart Position

- 12 REO SPEEDWAGON • GOOD TROUBLE • EPIC**
ADDS: None. **HOTS:** KLLO, KSHE, KSJO, WBLM, WNEW, KBPI, KMET. **MEDIUMS:** WKLS, WMMS, WCCC, WABX, WBAB, KEZY. **PREFERRED TRACKS:** Fire, Sweet.
SALES: Moderate in all regions.
- 67 SANTANA • SHANGO • COLUMBIA**
ADDS: WYFE. **HOTS:** KBPI, KEZY, WGRQ, WOUR, KNCN, WYFE, WBAB. **MEDIUMS:** KMET, KLLO, KWLS, KSHE, WMMS, KSJO, WBLM, WCCC, WROQ, WABX, WNEW. **PREFERRED TRACKS:** Hold, Title.
SALES: Major breakouts in all regions.
- 164 SPYS • EMI AMERICA**
ADDS: None. **HOTS:** KSHE, WMMS, KSJO. **MEDIUMS:** WGRQ, WOUR, KLLO, KNCN, WBLM, WABX, WBAB, KEZY. **PREFERRED TRACKS:** My Life.
SALES: Fair in Midwest; weak in others.
- 49 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
ADDS: WKLS. **HOTS:** WOUR, KNAC, WHFS, KMG, WLIR. **MEDIUMS:** WMMS, WBAB, WNEW, KEZY, KMET. **PREFERRED TRACKS:** Strut.
SALES: Good to moderate in all regions; strongest in West.
- 6 SURVIVOR • EYE OF THE TIGER • SCOTTI BROS./CBS**
ADDS: None. **HOTS:** KSHE, WMMS, KEZY, KMET. **MEDIUMS:** WKLS, KSJO, KNCN, WBLM, WYFE. **PREFERRED TRACKS:** Title.
SALES: Good to moderate in all regions.
- 25 .38 SPECIAL • SPECIAL FORCES • A&M**
ADDS: WBLM, WGRO. **HOTS:** KLLO, WKLS, KSJO, WROQ, WYFE, WNEW, KBPI. **MEDIUMS:** WBLM, WBAB, WABX, KEZY. **PREFERRED TRACKS:** Caught, Keep.
SALES: Moderate to fair in all regions.
- 99 GEORGE THOROGOOD & THE DESTROYERS • BAD TO THE BONE • EMI AMERICA**
ADDS: WBLM, KLLO. **HOTS:** WHFS, KMET. **MEDIUMS:** WGRQ, WOUR, WKLS, KNAC, KNCN, WROO, WBAB, KEZY, KBPI, WLIR. **PREFERRED TRACKS:** Nobody.
SALES: Good to moderate in all regions.
- 24 PETE TOWNSHEND • ALL THE BEST COWBOYS... • ATCO**
ADDS: None. **HOTS:** WGRO, WOUR, WHFS, WNEW. **MEDIUMS:** WKLS, KNAC, KSJO, WBAB, KMG, KEZY, KBPI, WLIR, KMET. **PREFERRED TRACKS:** Skirts, Face, Uniforms.
SALES: Moderate to fair in all regions.
- 102 URIAH HEPP • ABOMING • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** KLLO, WMMS, KSJO. **MEDIUMS:** WGRQ, WOUR, WKLS, KNCN, WBLM, WCCC, WROQ, WBAB, KEZY. **PREFERRED TRACKS:** Too Scared.
SALES: Fair in all regions.
- 183 THE JOHNNY VAN-ZANT BAND • THE LAST OF THE WILD ONES • POLYDOR/POLYGRAM**
ADDS: WMMS, KLLO. **HOTS:** None. **MEDIUMS:** WGRO, WOUR, WKLS, KSHE, WBLM, WROO, WYFE, WBAB, KEZY, KBPI. **PREFERRED TRACKS:** It's You, Title.
SALES: Fair in all regions; strongest in Midwest.
- 42 STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**
ADDS: KMET. **HOTS:** KBPI, KNX, KEZY, WNEW, WGRO, WKLS, KSHE, WMMS, KSJO, KNCN, WHFS, WBAB. **MEDIUMS:** WOUR, KLLO, WBLM, WCCC, WROO, WYFE, WABX. **PREFERRED TRACKS:** Still.
SALES: Good to moderate in all regions; strongest in West.
- 94 DON HENLEY • I CAN'T STAND STILL • ASYLUM**
ADDS: KMG, WABX, WBLM, KSHE, KLLO. **HOTS:** WGRO, WOUR, WKLS, WMMS, KEZY, KNX, KBPI, KMET. **MEDIUMS:** KNCN, WROO, WYFE, WBAB. **PREFERRED TRACKS:** Johnny, Title.
SALES: Good to moderate breakouts in all regions.

2 MOST ADDED

Jukebox Collections Remain Steady Despite Soft Economy

(continued from page 7)

benefits for the juke box field, said several juke insiders. Bradley Hamma, who works for northern Illinois' A.H. Entertainers, Inc., believes "a lot of things that were major problems for jukeboxes over the past two years have been reversing themselves lately" due to the country's financial climate.

"For example, one of the biggest problems last year and the year before was the big super-sound systems a lot of clubs and bars installed around here," explains Hamma. "These places would use tapes or had a disc jockey come in and spin records. It was hard to compete with them. But now, with the economy being as tight as it is, locations are beginning to see the feasibility of a jukebox. Tavern owners are thinking twice these days about dropping ten grand on a stereo set-up, not to mention all the money they have to spend on records and tapes."

Better Songs

Another situation that appears to have reversed itself is the lack of hit product juke ops have been complaining about in the last couple of years. Modern Specialty's Dan Tortorice, who programs over 100 boxes in the southern Wisconsin region, attributed his company's 10% climb in collections this season to the "better tunes" being produced. "It's been a good year for jukebox music," says Tortorice. "Joan Jett, Toto, Steve Miller, Soft Cell, John Cougar, the list goes on and on. One thing I've noticed is that the records are hanging in for a much longer time than usual. We had some singles I thought would peak at the end of spring, but they lasted all through the summer."

Even though they concur that contemporary songs are generally improving, a number of routers continue to rail record labels' lax attitude about releasing classic songs in 7" configurations, with some ops resorting to laying out big bucks for import 45s of hard-to-get items.

Margot Green of Los Angeles' Jones Music, which handles about a hundred boxes, remarks, "A week doesn't go by that I don't get a request for Led Zeppelin's 'Stairway to Heaven' and yet it's never been issued as a domestic 45. I could reel off a list of titles, including Elton John's 'Pinball Wizard' and Stevie Wonder's 'Isn't She Lovely,' that I'm always asked about by customers, but they're not available as singles. You wouldn't believe how much money the record companies could have made from these songs."

Import Oldies

Tim Strahan, president of the Massachusetts-based Playboy Music company, which carries about 125 coin-operated upright music machines and 700 wall units, recently managed to get some copies of "Stairway to Heaven" in import shops at \$12.00 each, which means it must be selected 48 times at one-for-a-quarter play before it just pays back for itself. "These kind of singles are so rare," comments Strahan, "I move them around from location to location to get the maximum plays. The oldies do pretty well for us, so I try to service the boxes with as many as I can find."

Strahan applauds the actions of such companies as Elektra/Asylum and PolyGram, which offer special oldies packages primarily geared towards the jukebox and collectors trade. E/A shipped nine 45s in a "Spun Gold" series during early July, with titles like "Desperado" b/w "Outlaw Man" by the Eagles, The Doors' "Break On Through" b/w "People Are Strange" and others by Hank Williams Jr., Grover Washington, Jr. The Pointer Sisters and Johnny Lee, giving code program dis-

counts off the entire line. According to the label's national sales manager, Dave Cline, the Spun Gold series, issued once or twice a year by E/A, offers two proven pop songs on one 45, culled from either chart successes or AOR hits in the company's catalog. Packaged in a generic spun gold sleeve, Cline says the records usually become "part of the one-stops' basic inventory items." PolyGram also offers oldies programs catering to jukebox operators and recently completed a month long campaign in August that touted approximately 300-400 singles by such artists as the Left Banke, Chuck Berry, The Platters, Leslie Gore and Bachman Turner Overdrive at competitive discounts.

Nevertheless, although labels do seem to be making inroads towards supplying jukebox operators with superior product, rumblings in the juke trade about increased royalty fees indicate that new fees and legislation may alter the course of the entire industry, and most owners are fuming over the revised costs. Operators must now dole out an additional \$17 to the \$8 already assessed in charges this year for each box they own, according to a new rate structure implemented by the Copyright Royalty Tribunal and upheld by the U.S. Court of Appeals for the Seventh Circuit (Cash Box, May 8). The new hike means jukebox owners are required to pay \$25 for each box in 1982-83; \$50 from 1984-86; and \$50 plus any inflation adjustments from 1987-90. The fees for the right to play copyrighted music are to be divided among the American Society of Composers, Authors and Publishers (ASCAP), Broadcast Music, Inc. (BMI) and SESAC.

Death Knell

"I think these increases stand a chance of sounding the death knell for the jukebox industry," exclaims Larry Van Brackel, whose Defiance, Ohio-based A. Van Brackel & Sons, Inc. services over 450 units in Ohio and Michigan. "It's going to force ops to drop their minor locations, and when that happens, it's the beginning of the end. ASCAP and BMI just don't seem to care who they trounce on, and somehow they've managed to convince the courts that all songwriters are Beethovens starving in the 1700s."

Other coin-op music dealers were equally irate about the decision to boost royalty payments up from the standard \$8 annual fee. Modern Specialty's Dan Tortorice called the move, "a classic case of somebody stuffing themselves until they die. If songwriters stamp out jukes with this action, it can only harm them in the long run." Jones Music's Green terms the fee "a rip-off, a boondoggle," and further states that there is no "logical reason" behind it. "After all," says Green, "if it wasn't for jukeboxes promoting music in taverns and other locations, chances are the record business would be in worse shape than it is already."

With the adversity mounting with the speed of a brushfire against the copyright dictum, not all operators are willing to take a cynical view of the industry, and some express the feeling that jukes will be around for a long time to come, wiping away any foes or competition.

"This field has seen a number of fads come and go," says Milton Hobbs, owner of Hickory, North Carolina's Southern Automated Music concern. "Remember in the early 1970s the rage was all foosball and air hockey? Now it's video games. Even though the video craze is a big boost for the coin-op field, I don't think we should forget about the industry's past history: the jukebox has always been the #1 basic item for the amusement operator's route, and it's important to remember that."

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	8/28
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Unavailable At Press Time	2	4
2 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6696) Title Cut	1	17
3 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	3	17
4 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) Unavailable At Press Time	5	6
5 GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	4	10
6 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	6	12
7 I'M PACKING UP, GETTING READY REV. ERNEST FRANKLIN (Savoy SL-14695) Unavailable At Press Time	7	5
8 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 1465E) Title Cut	9	38
9 HIGHER PLANE AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	10	41
10 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	11	18
11 WE'VE COME TO PRAISE HIM DONALD VAILS CHORALEERS (Savoy SGL 7069) Unavailable At Press Time	12	4
12 EVERY TIME I FEEL THE SPIRIT DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time	—	1
13 MIRACLE MAN MIGHTY CLOUDS OF JOY (Myrrh MSB 6664) Title Cut	13	2
14 LORD, FROM THE DEPTHS OF MY HEART JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy AL-14654) Title Cut	8	18
15 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) Unavailable At Press Time	14	3

Inspirational

	Weeks On Chart	8/28
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	16
2 I SAW THE LORD DALLAS HOLM (Greentree R 3723) Title Cut	3	38
3 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	2	39
4 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Way"	7	34
5 AMAZING GRACE B. J. THOMAS (Myrrh 6675) Title Cut	4	54
6 MIRACLE B. J. THOMAS (Myrrh 6705) "I'm In Tune"	5	38
7 UNFAILING LOVE EVIE TORNIQUIST (Word WSB 8867) "How I Love You Lord"	6	38
8 MAKE ME READY FARRELL & FARRELL (New Pax NP33104) Unavailable At Press Time	8	11
9 THE TRAVELER DON FRANCISCO (New Pax NP 33106) "Traveler's Joy"	10	46
10 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	12	38
11 LIFT UP THE LORD SANDI PATTI (Impact 3799) Unavailable At Press Time	13	2
12 BLESS THE LORD WHO REIGNS IN BEAUTY BILL GAITHER TRIO (Word 6670) Title Cut	9	24
13 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	11	18
14 ONLY JESUS DION (Dayspring DST-4027) Unavailable At Press Time	14	7
15 ON WINGS OF THE WIND TERRY TALBOT (Birdwing BWR 2038) Unavailable At Press Time	15	6

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



GOSPEL RADIO SEMINAR DRAWS 70 — Some 70 registrants took part in the recent National Gospel Radio Seminar (NGRS) in Estes Park, Colo. The 10th annual event, this year's seminar was the last scheduled for the foot of the Rockies as next year's session is to be moved to Nashville during the month of April. Pictured at the seminar are (l-r): Jim Black, chairman, NGRS; Michael Ellison, Michael R. Ellison, Inc.; Joe Battaglia, WWDJ/Hackensack, N.J.; and Don Butler, executive director, Gospel Music Assn.

MERCHANDISING

TOP 200 ALBUMS

Ex-Doobie McDonald Vaults Into Top 30 With 46-Point Jump

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is Michael McDonald. The former Doobie's first solo album takes an explosive 46-point leap into the Top 30 at #26 bullet in only his second week on the chart. Huge second week sales in all regions, led by the West, Midwest and East. His first single, "I Keep Forgettin'," jumped to #18 bullet, up from #23 on the **Cash Box** Pop Singles chart, and moved to #65 bullet from #71 on the Black Contemporary (B/C) Singles chart. This album should show up big at the rack level in the next couple of weeks.

TOP TEN HIGHLIGHTS — John Cougar, behind the strength of two Top Ten singles, moves into the #1 position this week, barely nudging out Fleetwood Mac, which dropped to #2. Cougar's latest single, "Jack & Diane," moves up a notch to #9 bullet. . . . Steve Miller goes up another point to #5 bullet. Strong retail everywhere led by the West, Midwest and the East. The "Abracadabra" single, which remained at #1 on the Pop Singles chart, debuted this week at #90 bullet on the B/C Singles chart. . . . The Go-Go's climb two points to #7 bullet with continued heavy retail action on the coasts and the Midwest. Kicking in nicely at the racks — Top 25. . . . Chicago jumps into the Top Ten at #9 bullet, up from #11. Retail activity is very good in the Midwest, South and West.

TOP 100 HIGHLIGHTS — Billy Squier closes in on the Top Ten, moving five points to #11 bullet. Retail still very big in the Midwest, South and East, and his album is now a solid Top 20 item at the racks. . . . A classic example of a hit single turning an album around is the current Alan Parsons LP. After peaking at #16 a few weeks ago, the album began to fall, but has since rebounded with the "Eye In The Sky" single, which has climbed to #13 bullet. The album has since taken a five-point jump back into the Top 20 at #19 bullet. Sales are particularly strong in the South, West and Midwest. . . . Zapp moves five points to #23 bullet behind good retail action in the South, Midwest and West. "Zapp II" is also spending its second week at #1 on the B/C Albums chart. . . . Aretha Franklin continues to be a very hot item jumping to #29 bullet, up from #44. Spurred by the single "Jump To It," which jumps this week to #57 bullet from #73 on the Pop Singles chart, sales are very good on the coasts and in the South. In addition, the album goes to #3 bullet from #6 on the B/C Albums chart and the single to #2 bullet from #3 on the B/C Singles chart (with a very good chance for #1 next week). . . . Steve Winwood takes a nice point jump to #42 bullet in his third week. Best sales out of the West, East and Midwest. His "Still In The Game" single goes to #48 bullet, up from #54. . . . "Hooked On Classics" climbs to #46 bullet from #55. Very big rack item — Top Five sales. Retail is fair. . . . Two new and developing acts continue to gain momentum. Stray Cats jumps 10 points to #49 bullet with good sales patterns out of the West, Midwest and East. . . . Men At Work leaps 21 points to #53 bullet. Selling well overall, led by the West. The South is finally starting to pick up. . . . The soundtrack to *The Best Little Whorehouse In Texas* moves to #62 bullet, up from #77. Best retail in the South, West and Midwest; a Top

30 rack seller as well. . . . Teddy Pendergrass jumps 23 points to #65 bullet in his third week. Selling very well in the East, South and West. . . . Also on the chart for three weeks, the Isley Brothers jump to #69 bullet, up from #82. Strongest retail in the South, Midwest and West

RECORDS TO WATCH — While retail acceptance has been minimal for Scott Baio up to this point, his album is a solid Top 50 rack item, and he moves to #121 bullet, up from #137 in his fourth week. . . . "Hooked On Country" by the Atlanta Pops Orchestra jumps to #145 bullet from #167 in its second week. Retail is developing out of the Midwest, South and West. Sales are starting to take off at the rack level too. Look for the just released "Hooked On Country (Part III)" single to help spur additional sales. . . . Sylvia is crossing over from country very nicely and goes to #149 bullet from #160. Beginning to retail out of the South and West behind her current "Nobody" single, which was #1 country single and is now #65 bullet, up from #81 on the Pop Singles chart.

RECORDS ON THE ROCKS — Kenny Rogers lost his bullet this week at #21 after seven weeks. While maintaining consistency at the racks, retail acceptance hasn't been as strong as in the past. His single also stalled at #12 on the Pop Singles chart. . . . Judas Priest loses its bullet at #30. Upward momentum has ceased as sales have leveled out in all regions. . . . Elvis Costello loses his bullet at #34. Sales remained fairly active on the coasts and to a lesser degree in the Midwest. The LP was unable to generate anything significant in the South. . . . Pointer Sisters, at #51, lose its bullet due to a general slow down in retail activity from coast to coast. The "American Music" single stalled at #15 on the Pop Singles chart. . . . Ted Nugent loses his bullet and remains at #86. After strong initial response, the sales patterns slowed down dramatically this week. . . . Nicolette Larson loses her bullet at #91. Despite fair retail in the West and Midwest, there is nothing significant to speak of in the East or South — a pick up in sales in these areas could help this one.

DEBUTS — The highest debut this week is Santana at #67 bullet. Strong initial response out of the West, Midwest and East. Its "Hold On" single goes to #33 bullet, up from #42. . . . Right behind Santana is Bad Company, which comes in at #70 bullet. Starting out nicely out of the Midwest, East and West. . . . Don Henley debuts at #94 bullet with retail action in the West, Midwest and South. . . . Anne Murray, #128 bullet, debuts with retail out of the South, West and Midwest. . . . Barry White debuts at #143 bullet. Retail activity coming out of the South and West. . . . Merle Haggard & George Jones come in at #148 with sales out of the South and Midwest. . . . Romeo Void hits the chart at #156 bullet with initial action on the coasts. . . . ABC comes in at #159 with action primarily in the West. . . . Michael Stanley Band debuts at #161 with activity centered in the Midwest. . . . Peter Frampton debuts at #165 with sales in the West and South. . . . Other debuts include Laura Brannigan at #178, Johnny Van-Zant Band at #183, Midnight Star at #187, Translator at #188, The Valentine Brothers at #191 and Ozone at #193.



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|---------------------|---------------------------|
| 1 MICHAEL McDONALD | 8 ZAPP |
| 2 ARETHA FRANKLIN | 9 DON HENLEY |
| 3 STEVE WINWOOD | 10 EDDIE MONEY |
| 4 BAD COMPANY | 11 MELISSA MANCHESTER |
| 5 SANTANA | 12 GEORGE THOROGOOD |
| 6 MEN AT WORK | 13 HOOKED ON CLASSICS II |
| 7 TEDDY PENDERGRASS | 14 BEST LITTLE WHOREHOUSE |
| | 15 STRAY CATS |

NORTHEAST 1.

- 1 MICHAEL McDONALD
- 2 STEVE WINWOOD
- 3 BAD COMPANY
- 4 ARETHA FRANKLIN
- 5 TEDDY PENDERGRASS
- 6 ELVIS COSTELLO
- 7 STRAY CATS
- 8 STACY LATTISAW
- 9 SANTANA
- 10 MEN AT WORK

SOUTHEAST 2.

- 1 MEN AT WORK
- 2 BAD COMPANY
- 3 A FLOCK OF SEAGULLS
- 4 ARETHA FRANKLIN
- 5 STEVE WINWOOD
- 6 MICHAEL McDONALD
- 7 TEDDY PENDERGRASS
- 8 ZAPP
- 9 MELISSA MANCHESTER
- 10 JUDAS PRIEST

BALTIMORE/WASHINGTON 3.

- 1 ARETHA FRANKLIN
- 2 MICHAEL McDONALD
- 3 EDDIE MURPHY
- 4 TEDDY PENDERGRASS
- 5 STEVE WINWOOD
- 6 BAD COMPANY
- 7 STEPHANIE MILLS
- 8 HOOKED ON CLASSICS II
- 9 JUDAS PRIEST
- 10 GEORGE THOROGOOD

WEST 4.

- 1 MICHAEL McDONALD
- 2 SANTANA
- 3 MEN AT WORK
- 4 STEVE WINWOOD
- 5 DON HENLEY
- 6 ARETHA FRANKLIN
- 7 STRAY CATS
- 8 EDDIE MONEY
- 9 ELVIS COSTELLO
- 10 ZAPP

MIDWEST 5.

- 1 MICHAEL McDONALD
- 2 BAD COMPANY
- 3 SANTANA
- 4 ARETHA FRANKLIN
- 5 MEN AT WORK
- 6 STEVE WINWOOD
- 7 DON HENLEY
- 8 MELISSA MANCHESTER
- 9 EDDIE MONEY
- 10 ZAPP

NORTH CENTRAL 6.

- 1 KENNY ROGERS
- 2 HOOKED ON CLASSICS II
- 3 BEST LITTLE WHOREHOUSE
- 4 SCOTT BAIO
- 5 MICHAEL McDONALD
- 6 HOOKED ON COUNTRY
- 7 SYLVIA
- 8 MELISSA MANCHESTER
- 9 PIRATE MOVIE
- 10 JERMAINE JACKSON

DENVER/PHOENIX 7.

- 1 MICHAEL McDONALD
- 2 SANTANA
- 3 MEN AT WORK
- 4 STEVE WINWOOD
- 5 EDDIE MONEY
- 6 ARETHA FRANKLIN
- 7 GEORGE THOROGOOD
- 8 BAD COMPANY
- 9 DON HENLEY
- 10 SYLVIA

SOUTH CENTRAL 8.

- 1 ZAPP
- 2 ARETHA FRANKLIN
- 3 SANTANA
- 4 BAD COMPANY
- 5 TEDDY PENDERGRASS
- 6 MICHAEL McDONALD
- 7 ISLEY BROS.
- 8 STEVE WINWOOD
- 9 BEST LITTLE WHOREHOUSE
- 10 GEORGE THOROGOOD

FALL STOCKING GUIDE

RECORDS TAPES VIDEO ACCESSORIES

Cassette Sales Approach Parity With LPs In Mobile America

by Fred Goodman

NEW YORK — With sales of prerecorded cassettes rocketing towards parity with album sales (Cash Box, July 17), record manufacturers are placing heavy emphasis on further development of the cassette format this fall. Upgrading the quality of both tape and shell, introducing new cassette packaging designed to encourage retailers to unlock display cabinets and developing new configurations and lengths such as Twin-Pax, Cassingles and EP-length cassettes are among

the projects being tackled by label marketing departments. And on the retail front, record companies have undertaken broad point-of-purchase and advertising programs aimed at awakening the consumer to the cassette boom.

"Everyone has noticed the turnaround," Harry Losk, senior vice president, marketing, PolyGram Records said of the growing sales strength of prerecorded cassettes. "We don't think it's a summer phenomenon — the Walkman has simply made the configuration the most desirable."

Most marketing executives surveyed agree with Losk that the cassette is the preferred product of the future. But switching gears is a tricky business, especially with the broad range of configurations presently available on vinyl. To be sure, varied lengths such as EPs will appear on cassette, but labels are cautious when it comes to expansion plans.

"Introduction of a full line requires proof," said Bob Sherwood, vice president, marketing, Columbia Records. "When we began the 'Nice Price' midline series, we started with a relatively small number of titles and continued to expand it. Obviously, the extraordinary response to cassettes means that we're giving it an awful lot of thought. There are some very good ideas being discussed here, but they're a little farther down the line. I think if we do introduce something that's new, we might do it with a specific artist rather than a whole series."

While refraining from mentioning specific projects, Jack Craig, division vice president, RCA Records-USA and Canada told a gathering of RCA employees in New York last week that the company would introduce four and six-song cassettes. "I don't work in the record industry anymore," Craig declared. "I work in the prerecorded music industry. The cassette is our future."

Despite the slow-but-steady approach of Columbia and other labels, there is currently a wider variety of configuration available on cassette than ever before. IRS, which manufactured the industry's first cassette equivalent of the single this summer with a two-song, \$2.98-list price tape by The Go-Go's, expects to continue with "Cassingle" product from other artists, although perhaps containing three or four songs. At the other end of the spectrum, MCA and WEA have piggybacked deep catalog items from some of their better selling artists in the first major cassette-only double reissue series. Additionally, labels continue to experiment with special one-shot cassette-only product such as Sire's complete "The Catherine Wheel!" and CBS Masterwork's special cassette remix of "Glassworks" by Philip Glass.

The oft-heard complaint that prerecorded cassettes don't offer the fidelity of albums is also being addressed by manufacturers. On May 10, the Capitol group introduced its new extended Dynamic Range (XDR) process on all prerecorded cassettes, improving the dynamic range of the cassette by 10 db and leading to the company's claim that XDR "virtually eliminates all distortion and tape noise." Additionally, the new process is the first to utilize Dolby B encoding, and recording is done direct from the master without use of a slave.

Premiering the new process has afforded Capitol an opportunity to launch a broad consumer and retail-oriented advertising campaign for cassettes. Utilizing the slogan "They play where you play," Capitol has distributed point-of-purchase posters and four-color banners. Artists tagged in the display material include The Motels, Ashford & Simpson, Juice Newton, Gary U.S. Bonds and J. Geils. The consumer advertising program features three different sized print ads, and 60 and 30-second radio and television spots. The campaign's second stage, to be launched this fall, will seek to raise consumer awareness of the XDR process and press Capitol's conviction that XDR-recorded cassettes sound "as good or better than records."

Virtually all labels are now servicing cassette minis with their art sheets. "We're increasing the use of cassette minis in our advertising," said Skid Weiss, national director of communications, WEA Distributing. "You'll see reproductions of albums in one corner, and cassettes in the other." Additionally, point-of-purchase posters featuring bikini-clad women hooked-up to cassettes have proven a big favorite with merchandising departments — Capitol, PolyGram and A&M have separately managed to produce strikingly similar posters.

To increase space commitments and help get cassettes into open bins, labels have been experimenting with different packages to counter pilferage. Presently available are CBS' long box and 12x12 packaging for open bins, the latter of which executives agree has worked quite well since its limited introduction.

"One of the reasons we tried it was we felt we had a non-traditional piece of product," said Columbia's Sherwood of the 12x12 packaging used with the cassette version of "Jane Fonda's Workout Record." "We thought the person who needed to find it in rack stores would miss it, so we wanted it to be found easily. We were very surprised by the results, in fact, we almost ran out. In some cases the stores wanted more of the cassettes than the albums."

Similarly, PolyGram released an aerobic exercise cassette in 12x12, although the inclusion of an accompanying booklet was the impetus for the package. But PolyGram's Losk reports similar results. "It reflected a very good sales pattern," he said. "We think there's a clear message there, and we're in the process of designing other packages." Among those packages is a 12x6, which would allow for heavier stocking.

All of the programs boil down to one goal: changing the buying habits of retailers and consumers. Losk points out that certain acts already sell more cassettes than LPs, but retailers are hesitant to buy accordingly on initial orders.

"One example is The Scorpions," he said. "Their latest recording is currently selling at the rate of two and a half to two in favor of cassettes. But the interesting thing is that the actual sales only began to approximate one-to-one after the initial release. We hesitate to tell dealers how to sell their product, but we've been trying to convince them to buy one-to-one on the initial order."

However, Losk concedes that old habits die hard, and allows that the labels may have to change their own thinking a bit as well. "We've had major discussions in our sales meetings urging our staff to push cassettes as hard as possible. We think our own people may not have adjusted adequately to the turn-around yet."



SLIPPING A MICKEY — Walt Disney Home Video's special Christmas holiday promotion offers a 6-foot-high "Christmas House" floor display and a wall/window banner free to all authorized dealers who order a minimum of 16 video cassettes. All of the specially-packaged cassettes include a giveaway Mickey Mouse doll.

Diversity, Depth Characterize Prerecorded Video Releases

by Michael Glynn

LOS ANGELES — While the late summer, fall and early winter months will see some genuine blockbuster films reach the home video market — such as MGM/UA's *Poltergeist* in December and 20th's *Star Wars*, which becomes available for sale in cassette and disc next month — diversity and depth are really the hallmarks of the upcoming releases from the studios and major independents.

"It's a title market," said Columbia Pictures Home Entertainment director of marketing Robin Montgomery, and while that statement may seem like an obvious assessment of the home video business, it is probably the most accurate at this point. Titles like *Star Wars* are helping to build the market, but manufacturers and dealers have also learned, quite painfully, that too many ill-planned, mediocre and unwanted releases can only stall the development of what is still a very young industry.

The releases gathered here would seem to indicate that the tidal wave of titles has abated somewhat and the emphasis is beginning to shift from quantity to quality. Pacific Arts' *My Dinner With Andre*, Columbia Pictures' *The Return of the Seacaucus Seven* and Vestron's *Between The Lines* are just some of the critically acclaimed offerings due out this fall, and while these and other similarly intelligent, entertaining films may be modest in scale and box-office earnings, with the right promotion they could be among the home video sleepers of the season.

Another encouraging trend is the increase in original programming, particularly video music production. Studios such as MGM/UA are making some aggressive movement in this area, releasing at least two such titles in the fall — *The Compleat Beatles*, created by Delilah Films, and Duke Ellington's *Sacred Concert*. Newly formed Embassy Home Entertainment will ship *Elton John: Visions* next month and is hoping to have another as yet unnamed music titles out before the year is over. The long-delayed *Totally Go-Go's* is also due from Thorn EMI. In the disc area, RCA SelectaVision is planning to release the CED discs of the *Tony Bennett Songbook* and *Kenny Loggins Alive* (previously released in laserdisc) next month and, according to vice president, programming Seth Willenson, is planning on releasing at least two music video titles per month.

Music will also be well represented in the fall laserdisc release, although none of the titles are original productions. Represented in the popular music category are Paul McCartney & Wings' *Rockshow*, Queen's *Greatest Flix* and the *First Barry Manilow Special*, while in the classical area *La Boheme* performed by the Royal Opera, *The Nutcracker Suite* with Mikhail Baryshnikov and the American Ballet Theatre, and *Rostropovich: Dvorak Cello Concerto* top the list.

Other music-oriented titles that will be available in laserdisc include the films *The Jazz Singer*, *Fame*, *West Side Story*, *Brigadoon*, and *That's Entertainment*.

Two new interactive laserdiscs are presently slated for fall release, including *How To Bellydance* and *Fun And Games* from Optical Programming Associates.

(continued on page 27)

Home Video Game Suppliers, Titles Continue To Proliferate

by Jeffrey Ressler

LOS ANGELES — Adaptations of popular movies and coin-operated arcade amusements highlight the upcoming software releases by home video game companies. Such recent Hollywood films as *E.T.*, *Raiders of The Lost Ark*, *Conan The Barbarian*, *Tron* and *China Syndrome* will be transferred from the celluloid to silicon chip medium, and arcade favorites like "Zaxxon," "Turbo", "Amidar" and "Carnival" will make the transition from street locations to living rooms in the coming months. In addition a whole new generation of software manufacturers will also become more visible over the next few months, and new hardware units — such as Atari's 5200 "Super Game", Coleco Industries ColecoVision, and General Consumer Electronics Corp.'s Vectrex Arcade System — promise to deliver highly improved graphics, color, speed and power over other modules previously available.

With the flood of software cartridges available between now and the end of 1982 — approximately 100 by last count, with more than 150 already on the market — retailers will have to be careful in their purchases, especially since most game manufacturers don't accept returns on anything but defective carts. Personal assessment of existing and upcoming programs' commercial viability is a must for buyers in the growing home video game marketplace, and consultation with knowledgeable manufacturers, distributors, one-stops, trades, consumer publications, and, perhaps most importantly, the players themselves is also recommended. A five-minute rap session with a teenage customer who's heavily into the computer-oriented hobby can often give the game seller tips on hot items and important news circulating through the vid grapevine, which can give him an edge over the disinterested retailer who treats the cartridges as just another accessory in his overall product mix.

In today's world of mushrooming TV-screen diversions, many of the most popular cartridges are those taken from already-proven hit films or arcade modules, with titles like "Pac-Man," "Defender," *The Empire Strikes Back*, and "Donkey Kong," among others, doing brisk business these days. Chances are, the upcoming titles like *E.T.*, (available from Atari for Christmas and requiring players to help the little alien back to his spaceship) and *Raiders* (another Atari Christmas cart that uses a snapping bullwhip as part of its design) should do equally as well over the counter



GAME-A-RAMA — Coleco Industries, Inc., a new entrant in the home video game arena, offers retailers several compelling point-of-purchase displays, including this counter-top model.

as they have at the box office.

Because the field of video game entertainment is so vast, the following stocking guide to forthcoming releases should help retailers decide what kind of electronic amusement inventory to stock.

ACTIVISION (2350 Bayshore Frontage Road, Mountain View, Calif. 94043, 415-960-1410) — (continued on page 24)

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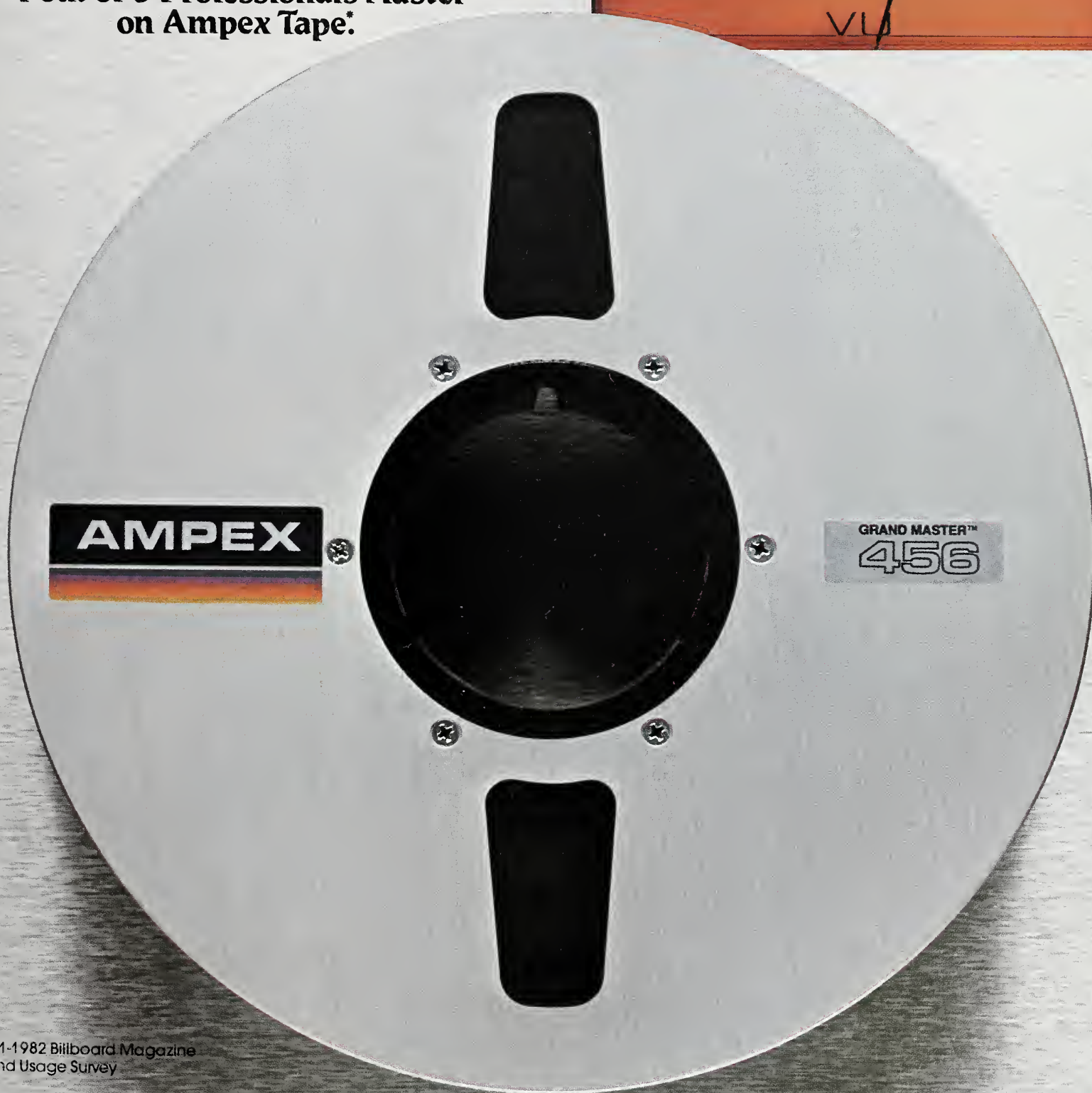
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*1981-1982 Billboard Magazine
Brand Usage Survey

Blank Tape, Rock Books Among Most Popular Accessory Items

by Jim Bessman

NEW YORK — Accessories purchases for the fall continue to reflect the growth of blank audio tapes and video games, though many retailers report increased involvement in boutique items (encompassing everything from cigarette lighters to T-shirts) and pop music books. As regards books, which have multiplied in number of titles and publishers, record retailers are unsure as to their real sales potential and note major problems in stocking them. Boutique items, however, are profit plus all the way and are being embraced as such.

"Boutique items are becoming a significant part of our business and may well wake it up," said Bruce Shortz, vice president, retail division of Western Merchandisers in Amarillo, Tex.

According to Shortz, the boutique industry is a "color" industry and comparable to the fashion industry. "We're in the same industry — everything is colorful. And in boutiques, anything colorful is hot! Glass, socks, ties . . . anything colors. I've got a new clothing-type color item coming in that I'm not going to tell anyone about because they'll get the jump on it and I'll lose my edge."

"Boutique items are becoming a significant part of our business and may well wake it up," said Bruce Shortz, vice president of Western Merchandisers retail division.

Shortz did say that the most successful boutique items end up being those that seem at first glance to be the least likely to succeed. "Ear lights — earrings that light up. At \$11.99 retail, you make a great mark" Ties are especially hot, he added, coming back to his "colors are outstanding" battle cry. "They're great gift items — it's what our industry's about."

Over at Record Bar, where boutique items are a major part of a heavier emphasis on accessories (*Cash Box*, Aug. 14), Reade White-Spunner, manager of special products, reported that the chain has a back-to-school boutique promotion underway featuring various student-related items.

Prominently placed in the promotion are Popfolios, which are rock star school folders manufactured by Album Graphics, makers of Chu-Bops. Popfolios reproduce album art on their front covers and so far feature product by the Police, Rush, Kinks, REO, Loverboy, Rick Springfield, Molly Hatchett, Hall & Oates, and Blue Oyster Cult. White-Spunner said that they are available in pre-packs of 100 for counter display or 300 for floor stand display, and are mixed according to how each group sells, with the Police, Springfield and Rush warranting heavier involvement.

Stationary is also included in the promotion, as are "character" and "designer" pencils and pens. The writing utensils were test-marketed in the last few weeks and succeeded so well that they are spreading chain-wide. The character versions feature 20 different cartoon and comic characters, while the designers show ice cream cone motifs, rainbows, and musical notes. The pencils come from Leadworks and are in assorted pre-packs of 144; cost is 39 cents each or three for \$1.

Other boutique items being promoted are the Scripto rock lighters and posters. The lighters have spread throughout the chain and make "excellent Christmas stocking stuffers," that latter being a major thrust of Record Bar's general merchandising emphasis for Christmas. Rock star posters and concert art posters have been recently toyed with and "look to be very promising," said White-Spunner.

Record Bar is also experimenting with bow ties and long ties this fall. Sunglasses, which sold well last year, are expected to be big again this fall and will be joined by ski glasses.

Jim Grimes, vice president of systems and budgets at Pittsburgh-based National Record Mart, said his company was "shying away" from boutique items. "We don't want to lose our music entertainment store image," he explained. But Russ Solomon, president of Tower Records based in Sacramento, is considering new boutique product lines.

"I've been thinking about this the last few weeks," said Solomon. "I'm looking for ways to increase volume by sensible other items, but what is sensible product?"

Solomon has had mixed results selling posters in his record stores — he stocks 1,500-2,000 different posters in the 12 Tower Posters outlets. He also sells rock 'n roll paraphernalia including stickers, pins and shirts. "Not a huge amount for us but it adds up," Solomon said. He is seeking more "good, licensed" rock-related items for the record stores where space allows.

Merchandise fitting Solomon's "sensible" criteria now and in the future are the rock, pop music-related books seemingly flooding the market. Some stores are already handling them, while others are looking into it. Publishers feel that they are perfect product for record store sale.

"It seems to be a good place, certainly for a book about the Who," said Marcella Smith, special sales manager for St. Martin's Press. The general trade publisher has *The Who — Maximum R&B* due out in late September, a time Smith noted as coinciding with the group's U.S. tour and album release, "when a lot of people will be thinking about the Who." St. Martin's is currently contacting record wholesalers that handle books to service its titles into their accounts.

Rock Read is a four and a half year old New York-based mail order company selling rock books from all publishers. It recently expanded into servicing record stores after receiving retailer queries and now has over 200 accounts. According to president Karen Rose, the accounts are mostly small stores, although Paradise Creations, a sales rep company which supplies boutique items to record stores, is now carrying Rock Read to major chains like Licorice Pizza and Record Bar.

"Rock books are great for record stores," claimed Rose. "First, record buyers usually don't see them anywhere else. Second, they come in every price range as opposed to records, which are mostly priced the same. And third, books increase record sales through a turnaround effect. For instance, someone buys a Pink Floyd discography and discovers an album he doesn't have, and then runs back to the store to buy it."

Lanny Aldrich, sales and marketing director for Delilah Communications, points out the difficulties that book publishers have in getting rock book product into record stores. "Record merchants are not accustomed to book industry practices," said Aldrich, noting that regular book selling channels are unable to service record stores due to lack of time and work force. "Record retailers also feel that there are no satisfactory display fixtures to sell books."

Delilah Communications' book division publishes 25-30 titles a year, mostly rock and pop oriented. Product is distributed by G.P. Putnam's Sons, a subsidiary of MCA. "Our objective is to reach record merchants through the regular MCA branch sales force that they're used to, or else through independent distributors," Aldrich explained. "We feel that wide-awake record merchants can add a great deal of volume, since many record buyers never set foot in bookstores. Many merchants recognize this fact and are more inclined to carry books as an add-on sale item."

Delilah is in the process of developing a corrugated display unit to hold six-to-nine titles, in order to satisfy retailer concern in this area. Intercontinental Record and Cassette, Inc., a Long Island-based company that services 4,000 U.S. accounts with imported and independent product, has struck a three-month exclusive deal with Delilah to test distribution of books to alternative record stores. Sales manager and buyer Jimi Lalumia said that his accounts already involved in the program are reordering. These accounts number "several hundred" and have been stocked in the "onesy-twosy" quantity.

"We're granting 100% return so they don't feel they'll get burned and stuck with them," said Lalumia, who expects to see "enormous" movement starting in late September up through holiday time.

"I love the product," he continued. "It makes a perfect complement for record buying, as many consumers in the 30-age range show extreme burnout from record product and jaded feelings about it. They see something like *Cool Cats* and *Girl Groups* on the rack, full of pictures and nostalgia, and they're likely to pick it up and be inspired to return to record buying, at least of the books' subjects. But retailers are still afraid of selling books, and we have to break them into it and nurse them along."

Using the *Girl Groups* book as an example, Lalumia noted that the book, girl group record product reissues, and a cable TV special being created to go with the book can all be merchandised together. Aldrich also mentioned the *Girl Groups* program as well as a film project growing out of *The Compleat Beatles* double volume that may end up on videotape and disc, both likely record store items in the future.

Aldrich singled out record retail chains which have separate book departments as candidates for "cross pollenization" of books within the record departments. Steve Marmaduke, vice president of purchasing at Western Merchandisers, which operates 24 Hastings Books & Records and 15 Hastings Records stores, said that some of the record stores were carrying books. "It depends on the clientele of the store," he explained. "Sales can vary — some are beautiful, others not as much."

Tower's setup is similar to Hastings'. There are seven Tower Books stores, 30 Tower Records and two instances where one of each is housed in the same building. Solomon noted the lack of a sales force in music book distribution and said that he was trying to establish a system for carrying more music-oriented books in the record stores.

In addition to boutique items and books, accessories mainstays such as blank tapes and record and tape care products are still strong sellers. Joe Bressi, vice president of purchasing at the Stark/Camelot chain, reported little new in the "basics" lines and said that his stores were trimming down in "fringe areas" to make room for expanding cassette and video games inventories. He cited cassette carrying cases as a particularly hot item, and video game-related product as the only new accessories lines being carried.

National Record Mart's Grimes said that video games accessories are the major new lines offered. Other retailers also reported stocking one or more of the new higher quality or replacement joysticks available as well as games cartridge carrying cases and dust covers.

Another new product line available at some stores is the 8-track converter for adapting 8-track tape players to cassettes. Ira Schwartz, accessories buyer for Atlanta's Turtles chain, said the converters are the only new product line being offered in the stores this year and are being carried due to the continued "big demand for 8-tracks down here."

Like Turtles, Record Bar is carrying the Kraco 8-track converter model. White-Spunner said that the 8-track resembling unit "may be real good for us this Christmas season, though at \$30-\$40 retail, it may take some personal selling." Also "looking good" for Christmas sales are headphones, though offerings here are limited to the "under \$30 makes." In addition, the chain is testing Walkman-type portables in the \$30-\$70 range.

"Video games accessories — including replacement joy sticks, cartridge carrying cases and dust covers — are regarded as a major new line by many retailers."

Record and tape care products, video games and blank audio tapes are always strong fall items but few retailers see any new product lines or vendor promotions in these areas and seem to be content to stick with the ones they carry. "The blank tape people had their programs during and following the summer CES show," said White-Spunner. She said that most of the fall programs involve car box promotions.

National Record Mart's Grimes said that tape manufacturers were pushing microcassette tape in their sales pitches. Turtles' Schwartz and Western Merchandisers' Marmaduke both noted an increase in blank audio lines, but both are sticking with their respective successful brands. "They're all comparable to such-and-such, but it still takes the name brand factor for people to buy high-end audio tape," reasoned Marmaduke.

Marmaduke said that Western Merchandisers is testing new cassette carrying cases in several stores, as well as Walkman-type shoulder bags. White-Spunner was big on home cassette storage units.

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Home Video Game Suppliers, Titles Continue To Proliferate

(continued from page 20)

This company was the first to design and manufacture strictly software for video game units, first focusing on Atari's Video Computer System (VCS). Early September will see the release of the Atari-compatible "Pitfall," accompanied by a heavy print, radio and TV ad campaign beginning Labor Day Weekend for the game. The first week in October is the target date for having another VCS cartridge, "Megamania," on the shelves, and it'll also be the subject of a multi-media blitz. November should herald the arrival of carts compatible with Mattel's Intellivision, "Pitfall" and "Stampede." Merchandising aids are available for all Activision games, primarily utilizing colorful counter-cards, and retailers seeking additional point of purchase material are requested to contact their local sales rep. Posters, jackets, T-shirts and bags imprinted with Activision designs are available for special contests, displays and/or promotions. Also, beginning on Labor Day Weekend, the firm will promote an ad campaign inviting customers to "fill the gaping holes" in their game collections, with T-shirts, pins and bumper stickers used to drive the theme home. Co-op ad support is available, and interested retailers are asked to directly contact the company.

ARCADIA CORP. (324 Martin Ave., Santa Clara, Calif. 95050. 408-748-8551) — This new company is producing a "supercharger" that plugs into the Atari VCS and increases its memory from the standard 128 bytes to 6,272 bytes, offering better resolution and more on-screen action capability. The supercharger, set to retail at around \$70, has a cable that plugs into the earphone jack on any cassette player; its accompanying games, retailing for about \$14 each, are programmed on recording cassettes. The firm's first four games — "Communist Mutants From Space," "Fireball," "Phaser Patrol" and "Suicide Mission" — are basically improved versions of existing cartridges.

ASTROCADE (6460 Busch Blvd., Suite 215, Columbus, Ohio 43229. 614-885-0130) — Astrocade, formerly called the Bally Professional Arcade, features a module that includes a built-in three octave music synthesizer, three games, a Basic computer program and a calculator. A number of creative software programs, such as "Music Maker," which allows users to compose and then play back musical compositions, make this unit more than just a whimsical game device. September should see a new cart, "Pirate's Chase", available, with "Artillery Duel" scheduled for October, and November the target month for release of Astrocade's "Bowling," "Conan the Barbarian," "Cosmic Raiders," "Soccer," "Solar Conquerer" and the aforementioned "Music Maker." The company has launched a \$2 million print advertising campaign, with ads running May through December in such publications as *Omni*, *People*, *Sports Illustrated* and *TV Guide*. A "major commitment" of co-op ad dollars with Astrocade dealers around the U.S. is also promised by the firm.

ATARI (1265 Borregas Ave., Sunnyvale, Calif. 94086. VCS Division — 408-745-2200) — Of course, the most exciting news from this industry giant is the arrival of the "System 5200" supergame in mid-October (suggested retail: \$269.95). Enhanced graphics and a highly responsive hand controller are just two of the advantages of this unit over Atari's current VCS 2600 model, and the first line of games used expressly for the 5200 should include primarily arcade adaptations like "Pac-Man," "Defender," "Centipede," "Missile Command," "Space Invaders," "Galaxian" and "Asteroids." However, there will be very few of the 5200 consoles around until January 1983, and those will be available mainly through major department stores. Future accessories promised for the system include an "expansion module" that will accommodate cartridges from the VCS for the supergame. New games for the popular standard VCS 2600 unit coming up include "Star Raiders" in September; "Earthworld," "Enhanced Baseball" and "Failsafe" in October; "Enhanced Volleyball" and *Raiders of the Lost Ark* in November; while December calls for *E.T.* and "Enhanced Football" to hit the stores. As always, Atari will make point-of-purchase supplies like posters, customer literature, buttons, stickers, easel cards and pocket tip cards for salespersons easily available. Atari dealers also receive a comprehensive 1982 Dealer Advertisement Planner and can get a Game Plan Binder to help them plot out specific marketing and promotional strategies.

COLECO INDUSTRIES, INC. (200 Fifth Avenue, Room 1234, New York, N.Y. 10010, 212-242-6605) — One of the most eagerly awaited events of the fall season for video game enthusiasts is undoubtedly the release of ColecoVision, a "state-of-the-art" unit offering near arcade-quality visuals, superior controllers and an expansion module interface capable of accessing add-on capabilities. National distribution for the game is set for September/October and a "Donkey Kong" cartridge will be included with each console. Coleco plans the release of 15-20 cartridges designed for its own unit by the end of 1982, all of them retailing for \$25-30. September releases include "Carnival," "Cosmic Avenger," "Mouse Trap," "Smurf Action," "Turbo," "Venture" and "Zaxxon" while the following month calls for "Head to Head Baseball," "Head to Head Football," "Horse Racing," "Lady Bug" and "Tunnels and Trolls" to enter the marketplace. October also is set as the release date for a \$60 expansion module which will allow games from the Atari VCS to be played on the ColecoVision unit. November should see a version of "Space Fury" available for the system. The fledgling home game manufacturer is also producing cartridges for Atari's 2600 VCS and Mattel's Intellivision consoles. In September Coleco will introduce Atari-compatible "Carnival," "Cosmic Avenger" and "Venture" while October has "Turbo" and "Zaxxon" lined up. For those who own an Intellivision set, Coleco will introduce Mattel-compatible cartridges of "Carnival," and "Donkey Kong" in September with "Turbo" and "Zaxxon" coming out in October.

According to company spokespersons, a \$15-20 million advertising campaign is expected in the fourth quarter, with 10-12 different commercials slated for spot and network television and print ads in magazines like *Time*, *Newsweek*, *People*, *Playboy* and *Penthouse*. Newspaper and radio ads will also be used in major markets across the U.S.A.

Retailers will also be able to take advantage of a wide assortment of point-of-purchase materials promoting the new product lines. Posters, in-store signage for electronic game sections, and give-away mini-catalogs will be offered to stores in September, as will counter-cards and a free-standing 3-D counter display unit. In addition, a large (48 inches wide by 36 inches deep by 84 inches high) POP display unit which houses approximately 400-500 cartridges, and a

video monitor for in-store play will be available for about \$600. Replicating an arcade game-type look, the big display hides the television cabinet by means of a black Lucite screen, so just the picture tube of the TV is visible and the game's action is highlighted. For further information regarding point of purchase material and co-op advertising allowances, contact Coleco or local sales reps.

COMMAVID (Computer Magic Inc., Box 3383, Fox Valley Center, Ajora, Ill. 60505, 312-357-8064) — A newcomer to the field of manufacturing Atari VCS 2600-compatible software, CommaVid's cartridges has "Cosmic Swarm" and "Room of Doom" available at present, with "Minds of Minos" and "Mission Omega" due out in September.

DATA AGE (14583 Big Basin Way, Saratoga, Calif. 95070, 408-867-2960) — Another new software company making cartridges compatible with Atari's VCS, Data Age is shipping five sci-fi/adventure carts on Oct. 1, with each retailing for \$31.95. The titles of the programs are "Sssnake," "Warlock," "Bugs," "Airlock" and "Encounter at L-5," and the company is offering retailers posters and a 10% show special co-op advertising program to get the ball rolling. One of the more innovative plans of Data Age is a promotional campaign in which the firm is pressing a million seven-inch Evatone soundshells to be made available free of charge to dealers and distributors. Dramatising the world inside a video game through various stereophonic sound effects the record, entitled "Mindscape," will be packaged in flat, four-color boxes that unfold into eight by twelve inch counter-top displays. Fifty giveaway records are included in each box, which should be shipped on Sept. 17. This special freebie will be supported through an extensive radio promotion on top contemporary music stations in 30 American markets during the fourth quarter selling season.

FOX VIDEO GAMES, INC. (1754 Technology Drive, San Jose, Calif. 95110, 408-298-5014) — A wholly-owned subsidiary of Twentieth Century-Fox Film Corp., this vid game concern will be launching an aggressive advertising campaign around its product under the marketing title "Twentieth Century-Fox Games of the Century," and will initially develop cartridges for use with Atari's VCS. September releases include "Beany Bopper," "Deadly Duck," "Fast Eddie" and "Worm War I"; October should have "Nexar" and "Turmoil" on the shelves; December calls for film adaptations for *Six Pack* and *Megaforce* to meet the Christmas demand.

GAMES BY APOLLO (1300 E. Arapaho Road, Richardson, Tex. 75081, 214-690-8336) — A company manufacturing solely Atari VCS-compatible games, Apollo has five cartridges scheduled for September release: "Final Approach," "Pompeii," "Guardian" "Kyphus" and "Wabbit". Another VCS cart, "Squooosh", will be coming out in October.

IMAGIC (981 University Ave., Los Gatos, Calif. 95030, 408-399-2200) — A software-producing firm comprised of veterans from Atari and Mattel, Imagic designs carts for both the VCS and the Intellivision modules, most of which retail at \$31.95. Next year, Imagic hopes to manufacture programs for the Odyssey 2 console, making it the first indie software maker to produce games for three different systems. "Riddle of the Sphinx" and "Firefighter" will be out in September of this year and can interface with the VCS, while Intellivision-compatible cartridges include "Atlantis," "Demon Attack" and "Swords & Serpents" for October, and "Beauty & The Beast" and "Microsurgeon" coming out in November.

Retailers can become involved in a complete co-op advertising program through Imagic, and point of purchase materials such as displays and giveaway catalogs are also available. A specially-designed unit called the Video Storage Center conveniently houses the Atari or Mattel hardware and a large selection of game cartridges, and retails at a suggested price of \$29.95.

INTELLIVISION (Mattel Electronics, 5150 Rosecrans Ave., Hawthorne, Calif. 90250, 213-978-5150) — This popular video games manufacturer is offering a plug-in module called "Intellivoice" in early fall that will add speech capability to certain specially-programmed cartridges. The vocal unit will run approximately \$80 and compatible cartridges will cost between \$36 and \$39 each, with "Space Spartans," "Bomb Squad," "TRON-Solar Sailer" and "B-17 ber" being the first four pieces available in September. Mattel is also making inroads with its M-Network series of cartridges that are made for use with Atari's VCS. New M-Network software for September is tentatively limited to one game, "Lock 'n' Chase," and October should see "Caverns" in stores. New amusements made specifically for the company's own Intellivision unit — "Advanced Dungeons & Dragons," "Lock 'n' Chase" and "Motocross" — are promised for September, but might not be released until later on.

Retailers may want to investigate in-store banners, mobiles, counter cards and posters advertising Intellivision and M-Network products, as well as a series of special promotion activities that are planned for the fall. August through September dates are pegged for video challenges held in 18 national sites with parent-child teams competing for \$10,000 in prizes, for example. A deluxe Intellivision calendar spotlighting a new cartridge each month can be sold in outlets, and each one includes a coupon for a special free cartridge in addition to a \$2.50 check coupon for an Intellivoice module. Two dollar and \$5 cash rebates on M-Network cartridges will be advertised in September, and in-package \$2.50 check coupons good on other M-Network carts are included in each piece of software.

Advertising plans call for a series of new commercials starring George Plimpton to air this fall on network, cable and spot TV, as well as in 1000 movie theatres around the country. Radio and print ads will also be used to make consumers aware of Mattel's product line.

MYSTIQUE (c/o American Multiple Industries, 18911 Nordhoff Ave., Northridge, Cal. 91326, 213-885-7100) 3040) — Caballero Control Corporation, one of the leading manufacturers of X-rated videocassettes, has joined forces with American Multiple Industries and may market adult video games for the home market as early as this fall under the "Mystique Presents Swedish Erotica" banner. The first rollout of soft-core software will be three Atari compatible programs entitled "Custer's Revenge," "Bachelor Party" and "Beat 'Em and Eat 'Em" due in stores by November at a retail price of \$49.95, about \$10 more expensive than the highest-priced family-oriented VCS game. CCC vice president Al Bloom predicted 500,000 cartridges will be in stores by November, with 1.5 million more by January. By early 1983 Bloom said 750,000 units will be produced monthly, with one new title released each month except for January, when three original games will be introduced. Although the first games are exclusively for the Atari format, AMI spokespersons said Intellivision games are being planned and the firms have already thought up a catchy ad slogan for its lineup: "With our video games, when you score — you really score."

ODYSSEY 2 (North American Philips Consumer Electronics Corp., Interstate 40 and Straw Plains Pike, Knoxville, Tenn. 37914, 615-541-4313) — Like Intellivision, Odyssey 2 also has a

(continued on page 25)

WHAT'S IN-STORE

CASSETTE PRICE CUT TESTED — Stark/Camelot, Tower, Western Merchandisers and Chicago's **Filipside** have each tested a \$2 rollback on all cassettes in one store per chain through the month of August. The test was devised during the National Assn. of Recording Merchandisers' (NARM) retail advisory board conference held in July in Chicago, the goal being to determine whether a markedly reduced list price for prerecorded tape can stimulate sales, as well as offset sales of blank tape and the problem of home taping. The promotion was in-store only: heavy signage was used, but no media advertising. Stark/Camelot's executive vice president **Jim Bonk**, who also chairs the retail advisory board, says that there were mixed feelings within the board as to whether the test would prove beneficial. "There is concern about a devaluation in inventory, and whether or not an increase in cassette sales will make up for the loss in total sales volume. It might also damage record sales even further to where we end up being just a tape business." Bonk also voices a personal misgiving with the timing of the test. "Cassettes are the only thing showing an appreciable increase in sales, and now we're marking them down," he says, but adds that if results indicate that reducing cassette prices is profitable, "I'm open to any suggestions that our retailers and manufacturers might have." Stark's results will be compared with normal sales figures. "The numbers will dictate which side is right," Bonk concludes. Complete test findings will be presented to manufacturers' representatives present at the retail advisory board meeting in Houston, Oct. 6-8.

POSTING MAJOR BILLS — Besides Maxell Corp. and **J&R Music World's** immense wraparound billboard recently pictured in **Cash Box**, BASF and **Turtles' Records & Tapes** have teamed in providing two boards in downtown Atlanta. The billboards promote BASF's "Kiss the Hiss Goodbye" sales campaign supporting its Professional II Chromo recording cassettes and are being shifted about town every month.

A STAR IS BORN — **Licorice Pizza's** Sherman Oaks Galleria store, recent site of **Moon Zappa** and **Rich Little** in-store appearances, has now been immortalized on celluloid, thanks to a four-minute scene in the new film *Fast Times At Ridgemont High*, which was filmed there. The movie, which concerns the experience of today's high school youth, used the Pizza outlet as a setting for dialogue between a couple of the female leads. The camera follows the girls about the store, also catching outside signage in establishing shots. . . . Other Pizza news includes a recent **Duran Duran** in-store that drew over 500 to the Canoga Park store, a recent **Kim Wilde** promotion and a current **Go-Go's** promotion. On behalf of Wilde, 100 people were picked out of 4,000 entries to attend a "Kids In America" party at Capitol Recording Studios, during which Wilde phoned in to offer personal thanks. Entries were made during a three-week sale of Wilde's self-titled American debut album, and for every LP and tape sold, Licorice Pizza made a contribution to the fight against muscular dystrophy to help out the "special kids in America." Meanwhile, in conjunction with the Go-Go's appearance this week at the Hollywood Bowl, a customer contest is awarding autographed Go-Go's albums and a display contest will fly the winner to New York for the group's upcoming show at Madison Square Garden.

MARSHALLING SALES — Retail staff at Milwaukee's **Radio Doctors** have been provided **Marshall Crenshaw** T-shirts by WEA for in-store wear on specified days. Also on those days, Crenshaw's self-titled debut LP will be played in-store at least five times and displayed prominently.

NEW NIPS FOR NIPPER — Taking advantage of the current cassette explosion, RCA Records last week introduced the new Victrola Classical line featuring performances of classical standards from the Red Seal treasury. The line's first release contains 50 titles representing performances by **Arturo Toscanini, Charles Munch, Fritz Reiner, Pierre Monteux, David Oistrakh, Gary Graffman, Leonid Kogan, Arthur Fiedler, Morton Gould** and many others. The cassettes are all Dolby B encoded to meet today's recording quality. Better yet, the Victrola Classical Cassette series is a budget line, with suggested list price at \$3.98. RCA says that merchandising accessories will aid dealer sales campaigns and will include dump boxes, streamers, ad mats, consumer catalogs and separate order forms.

jim bessman

Home Video Titles Proliferate

(continued from page 24)

voice module slated for fall release, but the difference is Odyssey 2's speech adaptor can be programmed by the user. Using the game's keyboard control, players type messages on the screen, and the speech unit actually "reads" it back phonetically. The unit, dubbed "The Voice of Odyssey", is expected to cost about \$100 and is due out in September. Other September cartridges from this company include "K.C.'s Crazy Chase," "Nimble Numbers" "S.I.D. The Spellbinder" and "Smithereens."

A point of purchase kit will be made available retailers by the end of September, and contains one 40 inch by 60 inch window banner, two wall banners approximately 20 inches by 20 inches, two tent cards, two easel-backed cards and two die-cut fixture cards. A new catalog of Odyssey material should also be sent out in September, with 100 mini-catalogs sent to retailers at no charge. Special large displays can be purchased through the firm's finished goods inventory department, and they come in three different sizes — a six-foot tall, \$100 "arcade center" that holds a 19 inch diagonal television, six cartridges and a main frame; a \$50 display rack that holds 40-50 carts and comes with an acrylic top that locks; and a \$25 "set topper" that holds a dozen carts and can be chained to a television console hooked up to an Odyssey 2 system.

PARKER BROS. (50 Dunham Road, Beverly, Mass. 01915, 617-927-7600) — The venerable board game company responsible for Monopoly is already carving a niche for itself with the popular *Empire Strikes Back* cartridge compatible for play with Atari's VCS. Upcoming games include November's "Amidar" and "Spiderman" and December's "Reactor" and "Super Cobra", all used with the Atari VCS.

SPECTRAVISION (13025 Meyer Road, Whittier, Calif. 90605, 213-946-1481) — A small software company just starting to get into games for Atari's 2600 VCS console, with amusements such as "Planet Patrol" and "Gangster Alley" currently available.

TELESYS (43334 Bryant St., Fremont, Calif. 94539, 415-651-2970) — Another of the VCS-compatible software manufacturers, Telesy's first product is "Fast Foods", where the object is to gobble up burgers, pizzas and shakes as fast as possible, trying to rack up calories instead of points.

TIGERVISION (909 Orchard, Mundelein, Ill. 60060, 312-949-8100) — Tigervision owns the rights to several popular games previously available solely for use on home computers. *King Kong* and "Threshold" are already being marketed and at least three new cartridges are being readied for this fall. "Jawbreaker" will break out in September, while "Marauder" and "River Patrol" are the likeliest candidates for the company's October releases.

U.S. GAMES CORP. (1515 Wyatt Drive, Santa Clara, Calif. 95051, 408-748-9800) — Originally a manufacturer of electronic hand-held games, U.S. Games Corp. is now exclusively involved with production of video cartridges compatible with Atari's VCS. Its latest offering is "Word Zapper," a spelling/memory game for elementary school children. This company has been going through a lot of changes over the past few months as a result of its being acquired by the Quaker Oats breakfast cereal concern. Its name has been changed from U.S. Games to Vidtec, yet retains the U.S. Games moniker for various corporate uses.

VECTREX (General Consumer Electronics Corp., 233 Wilshire Blvd. Suite 220, Santa Monica, Calif. 90401, 213-458-1730) — The Vectrex Arcade System is a fully self-contained unit with its own screen using no TV hook-up whatsoever. Retailing for approximately \$200, the unit and a series of 13 games will ship in August /September, hitting retail shelves in seven introductory cities — New York, Boston, Philadelphia, Chicago, Los Angeles, San Diego and San Francisco — in mid-October. The cartridges which include the titles "Armor Attack," "Space Wars," "Star Hawk," "Rip-Off," "Solar Quest," "Scramble," "Berzerk" *Star Trek*, "Mine Storm," "Blitz!" "Clean Sweep," "HyperChase" and "Cosmic Chasm," will retail for around \$30. National distribution for the system is planned for early 1983.

Dealers can use either a three-squarefoot free-standing display/storage unit or a counter-top display to let consumers experience the action of the new system for themselves. Strong spot TV support in introductory markets during the fall pre-Christmas period is aimed at teens and adults, and full color print ads will also surface during this time in special interest consumer publications like *Electronic Games*, *TV Guide*, *People* and *Games*. In addition, retailers are invited to participate in complete co-op advertising by contacting General Consumer Electronics Corp. at the above address.

PLUS PROFIT

TOP SELLING VIDEO GAMES

- DONKEY KONG Coleco 2451
- BERSERK Atari CX2640
- DEFENDER Atari CX2609
- CHOPPER COMMAND Activision AX015
- FROGGER Parker Brothers 5300
- PAC-MAN Atari CX2646
- ATLANTIC Imagic IA 3203
- THE EMPIRE STRIKES BACK Parker Brothers 5050
- NIGHT STALKER Intellivision 5303
- STARMASTER Activision AX016
- COSMIC ARK Imagic IA 3204
- BASEBALL Intellivision 2514
- YAR'S REVENGE Atari CX2655
- STAR STRIKE Intellivision 5161
- LOST LUGGAGE Games By Apollo AP 2004

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

TOP SELLING ACCESSORIES *

- Bowers Outer LP Sleeves
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher "Perfect Path" Cassette Head Cleaner
- Maxell LNC-60
- Maxell LNC-90
- Maxell UDXL II C-90
- Maxell UDXL II C-90 (2/Bag)
- Maxell XLS Test Pack
- Memorex Cassette Head Cleaning Kit
- Memorex T-120 (videocassette)
- Pickwick 45 RPM Center
- Sound Warehouse 45 Crates
- TDK Cassette Head Cleaner
- TDK DC-90
- TDK DC-90 (3/Bag)
- TDK SAC-90
- TDK SAC-90 (3/Bag)
- TDK SAX-C-90

COMPILED FROM: Musicland — St. Louis • Licorice Pizza — Los Angeles • Sound Warehouse — San Antonio • Record Theatra — Cincinnati • Karma — Indianapolis • Sound Video, Unltd. — Chicago • Dan Jay Music — Denver • Alta — Phoenix • Paachas — Cincinnati, Cleveland, Columbus • Tower Records — Sacramento, Seattle • Lieberman — Denver • Gary's — Virginia • Big Apple Records — Denver.

TOP SELLING MIDLINES

- A Flock of Seagulls • Jive/Arista 66000
- AC/DC • Let There Be Rock • Atco SD-3615
- Bow Wow Wow • Last of the Mohicans • RCA CLP1-16020
- David Spiders • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843
- Tane Cain • RCA AFL1-4381
- Crosby, Stills & Nash • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 75007
- Halrcut 100 • Pelican West • Arista AL 6600
- Joe Jackson • Look Sharp! • A&M SP-4743
- Billy Joel • Piano Man • Columbia PC 32455
- Quincy Jones • The Best • A&M SP-3200
- Judas Priest • Sin After Sin • Columbia PE 34787
- Carole King • Tapestry • Columbia PE 34946
- John Lennon • Rock 'N Roll • Capitol SK/3419
- Missing Persons • Capitol DLP-15001
- Soft Cell • Non-Stop Ecstatic Dancing
- Sire 9 23694-18
- Spyro Gyra • Morning Dance • MCA 9004
- Talk Talk • EMI America DLP-19001

COMPILED FROM: Big Apple Records — Denver • Gary's — Virginia • Charts — Phoenix • Peaches — Cincinnati, Columbus • Sound Video, Unltd. — Chicago • Dan Jay Music — Denver • Record Theatra — Cincinnati • Sound Warehouse — San Antonio • Licorice Pizza — Los Angeles • Radio Doctors — Milwaukee • Lieberman — Denver • Karma — Indianapolis • Alta — Phoenix • Disc-O-Mat — New York City • Tower Records — Seattle.

* Excludes T-Shirts & Paraphernalia

Heavy Sales

SOUNDVIEWS

MEMO TO DISTRIBS, WHOLESALERS AND DEALERS — First up, more news from MGM/UA. Distributors should be receiving new distribution agreements on or about Sept. 1, in addition to a new manual outlining in detail MGM/UA's distributor policies. The company is instituting, among other things, "warehouse shipping dates" for each release to replace what it calls the "much-abused" street release date, in order to assure simultaneous arrival of new titles to dealers. Distributors will be responsible for shipping product to their dealers on pre-designated dates set by the company. . . Warner/Elektra/Atlantic Corp., distributors of Warner Home Video product, will be putting a wholesaler program into effect in September. According to WEA executive vice president, marketing development, **Russ Bach**, if wholesalers meet the qualifications for the program, "they will get a discount on the first dollar of product" and not on a scale, as is the usual case with such programs. "They also have to sign an agreement," noted Bach, which is presently being disseminated by the WEA field staff and WHV representatives. . . Rumors among distributors and dealers have 20th Century-Fox Video about to institute its own mid-priced line, similar to Paramount's Gateway Video and MCA Videocassette's Reel Deal/Collector's Choice.



VIDEO OPERA — Capitol Records recently hosted a champagne celebration at the Hollywood Palace for label artists Ashford & Simpson's full length video screening, an event attended by several celebrities and friends of the duo. Pictured during the affair are (l-r): Nick Ashford; Lee Curreri of NBC-TV's Fame; and Valerie Simpson.

Nazareth, has licensed five volumes of *The New Media Bible*, a video translation of the Good Book by the Genesis Project. RCA also has options on 27 additional volumes. Each of the first five feature-length discs will retail for less than \$25, and they're expected to be available at video outlets early next year. Such popular Biblical stories as Adam and Eve, Cain and Abel, Noah and the Ark, and the tales of Abraham, Isaac, Jacob and Esau and Joseph will be contained in the initial volumes, along with the Lord's Prayer, the story of the prodigal son, Jesus' entry into Jerusalem and the Last Supper. This potpourri of Old and New Testament material will be filmed in the Holy Land. . . Prior to that, however, RCA will offer *The Heritage of the Bible*, which features two programs, *The Law And The Prophets*, utilizing images of religious works by **Raphael, Rembrandt, Michelangelo** and other masters on one side, and *The Inheritance*, which uses famous archaeological sites of Biblical times to recount Old Testament stories on the other. Due in October, the disc will carry a suggested list of \$14.98. . . According to Pacific Arts president **David Bean**, the Carmel, Calif.-based company is "readying a new slate of original *Elephant Parts*-type projects." The first one is expected to be a series of comedy skits starring the zany **Firesign Theater**. Pacific Arts, which from all reports looks to do nice business on *My Dinner With Andre*, just just added a number of new distributors: Commtron, national, based in Des Moines; Video Vision for North and South Carolina; Electrovideo Marketing for the Chicago area; and Ingram Books, to service bookstores throughout the United States. . . Remember a while back when Media Home Entertainment announced the forthcoming release of *Fade To Black* and *Johnny Got His Gun*? Well, *SoundViews* hears that those titles may not be forthcoming for some time. *Fade To Black*, the cult film about a horror film-obsessed young man, is not going to be on Media as originally planned, and *Johnny Got His Gun* has been postponed again. . . The home video rumor mill continues to be abuzz with *E.T.* "news," the latest being that Universal's out of this world box office earner will be out on MCA Videodisc before Christmas. Not likely, but who knows? After all, *The Best Little Whorehouse In Texas* and, if the music rights are cleared, *Fast Times At Ridgemont High* are expected to be out on MCA Videocassette by that time.

THE FORCE IS WITH PAY PER VIEW — The Sept. 25 pay-per-view showing of *Star Wars* is expected to be the biggest yet for the delivery system that video seers predict will be the thing of the future. According to **Andrew Wald**, president of 20th Fox Pay Television, subscriber interest is running well ahead of any other pay-per-view event to date, including the **Leonard/Hearns** and **Holmes/Cooney** boxing matches, and will be carried on more individual pay TV systems. It's been offered to more than 5,000 outlets serving 1.5 million homes, a large percentage of which are expected to subscribe. The Force of the multi-million dollar advertising campaign accompanying *Star Wars*, theatrical re-release is helping to push it, and already contracted are Oak's ON-TV subscription systems in L.A., Chicago, Dallas/Ft. Worth, Ft. Lauderdale/Miami and Phoenix Selec-TV; Gill Cable; Rogers Cablesystems; Cox Cable; Cablevision; and Wometco (for further *Star Wars* home video news, see the *Fall Stocking Guide* this issue). . . And isn't there a strong possibility that **The Who** may be the next supergroup to be featured in a pay-per-view concert telecast? That, apparently, is what ON-TV president **John Gwin** hinted at during a press conference in L.A. recently. Makes sense, since the Who is doing a limited tour of arenas and stadiums in the States this fall in what could be the last live filing for the band.

VIDEO MUSIC VIDEO — The Who isn't the only megarock band on a farewell tour tapped for pay TV. It seems that the **Doobie Brothers'** Sept. 10 show at the Greek Theatre in Berkeley, Calif. the last of its career, will be taped by Paramount Video, if ongoing negotiations are sealed soon. Paramount also taped **Santana** and **Heart** (neither of which are saying goodbye just yet) recently in concert at Altos de Chavon in the Dominican Republic, along with **Frank Sinatra**, for pay TV. . . Reggae Got Video Dept.: Cool Breeze Prods. taped six video specials Aug. 22 during the Santa Barbara (Calif.) County Bowl engagement of **Jimmy Cliff** and **Peter Tosh**. Two shows apiece on Tosh and Cliff will be culled from the eight-camera shoot. The producers will be taking the finished products to VIDCOM in Europe and the NCTA Convention here. . . Look for **Rick Springfield's** Universal Amphitheatre date to be broadcast on cable-TV, followed by disc and cassette release.

michael glvnn

TOP 30 VIDEOCASSETTES

	Weeks On Chart	8/28		Weeks On Chart	8/28
1 ON GOLDEN POND 20th Century-Fox Video 9037	2	14	16 MAKING LOVE 20th Century-Fox Home Video 1146	10	7
2 STAR WARS 20th Century-Fox Home Video 1130	1	13	17 CANNERY ROW MGM/UA Home Video MVR/MBR 00143	24	3
3 SHARKY'S MACHINE Warner Home Video 72024	3	5	18 PERSONAL BEST Warner Home Video 61242	11	5
4 CHARIOTS OF FIRE Warner Home Video 70004	20	2	19 TIME BANDITS Paramount Home Video 2310	19	17
5 ABSENCE OF MALICE Columbia Pictures Home Entertainment 10005	5	9	20 DIAMONDS ARE FOREVER 20th Century-Fox Home Video 4605	25	2
6 ARTHUR Warner Home Video 72020	7	18	21 GOLDFINGER 20th Century-Fox Video 4595	15	7
7 RAGTIME Paramount Home Video 1486	4	8	22 ROLLOVER Warner Home Video 72022	22	4
8 THE BORDER MCA Distributing Corporation 71007	6	6	23 NEIGHBORS Columbia Pictures Home Entertainment VH/BE 10445	17	12
9 TRUE CONFESSIONS MGM/UA MVR/MBR 00145	12	4	24 PENNIES FROM HEAVEN MGM/UA MVR/MBR 00147	—	1
10 PRIVATE LESSONS MCA Distributing Corporation 71008	9	11	25 SHOOT THE MOON MGM/UA MVR/MBR 00141	18	7
11 SOME KIND OF HERO Paramount Home Video 1118	14	3	26 FOR YOUR EYES ONLY 20th Century-Fox Home Video 1128	21	23
12 CAT PEOPLE MCA Distributing Corporation 77008	26	2	27 SUPERMAN II Warner Home Video WB-61120	23	22
13 DRAGONSLAYER Paramount Home Video 1367	13	13	28 MODERN PROBLEMS 20th Century-Fox Home Video 1129	27	16
14 STRIPES Columbia Pictures Home Entertainment 10600	8	18	29 BUTTERFLY Vestron V6007	—	1
15 JANE FONDA'S WORKOUT KVC/RCA Karl Video Generation 042	18	10	30 TAPS 20th Century-Fox Video 1122	23	16

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

NEW VIDEO SOFTWARE RELEASES

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

FOUR FRIENDS
Cassette — Warner Home Video FW 26033 \$60.00

AND JUSTICE FOR ALL
Disc — RCA SelectaVision 03012\$27.98

NEIGHBORS
Disc — RCA SelectaVision 03023\$29.98

MURDER ON THE ORIENT EXPRESS
Disc — RCA SelectaVision 00649\$34.98

BANANAS
Disc — RCA SelectaVision 01413\$21.98

REVENGE OF THE PINK PANTHER
Disc — RCA SelectaVision 01419\$24.98

IN PRAISE OF OLDER WOMEN
Disc — RCA SelectaVision 08011\$21.98

WHOLLY MOSES
Disc — RCA SelectaVision 03024\$21.98

SWEPT AWAY
Disc — RCA SelectaVision 01803\$19.98

SEMI-TOUGH
Disc — RCA SelectaVision 01450\$21.98

PRETTY BABY
Disc — RCA SelectaVision 00671\$27.98

TOM JONES
Disc — RCA SelectaVision \$34.98

KEY LARGO
Disc — RCA SelectaVision 01456\$21.98

THE SEARCHERS
Disc — RCA SelectaVision 03106\$24.98

42nd STREET
Disc — RCA SelectaVision 01445\$21.98

TOMMY
Disc — RCA SelectaVision 13025\$27.98

BOB WELCH AND FRIENDS
Disc — RCA SelectaVision 12094\$24.98

NFL '81 OFFICIAL SEASON YEARBOOK
Disc — RCA SelectaVision 01605\$19.98

A CHARLIE BROWN FESTIVAL, VOL. 3
Disc — RCA SelectaVision 01303\$21.98

HANSEL & GRETEL
Disc — RCA SelectaVision 02105\$14.98

TRUE CONFESSIONS
Disc — MGM/UA MD 100145 . . \$24.95

BUDDY, BUDDY
Disc — MGM/UA MA 100142 . . \$24.95

RICH & FAMOUS
Disc — MGM/UA MD 100111 . . \$24.95

FIGHTING BACK
Cassette — Paramount PA 1515 \$59.95

BEACH GIRLS
Cassette — Paramount PA 2314 \$59.95

A SEPARATE PEACE
Cassette — Paramount PA 8096 \$44.95

IF . . .
Cassette — Paramount PA 6838 \$44.95

A WHITE DAWN
Cassette — Paramount PA 8724 \$44.95

CANNERY ROW
Disc — MGM/UA MD 100143 . . \$24.95

A STRANGER IS WATCHING
Disc — MD 100144 \$24.95

THE FIRST BARRY MANILOW SPECIAL
Disc — MGM/UA MD 100148 . . \$29.98

CHARLIE DANIELS BAND: CONCERT IN SARATOGA
Disc — CBS/Fox 7105 \$24.95

SIMON AND GARFUNKEL LIVE IN CENTRAL PARK
Disc — CBS/Fox 7103 \$24.95

Diversity, Depth Characterize Prerecorded Video Releases

(continued from page 22)

Unfortunately, this is not a complete list of fall releases, for a number of reasons. Few video software companies will reveal their releases more than a month in advance because, in many cases, they are not finalized until a few weeks before the product ships. Some titles, especially those involving principal music, can often be delayed over rights clearances. Finally, manufacturers would ideally like to see their current product be absorbed in the marketplace before revealing releases two to three months down the line. The following, then, is a label by label run-down of upcoming video cassette and disc titles, the range of which was dependent on how far in advance each particular company had its releases scheduled.

20th Century-Fox

CBS/Fox Video, the recently-created joint venture between CBS and 20th Century-Fox, is releasing *Star Wars* for sale on prerecorded cassette in September, which will be available in English and Spanish versions. In the VHS format, *Star Wars* will be in Dolby Matrix Stereo, as it will be in the laser and CED (mono compatible) discs. The venture is supporting the sale release of *Star Wars*, which has been in the rental mode since June, with a national advertising campaign including full-page ads in major daily newspapers throughout the country and four-color advertising in leading consumer and video trade publications. Also provided will be such point of purchase display materials as banners, four-color stand-up posters, for floor and counter top; mobiles; sell sheets, in English and Spanish; and plastic shopping bags. *Star Wars*, in prerecorded cassette, will carry a suggested list price of \$79.98, while the laser and CED disc retails for \$34.98.

MGM/UA

In September, MGM/UA Home Video is releasing eight new cassette titles, including First Run's *Ticket To Heaven*, *Rich & Famous*, *All The Marbles*, *The Time Machine*, *Elvis On Tour*, *Showboat*, *A Very Private Affair* and *The Phantom Tollbooth*. October is highlighted by the release of Blake Edwards' *Victor, Victoria* under the First Run rental plan, while additional titles

1982 VSDA Convention: Cooperation And Information

(continued from page 11)

speaker Gene Kahn, president of Columbia Video Systems in Highland Park, Ill., addressing the topic "The Video Dealer: The Missing Link." "The Manufacturer Speaks" panel follows, after which Motion Picture Assn. vice president James Bouras tackles the topic "Illegal Duplicating: Its Effect On Your Business."

The Monday (Aug. 30) business sessions

MGM/UA Home Video To Drop Rental Programs

(continued from page 7)

design but our distributors and dealers were confused about the numerous variations offered by the different home video companies. Consequently, we are simplifying our marketing plan."

Gallagher stressed, however, that the company is "reserving the right to reinstate...our rental program at some future point in time."

"We took a hard look at the whole marketplace and it's our feeling that there is an awful lot of confusion out there," Gallagher noted. "The administrative responsibility that came with the rental program was just too much, at this point. It's pretty hard to administer these plans, there's no question about it."

Warner Home Video found the same to be true with its 'Dealer's Choice' program, which was also begun in January, and consequently stopped releasing titles in the 'B' and 'lease/purchase' classifications.

"The bookkeeping was horrendous," stated Russ Bach, executive vice president, marketing development, WEA Corp., distributors of WHV product, "both for ourselves and the dealers. . .Dealers were taking advantage of the dating we offered and were really just purchasing outright."

Bach emphasized, however, that Warner Home Video intends, at this point, to continue releasing "A" classification rental-only titles, such as last month's *Chariots Of Fire*, and that there are no plans to phase out rentals altogether in the near future.

"We're extremely happy with the rental legs that the key titles have shown," said Bach. "My feelings is that we'll still have rentals in 1983. . .I don't know that we'll have anymore 'B' titles. . .But the plans aren't there, to my knowledge, to phase out rentals completely."

conclude with "The Mechanics For Profitable Rental Programs."

Sega Distribution then plays host to a cocktail buffet and game night, which, according to Locke, will feature the free play of 10 of the company's most popular games, including Zaxxon, Turbo, Donkey Kong, Venture, Mouse Trap, Smurf and others

"The retailers, if they're going to successfully sell games, have to learn how to merchandise the games properly," notes Locke. "Hands-on experience should give them a good feel for what the games themselves are like and how they work."

While Monday's program is split between the manufacturer and the dealer, Tuesday's seminars and workshops are "devoted entirely to the retailer," Locke emphasizes. Indeed, beginning at 9:30 a.m., the day starts with a seminar on "Your Greatest Assets: Yourself and Your Store Personnel," with management consultant Bruce Shackman, president of Shackman Assoc., speaking. Following "Creating An Exciting Merchandising Environment" is a seminar on "Security Control In The Video Store," with Robert Curtis, retail security consultant, speaking.

Following a luncheon hosted by Columbia Pictures Home Entertainment, the seminars continue at 1:30 p.m., beginning with "Financial Management For The Non-Exclusive Retail Executive," Doris Kenney, president of Brandon Accounting Consultants, speaking. The conference comes to a close in the afternoon with "Inventory Management: The Bottom Line," with business consultant Robert Davis as speaker and "Creative Newspaper Advertising: The Video Store and its Product Line," with Lee Recob, Newspaper Advertising Bureau vice president, speaking.

On display throughout the conference, adjacent to the main ballroom where the Monday business sessions are held, will be "as complete a selection of the currently available video titles from the major studios and a number of independents as we could get," says the VSDA's Solomon.

"At least, it's a lot better than anybody will see on a distributor list. Later on (in succeeding conferences), we'll have more formal exhibits, but this time around we didn't want to promise more than we could deliver."

Says Locke, summing it up, "Some associations take a week for what we're trying to do in 2 1/2 days."

for the month include *Whose Life Is It Anyway?* and *The Compleat Beatles*, the latter being supported by such point-of-purchase items as brochures and counter cards, in addition to an extensive promotional campaign, which will include cross-merchandising with the two-volume Delilah book of the same name (in coordination with Ingram Books) and Beatles record product. Also slated are a *Compleat Beatles* crossword puzzle and radio contests.

November releases include Duke Ellington's *Sacred Concert*, an original live concert production taped at St. Paul's Church in England in July of this year and featuring Phyllis Hyman and Tony Bennett, *The Secret Policeman's Other Ball* and *The Nutcracker Suite* with Mikhail Baryshnikov and Gelsey Kirkland. Coming in December, *Poltergeist* will be available for sale under First Run while *Pennies From Heaven*, a current rental title, will be available for sale. In January, the foreign film *Diva* and *Lady Chatterly's Lover* will be offered.

According to vice president of marketing Bill Gallagher, MGM/UA is preparing a gift catalog for the holiday season "which will feature those kinds of titles on MGM/UA which would make the most natural gifts, such as *The Wizard of Oz*, *That's Entertainment*, *The Compleat Beatles* or the Dr. Seuss tape, which is a natural since it includes *The Grinch Who Stole Christmas*. We want to promote sales and we saw this as one way of doing it."

MCA Videocassette

September "solicitations" or October releases include *Dead Men Don't Wear Plaid*, *The Sword And The Sorcerer*, the animated *Woody Woodpecker and Friends*, and two budget-priced "Reel Deal" titles, *Cherry Hill High* and *Slaughterhouse Five*, in MCA's Collector's Choice line.

Columbia Pictures Home Entertainment

The joint home video venture between Columbia Pictures and RCA has six new releases slated for the month of September, including the 1982 theatrical release *Wrong Is Right* starring Sean Connery, *Cheech and Chong's Nice Dreams*, *Return of the Seacaucus Seven*, *Raisin In The Sun* and *Iphigenia*, based on the classic Greek tragedy by Euripides. According to director of marketing Robin Montgomery, a foreign film and fine art library promotion is also being launched in support of approximately 20 of CPHE's titles, featuring "an additional off-invoice allowance" as a special incentive for distributors. The promotion is also highlighted by special POP display materials, including a foreign film mobile depicting ten of the titles.

Paramount

Two new Paramount releases have been scheduled for September, *The Beach Girls* and *Fighting Back*. In Paramount's low-priced Gateway Video line the same month will be *A Separate Peace*, Lindsay Anderson's *If . . .*, and *The White Dawn*. A new full-color poster is now being shipped to dealers featuring the September releases.

Warner Home Video

Arriving from WHV in September will be two recent theatrical releases, Ira Levin's *Deathtrap*, with Michael Caine, Christopher Reeve and Dyan Cannon and *Death Wish II*, starring Charles Bronson, in addition to 1981's *Four Friends*. Four rental titles will also be converted to the sales mode, including *The Hand*, *Prince Of The City*, *Blow Out* and *Death Trap*.

Walt Disney Home Video

New releases from Disney include *Night Crossing*, *Watcher In The Woods*, *Blackbeard's Ghost*, *Legend Of Sleepy Hollow* and *The Caballeros*, an animated collection. In November, the company will re-release *Mary Poppins* in stereo. The film title was originally released to the home video market in November 1980 but was pulled out of release 13 month later. Additionally, *Alice In Wonderland*, which has been available to rent since June 1981, will be available for sale in November. The remaining titles that month are *Babes In Toyland*, *Snowball Express* and two cartoon collections, *Fun and Fancy Free*, featuring the cartoons *Mickey and the Beanstalk* and *Bonzo*, and an as yet unnamed compilation.

Disney is also running an all-new holiday promotion in conjunction with its revamped package *A Walt Disney Christmas*, including a consumer toy giveaway and a new in-store display (*Cash Box*, Aug. 21).

Thorn EMI Video Programming Enterprises

TEVPE is presently shipping six new titles, including the Swedish-made *Montenegro*, starring Susan Anspach and the *Little River Band* in concert, along with *Goodbye Norma Jean*, *The Stud*, *Spaced Out* and *Four Feathers*. Also tentatively set to ship in September is *Totally Go-Go's*.

Vestron

Butterfly, starring Pia Zadora, heads the list of five new titles which have recently shipped to dealers, including *The Private Eyes*, a comedy with Don Knotts and Tim Conway; *The Last Chase*; *They All Laughed*; and *Dick Cavett's Hokus, Pokus It's Magic*. Shipping in September are *Benji*, *Hawmps*, *Agency*, *The Silent Partner* and Joan Micklin Silver's *Between The Lines*. In October will be *Angel of H.E.A.T.* with Marilyn Chambers, *The Happy Hooker Goes To Washington* starring Joey Heatherton, *Slumber Party '57*, *Pepper and Seniors*. According to Vestron president Jon Peisinger, prior to Christmas the Connecticut-based independent will release *The Europeans*, with Lee Remick, *The Savages*, starring Sam Waterston, *The Innocent*, with Laura Antonelli, *Improper Channels*, starring Alan Arkin and Mariette Hartley, *Separate Ways*, with Karen Black and Tony LoBianco and the John Ford classic *Stagecoach* starring John Wayne.

Peisinger added that, like MGM/UA, Vestron is putting together a promotion centering around POP display for the holiday season "for our more collectible titles, emphasizing the gift theme." Full-color posters and brochures will be part of the push, while Vestron will provide co-op advertising for dealers through its distributors.

Pacific Arts

Just-shipped from Carmel, Calif.-based Pacific Arts are *The Endless Summer* and *The Hungry i Reunion*, while out in October will be *To See Such Fun*, which president David Bean noted contains some of the best-known British comedy skits and routines, and Louis Malle's *My Dinner With Andre*, which has been recently re-released theatrically.

Supporting all releases, stated Bean, will be "the normal distributor program, point of purchase displays and a new catalog and brochure which will be available in November."

Media Home Entertainment

Heading the list of September releases for MHE is *The Seduction*, starring Morgan Fairchild; the first of the nine Wilderness Family pictures Media picked up, *The Adventures of the Wilderness Family: Devil Times Five*; and *The Sex Machine*. Coming in October is *Beyond The Door*, *Don't Answer The Phone and Kill Or Be Killed*, while MHE wraps up the year with the November/December releases *Mountain Family Robinson*, *The Wilderness Family, Part 2*, the animated *Puss 'N Boots*, *Silent Night* and *The Night Before Christmas*, which comes with a coloring book and floppy disc. Point of purchase displays include full-color posters on *The Wilderness Family* series and *The Seduction*.

MHE also has eight new Spanish language titles, being marketed in large plastic library cases with special flyers provided to dealers.

The Nostalgia Merchant

In what vice president Earl Blair calls "a distinct departure from our usual orientation towards classics," Nostalgia Merchant is shipping four "more contemporary" film titles Oct. 15: *Cross Of Iron*, *Night of the Juggler*, *The Amazing Dobermans* and *The Uncanny*. According to Blair, dealers and distributors are being provided with demo cassettes to preview the titles, and

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New, Developing Acts Make Strong Showing On Cash Box Country Charts

by Tom Roland

NASHVILLE — Artists who were not present on the **Cash Box** country album and singles charts as recently as two years ago have made quite a dent in both lists, garnering seven of the Top 20 positions on this week's singles sheet and six of the Top 20 notches on the album grid. In addition, a number of developing artists are also present within each survey.

Although country has long been considered a medium in which the fans continued to accept the same major performers repetitiously once they became established, many of those traditional artists were pushed aside several years ago in the struggle to achieve crossover success, and a plethora of new talent emerged. Once country began to rival pop acceptance, radio playlists tightened and stations began to mirror their rock and adult/contemporary counterparts in the overall "sound" of the station. Many within the industry expressed a fear that the further establishment of new blood would be disregarded in an effort to continue recycling the recently established sound, but the **Cash Box** chart indicates that many of the top current records were cut by artists who had no track record only 24 months prior, while many of the others had not gained prominence until that two-year period.

In this week's singles chart, seven artists who are newcomers to the list are lodged within the Top 20. George Strait's "Fool Hearted Memory" is at #4 after making the top spot last week, Earl Thomas Conley is at #6 with "Heavenly Bodies," and Michael Murphey checked into the Top 10 with "What's Forever For" at #9. Although

Murphey has been a recording artist since the '70s, this is his first major country single following a handful of earlier attempts which met with little success.

In addition, David Frizzell's "I'm Gonna Hire A Wino To Decorate Our Home" is at #15 this week after peaking at #2 (Frizzell and sister-in-law Shelly West have "I Just Came Here To Dance" at #16), Gary Morris' "Dreams Die Hard" has worked its way up to #18, and the Younger Brothers' second single, "Nothing But The Radio On," is levelled at #20.

Likewise, five developing artists have found their way into the Top 20. Reba McEntire's "I'm Not That Lonely Yet" is at #3, her highest position ever, while another female, Charly McClain, has "Dancing Your Memory Away" at #9. Mel McDaniel, Eddy Raven and Gail Davies have records at #11, #13 and #19, respectively.

Strong LP Sales

Not only are the singles by such artists being programmed by radio and sold on the strength of a particular song, the artists' albums are also being purchased by the public. Ricky Skaggs' major label debut, "Waitin' For The Sun To Shine," is at #5 after spending three weeks at #1. Sylvia's second album, "Just Sylvia," which produced a single "Nobody" (which spent two weeks at #1), is levelled at #6, David Frizzell's debut as a solo artist, "The Family's Fine, But This One's All Mine!" is at #7 and Juice Newton's "Quiet Lies" comes in at #8. George Strait's second album, "Strait From The Heart," is at #12, and labelmate Lee Greenwood, on the strength of three solid singles, has vaulted into the #14 position.

Developing act Rosanne Cash has also proven a strong seller, positioned this week at #13, and Alabama has become a real phenomenon in just two and one-half years, with "Mountain Music" at #2 and "Feels So Right" at #18.

While new and developing artists are certainly proliferating within the country chart, some of the more established artists whose careers had been on the wane in recent years have shown a bit of a resurgence. Jerry Reed's "She Got The Goldmine" is his biggest record in over four years. Currently at #5, it is the strongest record Reed has had since "(I Love You) What Can I Say" peaked at #13 July 29, 1978.

Moe Bandy's "She's Not Really Cheatin'" is his first Top 10 single since "Yesterday Once More," which peaked at #8 on Oct. 11, 1980. Similarly, his "She's Not Really Cheatin'" album has reached the #15 position, while Reed's "The Man With The Golden Thumb" hangs in at #20. Just three weeks ago, Marty Robbins reached the Top 10 with "Some Memories Just Won't Die," his first Top 10 effort since "Return To Me" peaked at #8 April 1, 1978.



McCLINTON DELIVERS FOR COUNTRY GOLD — Country singer O.B. McClinton performed on the stage of Opryland U.S.A.'s Showboat Theater recently while taping for the upcoming CBS-TV movie, *Country Gold*, starring Loni Anderson and Earl Holliman. McClinton, singing here with a typecast band, was joined in the taping by Jerry Flowers (r), director of artist development for RCA, playing guitar behind the piano.

STATION PROFILE

KFDI/Wichita: Great Empire Flagship Scores With 'Good Ole Boys' As DJs

by Tom Roland

NASHVILLE — While most stations are in search of topnotch on-air talent with a magical voice that pulls audiences like a magnet, Don Paul, program director for KFDI-AM/Wichita, claims his station "doesn't have any radio announcers." Paul's implication is not that the station's programming is strictly music — the station has been personality-oriented for some 18 years — but that instead of the disc jockeys thinking of themselves as radio announcers, they become "good ole boys who communicate well on the radio."

KFDI is the flagship station for the Great Empire chain, which, with 10 country signals, is the largest country broadcasting chain today. In addition to KFDI-AM&FM, Great Empire controls KTTS-AM&FM / Springfield, Mo.; KYNN-AM&FM / Omaha; KWKH & KROK-FM / Shreveport; and KBRQ-AM&FM/Denver. As the flagship, KFDI sets many of the standards for its organizational teammates, and its efforts were rewarded last winter when it was named Medium Market Station of the year in a **Cash Box** Country Programmer's Poll (**Cash Box**, Feb. 27).

One of the major issues facing the radio industry today is the decline of the AM dial in listenership, but Paul indicates that his station's method of coping with the problem is to play up the strengths of both radio modes. "Technology makes FM; people make AM," he states. "I think I can say that we have a good, solid team on FM, but we have some personalities on AM that are

Bradley To Step Down From RCA VP Post

NASHVILLE — Jerry Bradley, vice president in charge of the Nashville office of RCA Records, will leave the company in the spring of 1983 at the culmination of his current contract to "pursue other interests."

Sources with RCA say that Bradley had turned in his resignation with the label's New York branch approximately six weeks ago and that no decision as to a successor had been made.

Bradley's resignation will become effective in March of 1983.

Rubin Named Keynote Speaker For Seminar

NASHVILLE — Gerrold R. Rubin, president of Los Angeles-based Needham, Harper & Steers, one of the country's largest advertising agencies, has been named as the keynote speaker for the 11th annual Talent Buyers Seminar Oct. 8-12 at the Hyatt Regency Hotel in Nashville. Rubin will follow the seminar's theme, "Adapting To The New Reality," during his presentation at the event, sponsored by the Country Music Assn. (CMA).

unique to radio. The only way people can enjoy these people is to listen to our AM station. That is the approach we're taking on the AM and the reason for being able to hang on to our audience. The AM dial is something that admittedly is suffering a little attrition right now — I see that on AMs all over and maybe to some degree with our AM."

The one asset that makes KFDI personalities unique is that they have become somewhat stylized, but not in the traditional sense of the term where each personality sounds just like the one who precedes him or the one who follows. "They're country," notes Paul. "They're polished pros, but their vocal approach on the air is real country. They're good, down-to-earth communicators. They come off as good ole boys and not necessarily radio announcers. We don't have any radio announcers here; we've got good ole boys who communicate well on the radio."

Most Traditional

In addition to utilizing the AM strengths to present a strong personality-oriented format, they also differentiate between the AM and FM to cater to different audiences, each a part of the overall 25-54 demographic that country radio so vigorously chases. "We would like our AM to be thought of as the most traditional station in town," Paul suggests, "although we do try to play a broad range of country. We're not exclusively traditional; we play Kenny Rogers and Anne Murray, but we still play Bob Wills and Ernest Tubb and Kitty Wells. On FM, we're probably a little more contemporary; we occasionally feature short, silent sweeps of music, although we do maintain a traditional element there, too. We shoot for distinctively younger demographics on FM, 25-35, whereas on AM we're 35 and up."

Naturally, the segmentation of the two formats is a tactic to gain a larger share of the Wichita market. "I don't think any one station can effectively reach 25-54, which of course is our overall target," he says. "I think our AM is extremely good at delivering 35+ and our FM is real good at delivering below 35. I don't think any one station can deliver the broad range that we can."

Paul is quick to emphasize that one reason KFDI can deliver that audience is that the station pays more attention to the community than to the Arbitron book, which seems to predominate much of radio industry thinking. "We go not only for numbers," he suggests, but we also want the attention of our listeners. We have that, and it makes us a little more effective."

The radio ranch (the facility) and the radio ranchhands (the personalities) have become ingrained in the minds of their listeners through a high degree of community involvement. The station drew 22,000 to a Sunday picnic at a Wichita amusement park this summer, where it presented

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Grand Prix Label Bows

NASHVILLE — Grand Prix Records, a Memphis-based label headed by president Ed Dubaj and executive vice president Danny White, opened for business recently and has just released its first single.

Linda Nail's "You Sure Know How" was shipped nationally Aug. 13, and Fischer & Lucas, Inc. have been retained to handle record promotion and distribution on the initial single and all other pending releases. White, a quarterback with the Dallas Cowboys, recorded an album for the label at Sam Phillips Recording Studio in Memphis. It should ship in September.

Grand Prix is located at 2158 Union Avenue, Memphis, Tenn. 38104. The telephone number is (615) 259-3790.

For The Record

In last week's *Spotlight on New Faces To Watch*, it was incorrectly stated that Steve Wariner would have an album forthcoming on MCA. Wariner is, in fact, on RCA, and the MCA act whose album should ship in September is the Thrasher Brothers.



ANDERSON BACKS SINGLE WITH PETTY PRESENTATION — Bill Anderson hand delivered the first copy of his "Southern Fried" single to stock car driver Richard Petty, who is mentioned in the chorus of the song. The single is the debut for Anderson on Bill Lowery's Southern Tracks label. Pictured before a recent race in Nashville are (l-r): Mike Borchetta, promoter; Petty; and Anderson.

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	25	40	1
2	26	41	23
3	11	42	37
4	8	43	3
5	38	44	47
6	22	45	10
7	9	46	22
8	15	47	5
9	44	48	31
10	32	49	6
11	20	50	32
12	10	51	14
13	11	52	77
14	19	53	1
15	12	54	3
16	12	55	40
17	3	56	14
18	76	57	18
19	10	58	20
20	14	59	54
21	25	60	20
22	8	61	13
23	20	62	14
24	21	63	16
25	27	64	6
26	4	65	65
27	19	66	8
28	29	67	25
29	8	68	19
30	6	69	8
31	2	70	23
32	21	71	8
33	15	72	21
34	113	73	77
35	4	74	40
36	52	75	8
37	4		
38	5		
39	2		

THE COUNTRY COLUMN

MURPHEY NEEDS 'FOREVER' TO MAKE TOP 10 — Michael Martin Murphey has been recording for a number of years and mounted a respectable following among adult/contemporary listeners, but this week, for the first time in his career, the artist reached the Top 10 on the **Cash Box** country singles chart with "What's Forever For" from his self-titled label debut on Liberty. Murphey has not seen the Top 10 on any chart since 1975, when "Wildfire" stormed up the pop charts. "What's Forever For" is the second single for Murphey with his new label, following the mid-charting "The Two-Step Is Easy." Murphey is not the first to record the **Rafe VanHoy**-penned tune, which has actually been released on albums and as singles by at least 11 different artists. Others to record the song, written for the Tree Group in 1978, include **John Conlee, T.G. Sheppard, England Dan & John Ford Coley, Johnny Mathis, Paul Anka, Anne Murray, Dorothy Moore, Sam Neely, Cliff Edwards** and VanHoy himself. Murphey will take somewhat of a step into the political arena in September, raising money on-stage to help support Texas senator **Lloyd Benson's** campaign.

TOP BILLING SIGNS MINIMUM WAGE KING — Epic artist **Don King** recently signed an exclusive booking agreement with Top Billing International. His last album, "Whirlwind," fell in the crevice somewhere between country and pop, but he has already been making advance phone calls to radio stations to back his upcoming single, "Maximum Security To Minimum Wage." While King is undoubtedly collecting a little more than \$3.35 an hour (minimum wage these days), current plans call for a midwestern concert tour this fall.

ROWLAND DOUBLES AS TENNIS PLAYER — **Dave Rowland** will be among a number of musicians who take the court for the three-day Peachtree World of Tennis Festival, a pro-am tennis tournament that will include tennis players from such rock bands as **Jefferson Starship, Poco, Queen, Tom Petty & the Heartbreakers, Kansas** and **Ambrosia**.



BACK AT THE MIKE — **Larry Gatlin** (r) was back in the studio recently, cutting tracks with producer **Jerry Crutchfield** for an upcoming album at **Sound Emporium Recording Studios**. His initial single from the album, "Sure Feels Like Love," shipped last week.

Lionel Richie, Don Kirshner and **Stephen Bishop** are also expected to join the field and play alongside professional tennis players such as **Vitas Gerulaitis** and **John Alexander**. Rowland won the Music City Tennis Invitational earlier this year, and later, the athletes will sit in with the musicians while they perform.

PARTON CANCELS DATES — After the recurrence of a gynecological disorder, **Dolly Parton** has had to cancel a number of dates on her summer tour, her first in three years (**Cash Box**, June 5). The strains of touring caused hemorrhaging before a show in Indianapolis, and Parton, a co-star with **Burt Reynolds** in the film *The Best Little Whorehouse In Texas*, was subsequently flown to New York so that doctors

could examine the problem and decide whether or not major surgery is in order. Seven dates have been cancelled in five cities, including Kansas City, Aug. 24; Tulsa, Aug. 25; St. Louis, Aug. 26; Chicago, Aug. 28; and Detroit, Aug. 29-31. Further cancellations are likely if surgery is necessary.

EVERETTE A HOT ACT IN TEXAS — **Leon Everette** has been plagued by numerous misfortunes on the road this year. His bus was run off the road in a snowstorm in January, the engine cracked in Colorado, he injured his ankle jumping from a stage in Texas, and the band was electrocuted a couple months ago while playing in Wyoming at an outdoor date where a thunderstorm blew in to town. The latest episode in the continuing saga found Everette and his band, **Hurricane**, sweating it out in Texas when the main system and back-up unit for the bus's air conditioning unit broke down, sending the temperature inside the vehicle to a scorching 150 degrees.

SEAGRAM'S WINNER TREATED TO VEGAS HOSPITALITY — **Norris Treat**, winner of the 1981 Seagram's 7 International Battle of the Bands, has released his first album, "The Winner," on Plantation Records. Representing WKHK-FM/New York, Treat bested more than 1,500 competitors to claim last year's title along with the release of a single on Plantation, but label president **Shelby Singleton** was impressed enough with Treat to sign him to a multi-year, multi-album pact. Meanwhile, Treat received a half dozen offers from Las Vegas nightclubs following his first showcase in the glitter capitol and accepted a 12-week engagement with the **Barbary Coast**.

FROM TEXAS TO TIFFANY — **Kaleidoscope Records**, a label based in California, is releasing a series of recordings by **Bob Wills** and the **Texas Playboys** from the **Tiffany Transcriptions**, a collection of radio broadcasts that featured the Texas swing pioneer in 1946-47. The initial release from the set, which should eventually number 10 records, is scheduled for an October release date.

SKAGGS CITED IN HOMETOWN CELEBRATION — Praise was bestowed upon hometown hero **Ricky Skaggs** during an entire weekend of festivities in Louisa, Ky., Aug. 21-23. Believably dubbed "Ricky Skaggs Weekend," the event included renaming one of the town's major arteries **Ricky Skaggs Boulevard**. In addition, Skaggs was named a Kentucky Colonel and was presented three proclamations — from Louisa, Lawrence County and the state of Kentucky — recognizing the event, the "Outstanding Kentuckian Award," and the "White Dove Award," presented annually by **Ralph Stanley** on behalf of his late brother, **Carter**, to an individual for his contributions to traditional country music.

tom roland

SINGLES TO WATCH

- RANDY PARTON** — Roll On Eighteen Wheeler — (RCA PB-13309)
- JANIE FRICKE** — It Ain't Easy Bein' Easy — (Columbia 38-03214)
- DOTTIE WEST** — She Can't Get My Love Off The Bed — (Liberty P-B-1479)
- DIANE PFEIFER** — Let's Get Crazy Again — (Capitol P-B-5154)
- JUDY TAYLOR** — The End Of The World — (Columbia 18-03154)
- MIKE CAMPBELL** — No Room To Cry — (Columbia 18-03154)

TOP 100 COUNTRY SINGLES

September 4, 1982

	Weeks On Chart	8/28 Chart		Weeks On Chart	8/28 Chart		Weeks On Chart	8/28 Chart
1	9	1	34	43	4	67	52	15
2	11	2	35	40	5	68	71	5
3	15	3	36	68	2	69	88	2
4	12	4	37	41	8	70	74	4
5	9	5	38	39	7	71	76	3
6	13	6	39	45	3	72	73	6
7	12	7	40	46	4	73	—	1
8	11	8	41	49	2	74	—	1
9	13	9	42	5	15	75	83	3
10	12	10	43	48	4	76	86	5
11	10	11	44	50	6	77	87	3
12	10	12	45	61	2	78	79	5
13	14	13	46	56	3	79	53	10
14	6	14	47	51	4	80	85	3
15	2	15	48	11	14	81	55	11
16	16	16	49	23	16	82	58	7
17	8	17	50	—	1	83	75	10
18	6	18	51	29	17	84	89	3
19	9	19	52	54	5	85	90	2
20	11	20	53	70	2	86	62	17
21	10	21	54	63	5	87	—	1
22	5	22	55	67	3	88	—	1
23	6	23	56	65	3	89	91	2
24	8	24	57	57	8	90	94	2
25	3	25	58	59	6	91	95	2
26	3	26	59	60	6	92	92	5
27	9	27	60	69	2	93	—	1
28	3	28	61	64	4	94	66	7
29	5	29	62	—	1	95	72	7
30	7	30	63	38	15	96	77	11
31	7	31	64	42	10	97	93	3
32	8	32	65	44	13	98	78	9
33	5	33	66	47	12	99	80	15
						100	81	15

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Ain't No Money (Coolwell/Granite — ASCAP)	42	Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI) 63	1
Alice In Dallas (Shade Tree Pub/Tree Publ. — BMI) 93		I Ain't Giving (Temar — ASCAP)	77
Are The Good Times (Shade Tree — BMI)	86	I Didn't Know (Baray/Mullet — BMI)	31
Back In Debbie's Arms (Opa-Locka — ASCAP)	37	I Don't Care (Cedarwood — BMI)	67
Back To Believing (Chappell — ASCAP/Hall-Clement		I Just (Hall-Clement c/o Welk — BMI)	16
c/o Welk — BMI)	70	I Will Always (Velvet Apple Music — BMI)	26
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP)	11	I Wish (Sister John/Antebellum — BMI)	76
Blue Rendezvous (House of Gold — BMI)	66	I Wish You (Tree Publ. — BMI)	17
Born To Run (Rondor (London-PRS) adm in the		If I Ever Needed A Lady (South Town — BMI)	59
U.S. & Canada by Irving — BMI)	49	If My Heart (Acuff-Rose Pub./Glad Music — BMI)	58
Break It To Me Gently (Northern Music Co. (MCA) —		If You Could (House Of Gold — BMI)	84
ASCAP)	45	I'll Be Loving You (Metaphor — BMI)	83
Break-Out-The-Booze (I.S.P.D. — ASCAP)	97	I'll Be Your (Cross Keys — ASCAP)	27
Close Enough To Perfect (Accredit Music/Raindance —		I'm Drinkin' (Ensign — BMI/Colgems-EMI — ASCAP) 38	
BMI)	36	I'm Gonna Hire A Wino (Peso/Wallet — BMI)	15
Country Boy's Song (Bill-Kar—SESAC/Sparks		I'm Not (Swallowfork — ASCAP)	55
Gotta Fly — BMI)	94	I'm Not That (Swallowfork — ASCAP)	3
Cowboy In A (Peso/Wallet — BMI)	98	In The Driver's (Flowering Stone/Lisa Dawn —	
Dancing Your Memory (Barnwood — BMI)	8	ASCAP)	56
Don't It Break Your Heart (Collins Court/Jack and Bill		It's A Wonder Woman (Queen of Hearts — BMI)	87
c/o Welk Music Group — ASCAP)	73	It's Hard To Be (Galleon — ASCAP/Algee — BMI)	79
Dreams Die Hard (Jensing/Chick Rains — BMI)	18	It's Like Falling In Love (Blackwood Music, Inc./Magic	
Ever, Never Lovin' You (Calico Music/Tree		Castle Music — BMI/April Music/Widmont Music —	
Publ./Sugarplum Music — SESAC/BMI)	53	ASCAP)	74
Fool Hearted Memory (Make Believs/Welbeck —		It's Not My Way (Hall-Clement — BMI)	89
ASCAP)	4	L.A. County Jail (Shady Dell — BMI)	92
Fool's Gold (Peso Music — BMI)	91	Let It Be Me (MCA Music, Div. of MCA — BMI)	34
Georgia On A (ATV — BMI)	52	Livin' In These (Roger Cook/Cookhouse — BMI)	25
Get Into Reggae (Bellamy Bros./Famous — ASCAP) 22		Looking For The Sunshine (Milene — ASCAP)	71
He Got You (Chriswood — BMI/Murfeesongs —		Love Busted (Tree — BMI)	24
ASCAP)	29	Love Never Dies (Galleon — BMI)	57
Heavenly Bodies (Blue Moon/Merilark/April —		Love Will Turn (Lionsmate/DebDave/Briarpatch —	
ASCAP)	6	ASCAP/BMI)	13
Hey! Baby! (Le Bill Music/Unart Music — BMI)	23	16 Lovin' Ounces To The Pound (Maplesville/Fanlor —	
		BMI/Country Moon — ASCAP)	85
		So This Is (Ensign — BMI/Angle — ASCAP)	78
		Some Days It (Chiplin Music — ASCAP)	47
		Some Memories Just (House of Gold — BMI)	51
		Some Never Stand (Terrace — ASCAP)	75
		Some Of My Best (Tree — BMI)	30
		Song Of The South (Hall-Clement c/o Welk — BMI) 72	
		Soul Searchin' (Swallowfork — ASCAP)	35
		Southern Fried (Stallion/Lowery — BMI)	61
		Stumblin' In (Chinnichap — adm. In U.S. & Can. by	
		Careers — BMI)	96
		Take Me Down (Chinnichap adm. In U.S. & Can. by	
		Careers/Irving/Down 'N Dixie — BMI)	99
		The High Cost Of Loving (Rick Hall — ASCAP)	100
		The Killin' Kind (Hoosier — ASCAP/New Albany —	
		BMI)	46
		This Dream's On Me (Coal Miners — BMI)	12
		Wait Till Those (Millstone — ASCAP/Almarie — BMI) 54	
		Walk Me 'Cross (Kelly & Lloyd — ASCAP)	68
		War Is Hell (Tree Publ. — BMI/Cross Keys (Tree Group	
		— ASCAP)	50
		Whatever (American Cowboy Music — BMI)	10
		What's Forever For (Tree — BMI)	9
		Women Do Know (Waylon Jennings/Vogue & Baby	
		Chick c/o Welk — BMI)	2
		Women In Love (Hall-Clement c/o Welk Group —	
		BMI)	80
		Yesterday's Wine (Willie Nelson — BMI)	21
		You Put The Blue In Me (Elektra/Asylum Music —	
		BMI/Refuge Music/Cross Keys (Tree Group) —	
		ASCAP)	60
		You Still Get (First Lady — BMI/Tapage — ASCAP) 40	
		You Turn Me On (Crazy Crow — BMI)	19
		Your Bedroom Eyes (Nub-Pub — ASCAP)	32
		You're So Good When You're Bad (Royalhaven Music	
		— BMI)	41

⚡ = Exceptionally heavy radio activity this week \$ = Exceptionally heavy sales activity this week

THE COUNTRY MIKE

NEW CASH BOX REPORTERS SELECTED — The following radio stations have been added to report their playlists to **Cash Box** beginning this week: **KBHL/Lincoln, WRJZ/Knoxville, KNAL/Victoria, KBUC-FM/San Antonio, KXXY/Oklahoma City, WPTR/Albany, WPKX/Alexandria, KLIC/Monroe, KWEN-FM/Tulsa, WAIM/Anderson, and WHTN/Huntington.** These 10 new reporters will bring to 107 the panel of stations that help compile the weekly **Cash Box** Top 100 Country Singles chart. Each station is required to compile and report its weekly playlist to **Cash Box** in order to make up the airplay portion of the chart. Current **Cash Box** reporters **WSAI/Cincinnati** and **KSON/San Diego** will now report their FM playlists.

PROGRAMMER PROFILE — When he was in the ninth grade, **Gem O'Brien** walked into the local radio station, **WTZE/Tazewell, Va.**, and explained to the station's personnel that he wanted to learn how to become a DJ and that he was willing to work for nothing if they would train him. For the next three months, O'Brien's father dropped him off at the station after junior high classes each day to learn the ins and outs of radio. By the time he could drive, O'Brien was working Top 40 at **WXEE/Welsch, W. Va.**, where he worked early evenings for about four months. Then it was back to **WTZE**, where he played A/C for three years. After graduating from high school, O'Brien moved to **Beckley, W. Va.**, where he worked for **WJLS/WBKW** from 1974 to 1976 while attending **Appalachia Bible College**. After moving to **Siloam Springs, Ark.**, to attend **John Brown University**, O'Brien worked for **KJBU**, a commercial university radio station, for his last two years of college. Then in late 1978, he sent an air check to **Scott Campbell**, who was program director at **KBHL/Lincoln** at the time. Campbell liked the tape and also needed a midday air personality, and O'Brien got the nod. In 1979, O'Brien moved across town to **KLMS**, where he worked A/C for two years. By early 1981, it was back to **KBHL** to become production manager and afternoon DJ. Earlier this year, O'Brien was named to be program director for the **Benware Assoc.**, station and by July, he was named station manager while he still holds down an afternoon air shift.

OCRB SLATES MEETING — The Organization of Country Radio Broadcasters (OCRB) has finalized plans for the group's agenda and board of directors meetings to plan the **Country Radio Seminar** for 1983. Both meetings will be held at **Broadcast Music Inc.** offices in **Nashville** on Sept. 10-12, according to **OCRB** president **Bob English** of **WUBE/Cincinnati**. Regarding the agenda committee, chairman **Jim Ray** of **KOKE/Austin** indicates that a wide array of topics to interest all levels of station personnel will be discussed as in past seminars. To assist Ray on his committee will be **Lon Helton, KHJ/Los Angeles; Cat Sloan, KFMR/Stockton; Jerry Schafer, KKBC/Carson City; Bob McDonald, KOKE/Austin; Lee Masters, WAVE/Louisville; Ron Norwood, KPMS/Seattle; Carol Parker, WMZQ/Washington; David Gerard, WKSX-FM/Cleveland; Mike Carta, WIL/St. Louis; Mike Kirtner, WKXW/Allentown; Joel Raab, WHK/Cleveland; Bill Figenshu/Viacom Radio; Janet Fort, WSM/Nashville; Paul O'Brien, WUBE/Cincinnati; Charlie Cook, KLAC/Los Angeles; Jerdan Bullard, WZZK/Birmingham; Beverlee Bleisch, KJJY/Des Moines; and Bob Backman, KWEN-FM/Tulsa.**

REEVES' BIRTHDAY CELEBRATED — In an event that welcomed both the industry and the public, the first **Jim Reeves** birthday celebration was held at the **Reeves Museum** in **Nashville**. **Mary Reeves Davis** welcomed country music fans to the ceremony, which was hosted by **Bob Mitchell** and **Don Keith** of **KZ Country**. **KZ Country (WJRB-AM and WJKZ-FM/Nashville)** broadcast the special event while remote broadcast signals were relayed to **WPLO/Atlanta, WDOD/Chattanooga, WPNX/Columbus, WRVA/Richmond** and other country stations.

COWBOY GETS A BLUE RIBBON — Professional Rodeo Network's syndicated radio show, **The Great American Cowboy**, was selected as the radio recipient of the 1982 **Trail Blazer Media Award** presented by **The Old West Trail Foundation**. **Ken Larsen**, president of the foundation, cited **Cowboy's** informative reporting of national rodeo events and western lifestyles as the key to the award.

WSIX-AM TO SWITCH TO COUNTRY — General Electric's **WSIX-AM/Nashville** will switch formats to country this month, according to station general manager **Jim Bocock**. Presently airing an all-talk format, the station hopes to blend its present personalities into the new country format without losing its current core audience. **Bocock** added that the current lineup will not be changed, but modified to suit the new country format. Along with the new format, **Bocock** indicated that **WSIX-AM** hopes to join sister **WSIX-FM** in transmitting a stereo signal in the near future.

country mike



Gem O'Brien

PROGRAMMERS PICKS

Joel Raab	WHK/Cleveland	War Is Hell — T.G. Sheppard — Warner/Curb
J.D. Cannon	WFMS/Indianapolis	Don't It Break Your Heart — Steve Wariner — RCA
Andy Witt	WTSO/Madison	Operator, Long Distance Please — Barbara Mandrell — MCA
Mark Andrews	KWJJ/Portland	You Put The Blue In Me — The Whites — Elektra
Jeff Davles	KXLR/Little Rock	Step Back — Ronnie McDowell — Epic
Terry Fullen	WIRE/Indianapolis	Made In The U.S.A. — The Wrights Brothers — Warner Bros.
Janet Bozeman	WJRB/Nashville	Sure Feels Like Love — Larry Gatlin and The Gatlin Brothers Band — Columbia
Rick Stewart	KRAK/Sacramento	The Killin' Kind — Bandana — Warner Bros.
Tony Kidd	WZZK/Birmingham	Close Enough To Perfect — Alabama — RCA

MOST ACTIVE COUNTRY SINGLES

1. CLOSE ENOUGH TO PERFECT — ALABAMA — RCA — 42 ADDS
2. WAR IS HELL — T.G. SHEPPARD — WARNER/CURB — 40 ADDS
3. OPERATOR, LONG DISTANCE PLEASE — BARBARA MANDRELL — MCA — 34 ADDS
4. DON'T IT BREAK YOUR HEART — STEVE WARINER — RCA — 24 ADDS
5. BREAK IT TO ME GENTLY — JUICE NEWTON — CAPITOL — 24 ADDS
6. IT'S LIKE FALLING IN LOVE — OSMOND BROTHERS — ELEKTRA — 22 ADDS
7. EVER, NEVER LOVIN' YOU — ED BRUCE — MCA — 22 ADDS
8. MADE IN THE U.S.A. — THE WRIGHT BROTHERS — WARNER BROS. — 19 ADDS
9. YOU'RE SO GOOD WHEN YOU'RE BAD — CHARLEY PRIDE — RCA — 15 ADDS
10. YOU PUT THE BLUE IN ME — THE WHITES — ELEKTRA — 14 ADDS

MOST ADDED COUNTRY SINGLES

1. MISTAKES — DON WILLIAMS — MCA — 48 REPORTS
2. LET IT BE ME — WILLIE NELSON — COLUMBIA — 45 REPORTS
3. HE GOT YOU — RONNIE MILSAP — RCA — 40 REPORTS
4. YESTERDAY'S WINE — MERLE HAGGARD & GEORGE JONES — EPIC — 39 REPORTS
5. LIVIN' IN THESE TROUBLED TIMES — CRYSTAL GAYLE — COLUMBIA — 39 REPORTS
6. PUT YOUR DREAMS AWAY — MICKEY GILLEY — EPIC — 35 REPORTS
7. I WISH YOU COULD HAVE TURNED MY HEAD — OAK RIDGE BOYS — MCA — 34 REPORTS
8. I WILL ALWAYS LOVE YOU — DOLLY PARTON — RCA — 34 REPORTS
9. SOUL SEARCHIN' — LEON EVERETTE — RCA — 33 REPORTS
10. SHE'S LYING — LEE GREENWOOD — MCA — 32 REPORTS

KFDI/Wichita: Great Empire Flagship Scores With 'Good Ole Boys' As DJs

(continued from page 28)

Boxcar Willie, Riders In The Sky and **Susie Allanson**. The station also features free listener appreciation shows with 12,000 tickets given away. This year's set included the **Bellamy Brothers, Reba McEntire** and **Sonny James**, while last year's edition brought **Alabama, Bobby Bare** and **Bill Anderson**.

Public Service

"We also do a lot of public service-type promotions," notes **Paul**. "One of the better ones we did was when we organized a large group of people to go out and paint the homes of elderly **Wichitans** and several hundred people volunteered to paint scores of homes that were recommended to us by various agencies in the community. This past Christmas we arranged gifts through the police department for over 800 underprivileged children. We planned a four-week promotion on it, and within a week we had everything the community needed."

On-air participation within the community is also aided by the presence of an extensive mobile unit, which **Paul** says is fully-equipped and ready for remotes from any section of the metro area. "We've got cart machines and turntables," he boasts. "It does more than just your traditional remote, and we get out there and a guy will actually bring his records, certain of his carts and produce his whole show out there."

Great Empire has been actively maintaining the facility, and **KFDI's** structure is,

according to some industry personnel, one of the most enviable in existence. "This company is the first one that I've seen that has so many radio stations that were built from the ground up instead of squeezed into office buildings," **Paul** continues. "Our facility in **Wichita**, our stations in **Shreveport** and **Springfield**, are all radio ranches. That's a facility built from the ground up for radio; it's not unique, but it's not the mainstream."

"We have a lot of line-of-sight studios where the guy on AM can see the guy on FM, and they both can see the newsroom; and our studios are placed right up in the front of the building where any visitor who walks in can see what's going on on the air. The buildings are functional, and we have a lot of production facility now; we have two full-fledged production rooms, and we're adding another production studio, so we've got a couple of extra production rooms laying around."

KFDI-AM features on the air: **Uncle Dick Howser, 3-6a.m.**; "Ole Mike" **Oatman**, part owner and chief executive officer of the chain, **6-8a.m.**; **Don Paul, 8-11a.m.**; **Jerry Adams, 11a.m.-3p.m.**; **Terry Burford**, the station's top billing salesman, **3-6p.m.**; **Buddy Nichols, 6-11p.m.**; and the **Music Country Network, 11p.m.-3a.m.** The FM lineup includes: **Howser, midnight-6a.m.**; **Oatman, 6-8a.m.**; music director **Gary Hightower, 8a.m.-noon**; FM program director **John Spear, noon-3p.m.**; **Becky Gardner, 3-6p.m.**; **Jeff Foster, 6-11p.m.**; and the **Ralph Emory** show, **11p.m.-midnight**.



KILLER INVADERS LITTLE NASHVILLE — **Jerry Lee Lewis** appeared recently at the **Little Nashville Opry** in **Nashville, Ind.**, playing to a full house. "The Killer" has been in the studio recently and is expected to sign with **MCA**. Pictured backstage at the **Little Opry** are (l-r): **Lewis; Dick Braun**, morning disc jockey, **WAMZ/Louisville**; and **John Marks**, music director, **WSAI/Cincinnati**.



NEW SALES FORCE — The consolidated sales force that will serve both the Island and Virgin labels in the U.K. was announced recently. The team will report to Ray Cooper and Jon Webster, sales and marketing managers for Island and Virgin, respectively. Pictured standing are (l-r) Lawrence Kaye, London west end; Peter Morley, Island sales coordinator; Kevin Foad, southern England; Willie Richardson, Ireland; Cooper; Webster; Mike Lawrence, Virgin/Island field sales manager; John Green, west midlands; Keith Wallis, east midlands; Bob Render, north east England; Stuart Bell, Scotland; and P.J. Kinsella, north west. Pictured seated as (l-r): Trevor Wyatt, Island product manager; Lulu de Breton-Gordon, Virgin sales coordinator; Eileen O'Hare, telephone sales; Veronica Hopkins, telephone sales; and Bron Palmer, telephone sales.

EMI, RCA Bow Music Calendars

LONDON — Two major record companies, RCA and EMI Records, have begun to distribute a new series of glossy color calendars featuring some of Britain's and America's top rock artists. This new move has been instigated by the apparent sales potential of such calendars, which are produced by the London printing company Danilo Promotions.

EMI and RCA sales reps are selling to record stores a series of eight different calendars, some of which feature artists who are not contracted to either record company.

According to RCA, orders from record stores currently total 37,500 for calendars featuring artists on its own record distribution list — such as Bucks Fizz, David Bowie, Elvis Presley, Haircut 100, Toyah and Barry Manilow. EMI is handling calendars featuring Kim Wilde and Cliff Richard. Each company concerned has confirmed that the calendars are being sold with the full ap-

Charisma To Release Mid-Priced LP Series

LONDON — Charisma Records recently released a series of mid-price albums from its deleted catalog. Titled "Charisma Classics," the series contains some of the great rock names of the late '60s and early '70s, when the word recession meant taking a break.

The first batch of 10 album releases includes: The Nice's "Elegy"; Peter Hammill's "Fool's Mate"; Brand X's "Product"; Audience's "The House On The Hill"; Van Der Graaf Generator's "The Least We Can Do Is Wave To Each Other"; Rare Bird's "Sympathy"; Bo Hansson's "Magicians Hat"; Patrick Moraz's "The Story Of I"; and the Hawklord's "25 Years On."

proval of the artists involved, excluding the Elvis Presley feature.

The other calendars in the series feature Adam & The Ants, Shakin' Stevens, Madness, Status Quo and Debbie Harry. The RRP (recommended retail price) on each calendar is 2 pounds 99 pence (\$5.23).

WEA Canada Adopts Poly Inner LP Sleeves

TORONTO — WEA Music of Canada Ltd. has joined A&M of Canada Ltd. and MCA Records Canada Ltd. in offering poly inner-sleeves as standard packaging material for its albums.

And other firms, including CBS Records Canada Ltd. and Capitol Records-EMI of Canada Ltd., appear headed in the direction of eliminating the paper sleeves whenever possible.

WEA announced last week it would be using poly sleeves "in the interests of improved quality." A&M has been offering a combination poly sleeve and paper wrapping for several years, while MCA moved late last year to the poly sleeves.

And Capitol has launched its first poly sleeve with lyrics printed on it for the debut disc from Sheriff, a Toronto-based signing released in early August.

CBS, meanwhile, is selectively issuing discs in poly sleeves. But a company spokesman said the "timing seems right" for more such releases.

At this point, the only major label still using paper inner sleeves is PolyGram. Several smaller labels also use paper.

The sleeves are generally considered more durable for album protection, even though they collect dust electro-magnetically and are conductors of static electricity.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — After a visit by Brazilian label Copacabana topper **Olavo Blanco** to Buenos Aires, Interdisc president **Ruben Aprile** reports that his company will represent Copacabana in the future, which means access to an array of labels (including Brazilian recordings for K-tel) that have been bought recently by that company. One of the most interesting artists is chanteuse **Gretchen**, whose upcoming album is expected to sell strongly in this market.

Ricardo Mochulske has returned to the pop A&R post at Microfon and will work part time in Buenos Aires and the rest of the year in Mexico, where his wife, **Sonia Rivas**, is currently a very strong name. Microfon's album by **Sandra Mihanovich**, produced by **Ricardo Kleinman**, has surpassed the 40,000 mark and is still going strong.

Tonodisc VP **Francisco Vidal** must be returning this week from Monaco, where he has been discussing business for his **Sport Billy** kiddie group, which, as we have reported before, may become an international attraction. Prior to his departure, they waxed English, Italian and German dubbings of their songs, and there is also a local project for a 66-chapter TV series that will be also made available in other Spanish-speaking countries.

Julio Iglesias will come to Buenos Aires for three concerts to promote his new album, to be released this month by CBS. It is interesting to mention that Iglesias will not make money on the trip, since the dollar rate is so high at the moment that even SRO houses would be unable to pay for his usual fees. However, the clever idea behind the performances is to enhance his image in this market, even "losing" money.

PolyGram reports 125,000 copies sold of the "En la Argentina" album, recorded live last February at the Opera theater by **Mercedes Sosa**. **mlguel smirnoff**

Canada

OTTAWA — **Red Rider**'s third disc, "Naruda," produced by **David (Split Enz) Tickle**, is set for Sept. 6 release on Capitol. The label has a raft of other domestic projects on tap, including a new **Rush** disc that comes with high recommendations from those who've had a listen. It's set for next month. The **Deserters**, meanwhile, are in Los Angeles with **Carter** producing a second album. New albums from **Powder Blues** and **Frank Mills** also are scheduled for the fall, as is a debut solo from **Kim Mitchell**, the mighty and misunderstood former lead for **Max Webster**. The label's hottest release of late is the self-titled debut from **Sheriff**, set soon for a U.S. release. The band is recording videos for two songs and is set for touring beginning next month.

kirk lapointe

Japan

TOKYO — The total number of record rental shops in Japan reached 1,453 by July 19, 1982, according to the Japan Phonograph Record Assn. (JPRA). By far, most of the shops are concentrated in the Tokyo, Kansai (Osaka and Kyoto) and Kyushu districts, with 288, 266 and 242 shops, respectively. . . In a related matter, **Toshio Ozawa**, president of CBS/Sony, has been appointed chairman of the record rental committee of the JPRA. Ozawa replaces **Noboru Takamiya**, chairman of Toshiba/EMI, who stepped down recently.

As this summer season begins to wind down, a **Cash Box** survey of retailers indicates that there has been a slight increase over totals from a year ago. Retailers generally cited a strong batch of releases concurrent with a decrease in outdoor leisure activities caused by the recent torrential rains. As for projections for the autumn and Christmas sales seasons, most retailers were guardedly pessimistic. Some of the larger retail chains hope that the proliferation of video products will provide a boost by then.

kozo otsuka

United Kingdom

LONDON — Philips LaserVision Videodisc is set to be launched throughout the U.K. through over 1,000 outlets in October. The company intends to concentrate on main shopping areas in England, Scotland and Wales with the product, which was initially introduced throughout London and the southeast last May. A major promotion and marketing campaign costing almost 3 million pounds (\$5.25 million) is currently being formulated to back the sales onslaught to the end of the year. . . During the same month, the very first **Beatles** video is to be launched by MGM/UA, titled *The Complete Beatles*. The videotape features extracts from the '60s Beatles films, *Help* and *A Hard Day's Night* and will retail at 39 pounds 95 pence (\$70). The video is the culmination of a deal between Delilah Books of New York and ATV Music.

The London office of the American Society of Composers, Authors and Publishers (ASCAP), run by U.K. regional director **James Fisher**, has moved to a new address: ASCAP, Suite 9, 52, Haymarket, London SW1 4RP/Tel: 01-930-1121/2/Telex 25833.

As the traditional August "Silly Season" (the month where nothing significant happens because everyone is away on holiday) draws to a close, the major record companies are all gearing up for their annual sales conventions. EMI Records and CBS Records both kick off beginning Sept. 3 in Newcastle and Torquay, whilst WEA, RCA and Polydor follow suit at various locations throughout England.

nick underwood

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Lluvia** — Luis Angel — Interdisc
- 2 **Solo Le Pido A Dios** — Leon Gieco — Music Hall
- 3 **Puerto Pollensa** — Sandra Mihanovich — Microfon
- 4 **Cama Y Mesa** — Roberto Carlos — CBS
- 5 **Amor Amor** — Maria M. Serra Lima — CBS
- 6 **Cuatro Estrofas** — Sandra Mihanovich — Microfon
- 7 **Ayer Te Vi** — Luisa Maria Guell — Music Hall
- 8 **Latino** — Francisco — Phonogram
- 9 **Somos Distinta Gente** — Beta Orlando — EMI
- 10 **Por Siempre** — Manuela Bravo — PolyGram

TOP TEN LPs

- 1 **Live** — Nito Mestre — DG/Interdisc
- 2 **Sandra Mihanovich** — Sandra Mihanovich — Microfon
- 3 **La Segunda Guerra** . . . — Parchis — Tonodisc
- 4 **Los Moros** — Los Moros — RCA
- 5 **Las Aventuras De** . . . — Parchis — Tonodisc
- 6 **Los Unos Y Los Otros** — soundtrack — RCA
- 7 **No Llores Por Mi Argentina** — Seru Giran — SG/Interdisc
- 8 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 9 **Los 15 Maximos** — various artists — PolyGram
- 10 **Hot Space** — Queen — EMI

—Prensario

Japan

TOP TEN 45s

- 1 **Komugilro No Mermald** — Seiko Matsuda — CBS/Sony
- 2 **Highteen Bugi** — Masahiko Kondo — RVC
- 3 **Ninjin Musume** — Toshiko Tawara — Canyon
- 4 **Matsuwa** — Amin — Nippon Phonogram
- 5 **Aishu No Casablanca** — Hiromi Goh — CBS/Sony
- 6 **La Salson** — Ann Luice — Victor
- 7 **Selbotachi No Lullabye** — Hiromi Iwazaki — Victor
- 8 **Ano Basho Kara** — Yoshie Kashiwabara — Nippon Phonogram
- 9 **Kurayamiwo Buttobase** — Daisuke Shima — King
- 10 **Kitasakaba** — Takashi Hosokawa — Nippon Columbia

TOP TEN LPs

- 1 **Noodman** — Southern All Stars — Victor
- 2 **P.M. 9** — Eikichi Yazawa — Warner/Pioneer
- 3 **Greatest Hits** — Tatsuro Yamashita — RVC
- 4 **I Love You** — Of Course — Toshiba/EMI
- 5 **Pearl Pierce** — Yumi Matsutoya — Toshiba/EMI
- 6 **Casablanca** — Bertie Higgins — CBS/Sony
- 7 **Banzai** — Masahiko Kondo — RVC
- 8 **Soul Shadows** — Chanels — Epic/Sony
- 9 **Yugurekara Hitori** — Hiromi Iwazaki — Victor
- 10 **Seiko Index** — Seiko Matsuda — CBS/Sony

— Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 **Come On Eileen** — Dexy's Midnight Runners — Mercury
- 2 **Eye Of The Tiger** — Survivor — Scotti Bros.
- 3 **What — Soft Cell** — Some Bizzare
- 4 **Can't Take My Eyes Off Of You** — Boystown Gang — ERC
- 5 **Don't Go** — Yazoo — Mute
- 6 **Fame** — Irene Cara — RSO
- 7 **It Started With A Kiss** — Hot Chocolate — RAK
- 8 **I Eat Cannibals** — Toto Ceolo — Radialchoice
- 9 **Strange Little Girl** — The Stranglers — Liberty
- 10 **Save A Prayer** — Duran Duran — EMI

TOP TEN LPs

- 1 **Tow-Rye Ay** — Dexy's Midnight Runners — Mercury
- 2 **The Kids From Fame** — various artists — BBC
- 3 **Fame** — original soundtrack — RSO
- 4 **Talking Back To The Night** — Steve Winwood — Island
- 5 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
- 6 **Lexicon Of Love** — ABC — Neutron
- 7 **Love And Dancing** — League Unlimited Orchestra — Virgin
- 8 **Donna Summer** — Warner Bros.
- 9 **Mirage** — Fleetwood Mac — Warner Bros.
- 10 **Avalon** — Roxy Music — Polydor

— Melody Maker

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	8/28		Weeks On Chart	8/28
1 ZAPP II ZAPP (Warner Bros. 9 23583-1)	1	5	38 ON THE FLOOR FATBACK (Spring/PolyGram SP-1-6739)	35	8
2 GAP BAND IV THE GAP BAND (Total Experience/PolyGram (TE-1-3001))	2	13	39 CHANGE BARRY WHITE (Unlimited Gold/CBS FZ 38048)	—	1
3 JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	6	5	40 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	41	6
4 THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	4	14	41 ALL NIGHT LONG B.B.&Q. BAND (Capitol ST-12212)	46	4
5 JEFFREY OSBORNE (A&M SP-4896)	3	12	42 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	51	2
6 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	7	15	43 "D" TRAIN (Prelude PRL 14105)	39	20
7 KEEP IT LIVE DAZZ BAND (Motown 6004ML)	8	25	44 SINGING IN THE KEY OF LOVE LATIMORE (Malaco MAL 7409)	47	7
8 DONNA SUMMER (Geffen GHS 2005)	10	5	45 FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	56	2
9 INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	9	9	46 STILL IN LOVE CARRIE LUCAS (Solar/Elektra E1-60008)	45	8
10 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	5	15	47 L'I SUZY OZONE (Motown 6011ML)	53	3
11 TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	14	5	48 NIECY DENICE WILLIAMS (ARC/Columbia FC 37952)	44	21
12 THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	20	3	49 JI JUNIOR (Mercury/PolyGram SRM-1-4043)	43	19
13 THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	18	3	50 TRUE DEMOCRACY STEEL PULSE (Elektra E1-60113)	50	11
14 KEEPIN' LOVE NEW HOWARD JOHNSON (A&M SP-4895)	16	7	51 YOUR MAN IS HOME TONIGHT TONY TROUTMAN (T. Main L-4000)	52	12
15 STREET OPERA ASHFORD & SIMPSON (Capitol ST-12207)	12	15	52 BODY TALK IMAGINATION (MCA 5271)	40	28
16 THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	13	20	53 REUNION THE TEMPTATIONS (Gordy/Motown 6008GL)	34	19
17 I'M THE ONE ROBERTA FLACK (Atlantic SD 19354)	17	12	54 EDDIE MURPHY (Columbia FC 38180)	60	2
18 MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	11	17	55 GREATEST HITS SHALAMAR (Solar/RCA BXL1-4262)	57	4
19 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML)	23	5	56 LITE ME UP HERBIE HANCOCK (Columbia FC 37928)	54	15
20 WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS FZ 38115)	15	9	57 LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27)	48	34
21 STRAIGHT FROM THE HEART PATRICIA RUSHEN (Elektra E1-60015)	19	20	58 CALL ME GOODIE ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	—	1
22 SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	29	3	59 VICTORY MIDNIGHT STAR (Solar/Elektra 9 60145-1)	64	2
23 ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021)	24	22	60 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	63	55
24 SOONER OR LATER LARRY GRAHAM (Warner Bros. BSK 3668)	25	12	61 WISE GUY KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	61	11
25 BRILLIANCE ATLANTIC STARR (A&M SP 4883)	22	24	62 STRONGER THAN EVER ROSE ROYCE (Epic FE 37939)	49	14
26 HAPPY TOGETHER ODYSSEY (RCA AFL1-4240)	26	11	63 LA CONNECTION (MCA-5322)	73	2
27 OUTLAW WAR (RCA AFL1-4208)	27	26	64 FACE TO FACE GINO SOCCIO (Atlantic SD 19358)	65	3
28 SO EXCITED THE POINTER SISTERS (Planet/RCA BXL1-4355)	21	7	65 NEW DIMENSIONS THE DRAMATICS (Capitol ST-12205)	58	14
29 HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	30	9	66 THE DUDE QUINCY JONES (A&M SP-3721)	70	75
30 DOWN HOME ZZ HILL (Malaco MAL 7406)	32	30	67 ROYAL JAM THE CRUSADERS (MCA 2-8017)	62	6
31 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	33	6	68 SOUP FOR ONE ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353)	59	12
32 WHO'S FOOLIN' WHO ONE WAY (MCA-5279)	28	25	69 STEAMIN' HOT THE REDDINGS (Believe In A Dream/CBS FZ 37974)	69	15
33 NOW IS THE TIME LOU RAWLS (Epic FE 37448)	37	5	70 FRIENDS IN LOVE DIONNE WARWICK (Arista AL 9585)	67	18
34 WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	36	12	71 THE BEST QUINCY JONES (A&M SP-3200)	68	6
35 HOT FUN DAYTON (Liberty LT-51126)	42	4	72 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	74	71
36 FRIENDS SHALAMAR (Solar/Elektra S-28)	31	29	73 SHARING YOUR LOVE CHANGE (RCA/Atlantic SD 19342)	66	18
37 CURRENT HEATWAVE (Epic FE 38065)	38	10	74 TRUST ME JEAN CARN (Motown 6010ML)	55	13
			75 LOVE ME TENDER B.B. KING (MCA-5307)	72	21



WHAT A FEELING — Alphonse Mouzon recently signed with fledgling label HighRise, which released his "I Don't Want To Lose This Feeling" single last week. This will be followed by an LP, "Distant Lover." Pictured standing at the signing are (l-r): Marc Kreiner, president, HighRise; Michael Lushka, vice president, HighRise; Jim Geary, secretary-treasurer, HighRise; and Larry Leal, chairman, HighRise. Pictured seated is Mouzon.

THE RHYTHM SECTION

CHANGING OF THE GUARD — DGP/Solar Records chairman Dick Griffey was recently named president of the Black Music Assn. (EMA), succeeding LeBaron Taylor in that position, during the recent *Jack The Rapper* conference held at the Dunfey Hotel in Atlanta, Ga. Along with Griffey's ascendance to the presidency, the election of six new board members was also announced. Selected through a general membership election, the first time BMA board members have been so chosen, the six members were selected from a field of 10. Those who got the winning nods were: **Hank Caldwell**, vice president, black music marketing, WEA; **Jack Gibson**, publisher and editor, *Jack The Rapper*; **Varnell Johnson**, vice president, A&R, black music division, Capitol; **Vernon Slaughter**, vice president, black music & jazz promotion, Columbia; **Everett Smith**, vice president, Atlantic/Cotillion; and **Irene Johnson-Ware**, station manager, WGOK. The new board members, who join 14 others elected by the BMA executive council, will serve two-year terms.

PIPELINE — Some interesting product is due through the vinyl pipeline in the coming months. Aside from some much-anticipated product from **Michael Jackson** (Epic), the **Commodores** (Motown), **Diana Ross** (RCA), **Prince** (Warner Bros.), **Sister Sledge** (Cotillion), etc., some interesting titles are due from some speciality labels. **Creed Taylor's** CTI Records will be releasing an album by jazz pianist **Sir Roland Hanna**, who recorded "Memories" the theme from the British play *Suez*. . . Heartbeat Records is set to release the newest U.S.-distributed title by **Burning Spear**, titled "Far Over." It is the first in a series of LPs the former Island Records act has released in several years. The group will be on extensive tour of the U.S. and Europe to support the release. . . Nautilus Super Discs & SuperCassettes is to release a half-speed mastered superdisc of **Quincy Jones'** Grammy-winning LP "The Dude". . . **Cowboy Carl's** recently opened blues/jazz label, Neon Records, recently acquired the C.J./Colt/Firma Chicago blues catalog and has released a compilation package from the catalog, titled "Bachelor Blues," which features music from **Hound Dog Taylor**, **Homesick James**, **Jimmy Rogers**, **Little Mack** with **James Cotton** and others. . . A special double LP release of previously unreleased live material from late rocker **Jimi Hendrix** (undoubtedly under his new five-year contract) featuring performances from 1968-70 in San Francisco, London, San Diego, Berkeley and New York City, is being planned by Warner Bros., aptly dubbed, "The Jimi Hendrix Concerts."

RADIO IN THE STREETS — Atlanta's V-103, M&M Products and the Atlanta Clean City Commission recently sponsored a free concert in **John A. White** park there as part of the city's "Summerfest '82. Local talent and recorded music from the station's playlist comprised the music. . . Coming on Sept. 11 in Los Angeles is KDAY's presentation of a "Saturday In The Park" benefit in conjunction with L.A. County Parks and Recreation. The all-day event will feature a celebrity auction, flea market, arts fair, roller skating exhibition, rides, live entertainment and carnival booths sponsored by various record companies.

DIANA GETS AN ASSIST — **Kareem Abdul-Jabbar**, the L.A. Lakers basketball team captain, will be promoting the Oct. 3 concert by **Diana Ross** at the Forum. **Jabbar's** contract has a clause calling for him to have one free night a year at the multi-purpose venue, where he last year promoted a **Tom Petty** concert. . . **Ross** is also a possible co-star in a police story titled *Tango Palace*, which may also star RCA labelmate **Rick Springfield**.

GOING, GOING, GOING — The non-profit Jenesse Center, Inc., one of the few complete programs for battered women and their children in South Central L.A., stands to benefit again this year from the annual Celebrity Auction. To be held this year at Osko's Disco, some of the items up for bid include **Farrah Fawcett's** boots from the *Charlie's Angels* series; tickets to a Laker game from team owner **Jerry Buss**; a pair of **John Ritter's** (*Three's Company*) pants; one of head *Playboy* **Hugh Hefner's** pipes; a script from the nighttime TV soap *Dallas*, from **Victoria Principal**; and a **Redd Foxx** tie.

BATON MASTER MOVES ON — Music lost another formidable talent recently when **Calvin Simmons**, the young American conductor known for his work with the Oakland Symphony Orchestra, the Los Angeles-based Young Musicians Foundation (YMF) and the Los Angeles Philharmonic, died in New York in a boating accident. **Simmons**, conductor of the Oakland Symphony Orchestra, started as music director/conductor of the Young Musicians Foundation Debut Orchestra from 1975-78 and also served as assistant conductor with the L.A. Philharmonic. He had also conducted the New York Metropolitan Opera and the San Francisco Opera. The YMF and L.A. Phil held a joint tribute in behalf of the deceased artist August 29 at the L.A. Music Center's **Dorothy Chandler** Pavillion.

SHORT CUTS — In the truest spirit of the title of its latest LP, Motown's *Temptations* will come together for a series of special shows at L.A.'s Greek Theatre, Sept. 3-5. All seven of the Temps, including **Eddie Kendricks** and **David Ruffin**, who have been absent from the group 11 and 14 years, respectively, will join **Otis Williams**, **Melvin Franklin**, **Richard Street**, **Dennis Edwards** and **Glenn Carl Leonard**. . . "Big Man" **Clarence Clemons** provided the finale to this year's ChicagoFest. Veteran R&B crooners **The Dells** were also on hand for this year's event.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

September 4, 1982

	Weeks On Chart	8/28	Chart		Weeks On Chart	8/28	Chart		Weeks On Chart	8/28	Chart
1 DANCE FLOOR (Part 1) ZAPP (Warner Bros. 7-29961)	1	9		34 LET IT WHIP DAZZ BAND (Motown 1609MF)	23	26		67 GIRLS GENERAL CAINE (Tabu/CBS ZS5 02947)	73	3	
2 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)	3	10		35 LOVE IT AWAY ASHFORD & SIMPSON (Capitol P-B-5146)	41	5		68 THE LOVER IN YOU THE SUGAR HILL GANG (Sugar Hill SH-786)	59	8	
3 AND I AM TELLING YOU I'M NOT GOING JENNIFER HOLLIDAY (Geffen 7-29983)	2	14		36 INSTANT LOVE CHERYL LYNN (Columbia 18-02905)	34	14		69 I'M NEVER GONNA SAY GOODBYE BILLY PRESTON (Motown 1625)	77	3	
4 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)	4	10		37 HOT SPOT MIDNIGHT STAR (Solar/Elektra S-48012)	40	7		70 MT. AIRY GROOVE PIECES OF A DREAM (Elektra E-47482)	74	5	
5 SO FINE HOWARD JOHNSON (A&M 2415)	8	11		38 THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)	37	11		71 ATTITUDE BRASS CONSTRUCTION (Liberty P-B-1473)	65	6	
6 LET ME GO RAY PARKER JR. (Arista AS 0695)	7	12		39 GO ON AND CRY BLOODSTONE (T-Neck/CBS ZS5-03049)	48	5		72 OVER LIKE A FAT RAT FONDA RAE (Vanguard SPV-55)	75	9	
7 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 1628MF)	16	6		40 GROOVE YOUR BLUES AWAY AMUZEMENT PARK (Our Gang/Mirus OG 1008)	45	7		73 TOO LATE JUNIOR (Mercury/PolyGram 76150)	57	17	
8 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	14	6		41 WILL YOU KISS ME ONE MORE TIME LOU RAWLS (Epic 14-02999)	47	8		74 STRAIGHT TO THE TOP STANLEY CLARKE (Epic 14-03038)	78	4	
9 INSIDE OUT ODYSSEY (RCA PB-13217)	10	13		42 LOVE'S COMIN' AT YA MELBA MOORE (EMI America B-8126)	58	3		75 EXCITING MARC SADANE (Warner Bros. 7-29946)	82	2	
10 LAST NIGHT STEPHANIE MILLS (Casablanca/PolyGram NB 2352)	11	9		43 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	56	3		76 RISIN' TO THE TOP KENI BURKE (RCA PB-13271)	83	2	
11 YOUR BODY'S HERE WITH ME THE O'JAYS (Phila. Int'l./CBS ZS5 03009)	12	9		44 SUMMER LADY NARADA MICHAEL WALDEN (Atlantic 7-89996)	51	5		77 SITUATION YAZ (Sire 7-29953)	87	2	
12 DON'T THROW IT ALL AWAY STACY LATTISAW (Cotillion/Atco 47011)	13	9		45 SOMEBODY TELL ME WHAT TO DO CROWN HEIGHTS AFFAIR (De-Lite/PolyGram DE 821)	49	5		78 IN THE GROOVES TOMORROW'S EDITION (Atlantic 7-89995)	88	2	
13 YOU DROPPED A BOMB ON ME THE GAP BAND (Total Experience/PolyGram TE 8203)	18	5		46 GIVE YOUR LOVE TO ME BILL SUMMERS and SUMMERS HEAT (MCA-52077)	46	8		79 HAPPY MUSIC SHEREE BROWN (Capitol B-5144)	86	2	
14 LOVE COME DOWN EVELYN KING (RCA JH-13273)	17	5		47 LI'L SUZY OZONE (Motown 1627MF)	52	6		80 RECESS IN HEAVEN BOBBY BLAND (MCA 52085)	89	2	
15 PLANET ROCK SOUL SONIC FORCE (Tommy Boy TB-823)	6	14		48 I CAN'T SHAKE THIS FEELING KLIQUE (MCA 52083)	55	4		81 THANG (GIMME SOME OF THAT THANG) VIDEEO (Houston Connection 4W59 02953)	81	13	
16 I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE (A&M 2410)	5	18		49 777-9311 THE TIME (Warner Bros. 7-29952)	64	3		82 SLOW YOUR BODY DOWN CLIFTON DYSON (Network/Elektra 7-69993)	90	2	
17 HARD TO GET RICK JAMES (Gordy/Motown 1634GF)	19	7		50 SAD HEARTS THE FOUR TOPS (Casablanca/PolyGram NB 2353)	60	4		83 PERFECT LOVE ATLANTIC STARR (A&M 02435)	—	1	
18 I'M THE ONE ROBERTA FLACK (Atlantic 4068)	20	8		51 KEEP ON "D" TRAIN (Prelude PRL 8049)	42	15		84 TREAT ME RIGHT THE DRAMATICS (Capitol B-5140)	72	5	
19 DO I DO STEVIE WONDER (Tamlam/Motown 1612TF)	9	14		52 SHOW ME WHERE YOU'RE COMING FROM CARRIE LUCAS (Solar/Elektra S-48010)	38	15		85 TURN BACK THE HANDS OF TIME ALAN ANTHONY (Chalet C-1227)	70	5	
20 SOONER OR LATER LARRY GRAHAM (Warner Bros. 7-29956)	22	8		53 SHOUT FOR JOY DUNN & BRUCE STREET (DeVaki/Mirus DK 1009)	39	10		86 TOUGH KURTIS BLOW (Mercury/PolyGram 76170)	—	1	
21 CHANGE BARRY WHITE (Unlimited Gold/CBS ZS5 02956)	31	7		54 IT'S NOT ME YOU LOVE CLIFF DAWSON (Boardwalk NB7-11-147)	36	7		87 DANCE WIT' ME RICK JAMES (Gordy/Motown 1619GF)	66	17	
22 AMERICAN MUSIC POINTER SISTERS (Planet/RCA JH-13254)	24	10		55 WHO'S STICKIN' IT? SUNRIZE (Boardwalk NB-11-151-7)	68	3		88 IF THIS WORLD WERE MINE CHERYL LYNN (Columbia 18-03204)	—	1	
23 DO SOMETHING GOODIE (Total Experience/PolyGram TE 8202)	27	6		56 EARLY IN THE MORNING THE GAP BAND (Total Experience/PolyGram TE-8201)	33	20		89 WORD UP LEGACY (Brunswick 222)	91	5	
24 I CAN MAKE YOU FEEL GOOD SHALAMAR (Solar/Elektra S-48013)	26	10		57 LOVE ME DOWN ATLANTIC STARR (A&M 2420)	44	13		90 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5126)	—	1	
25 JUST AN ILLUSION IMAGINATION (MCA-52067)	25	13		58 BREAKOUT! PATRICE RUSHEN (Elektra 7-69992)	61	6		91 CHECKING YOU OUT AURRA (Salsoul/RCA S7 7027)	63	7	
26 HOT FUN IN THE SUMMERTIME DAYTON (Liberty P-B-1468)	15	12		59 LET'S ROCK FEEL (Sutra SUA 115)	67	4		92 I'M A WONDERFUL THING, BABY KID CREOLE & THE COCONUTS (Sire SRE 50069)	80	15	
27 IMAGINATION THE B.B. & Q. BAND (Capitol P-B-5118)	32	7		60 DESIRES RAFAEL CAMERON (Salsoul/RCA S7 7031)	62	5		93 DON'T TURN YOUR BACK ON LOVE FREDDIE JAMES (Arista AS 0691)	85	3	
28 GIRL, YOU ARE THE ONE ALFONZO (Joe-Wes 81003)	30	7		61 OUTLAW WAR (RCA PB-13238)	53	13		94 STREET CORNER ASHFORD & SIMPSON (Capitol P-B-5109)	69	21	
29 WAITING BY THE HOTLINE DENIECE WILLIAMS (ARC/Columbia 18-03015)	29	8		62 BABY I NEED YOUR LOVING CARL CARLTON (RCA PB-13313)	84	2		95 GETTIN' TO THE GOOD PART HERBIE HANCOCK (Columbia 18-03004)	92	8	
30 KEEP IT LIVE DAZZ BAND (Motown 1622MF)	35	6		63 YOUR MAN IS HOME TONIGHT TONY TROUTMAN (T. Main L-200)	54	14		96 ON THE FLOOR FATBACK (Spring/PolyGram SP 3025)	94	11	
31 FLIRT CAMEO (Chocolate City/PolyGram CC 3233)	21	13		64 KEEP IN TOUCH (BODY TO BODY) THE SHADES OF LOVE (Venture VD 5021)	50	9		97 THE PARTY TRAIN BOHANNON (Phase II/CBS ZS5 02998)	95	8	
32 CUTIE PIE ONE WAY (MCA 52049)	28	18		65 I KEEP FORGETTIN' MICHAEL McDONALD (Warner Bros. 7-29933)	71	3		98 STILL IN LOVE ROSE ROYCE (Epic 14-02996)	76	4	
33 BIG FUN KOOL & THE GANG (De-Lite/PolyGram DE 822)	43	2		66 IT SHOULD HAVE BEEN YOU GWEN GUTHRIE (Island/Atco IL 150)	79	3		99 GET YOUR BODY UP STARPOINT (Chocolate City/PolyGram CC 3234)	93	6	
								100 IF YOU DON'T KNOW ME BY NOW JEAN CARN (Motown 1620MF)	97	10	

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

A Penny For (Kenny Nolan/Downtown — ASCAP) 43	Happy Music (Glenwood/Shown Brere — ASCAP) 79	Just An Illusion (MCA — ASCAP) 25	Show Me (Silver Sounds/Spectrum VII — ASCAP) 52
Abacadabra (Sailor — ASCAP) 90	Hard To Get (Jobete/Stone City — ASCAP) 17	Keep In Touch (Celtone/Scorpem/Pap — ASCAP) 64	Situation (Stainless Music — BMI) 77
American Music (Ensign/Parker McGee — BMI) 22	Hot Fun (Warner-Tamerlane — BMI) 26	Keep It Live (Ujima/Jobete/Three Go — ASCAP) 30	Slow Your Body (Ahead/Larry Lou — BMI) 82
And I Am (Dreamgirls — ASCAP/Dreamettes — BMI) 3	Hot Spot (Midstar/Hip-Trip — BMI) 37	Keep On (Tromar/Huemar/Jawil — BMI) 51	So Fine (Duchess/Kashif — BMI) 5
Attitude (One To One — ASCAP) 71	I'm A Wonderful (Schott in the Dark — ASCAP/Cri Cri/Perennial August — BMI) 92	Last Night (Frozen Butterfly — BMI) 10	Somebody Tell (Delightful/CHA Pub. — BMI) 45
Baby I Need (Jobete Music — BMI) 62	I'm Never Gonna (Transuniversal/Artie Butler — ASCAP) 69	Let It Whip (Ujima/Macvacalac — ASCAP) 34	Sooner Or Later (Graham-O-Tunes — BMI) 20
Big Fun (Delightful Music — BMI) 33	The Dreamerie — BMI) 69	Let Me Go (Raydiola — ASCAP) 6	Still In Love (Seven Knights/May 12th/Warner-Tamerlane — BMI) 98
Breakout (Baby Fingers/WB/Rutland Road — ASCAP) 58	I'm The One (Antisia — ASCAP) 18	Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI) 7	Straight To The Top (Clarke — BMI) 74
Change (Seven Songs/Ba-Dake — BMI) 21	I Can Make (Alive + Kickin'/Hip Trip — BMI/Spectrum VII — ASCAP) 24	Let's Rock (Fools Prayer/Chris Hill — BMI) 59	Street Corner (Nick-O-Val — ASCAP) 94
Checking You (Lucky Three/Red Aura — BMI) 91	I Can't Shake (Felstar — BMI) 48	L'il Suzy (Old Brompton Road — ASCAP) 47	Summer Lady (Gratitude Sky Music — ASCAP) 44
Cutie Pie (Duchess/Perk's — BMI) 32	I Keep Forgettin' (Genevieve — ASCAP/Edzactly — BMI) 65	Love Come Down (Music Corp. of America/Kashif — BMI) 14	Thang (Funtown/Shindler/Mannish Kidd — BMI) 81
Dance Floor (Troutman's — BMI) 1	I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) 16	Love's Comin' At Ya (Mighty M — ASCAP) 42	The Lover In You (Island/Sugar Hill — BMI) 68
Dance Wit Me (Jobete/Stone City — ASCAP) 87	If This World Were Mine (Jobete Music — BMI) 88	Love Is (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS adm. by Almo — ASCAP) 4	The Message (Sugar Hill — BMI) 8
Desires (One To One — ASCAP) 60	If You Don't Know Me By Now (Assorted — BMI) 100	Love It Away (Nick-O-Val — ASCAP) 35	The Party Train (April Bohannon/Intersong — ASCAP) 97
Do I Do (Jobete + Black Bull — ASCAP) 19	Imagination (Little Macho/Pizzazz/Intersong — ASCAP) 27	Love Me Down (Almo/Jodaway — ASCAP) 57	The Real Deal (April/Bovina — ASCAP) 38
Do Something (Total Experience — BMI) 23	In The Grooves (Amirful/Oon-Stang/Mel-O-Music — BMI) 78	Mt. Airy Groove (G.W. Jr./Outer National — ASCAP) 70	Too Late (Junior/Sam — PRS) 73
Don't Throw It (Famous/Gay Noel — ASCAP) 12	Instant Love (Major Toms — BMI/Luzuli — ASCAP) 9	On The Floor (Clita — BMI) 96	Tough (Original/Funkgroove/Rushgroove — ASCAP) 86
Don't Turn Your (Cicada — BMI/T-Go — ASCAP) 93	It Should Have (Ackee — ASCAP) 36	Outlaw (Far Out — ASCAP/Milwaukee — BMI) 61	Treat Me Right (Sadie Bee Ray/Ron \$Banko\$ — BMI) 84
Early In The Morning (Total Experience — BMI) 56	It's Not Me (Marvin Gardens/MEB — ASCAP) 54	Over Like A Fat Rat (Jackaroo/W.B. — BMI) 72	Turn Back (Unichappell — BMI) 85
Exciting (Frozen Butterfly Music — BMI) 75	Jump To It (Uncle Ronnie's/April/Sunset Burgundy — BMI) 66	Perfect Lover (Irving/Baby Shoes/Poopy — BMI) 86	Waiting By (Kee-Drick/Bellboy/Mighty Three BMI) 29
Flirt (All Seeing Eye/Cameo 5 — BMI) 31	Just An Illusion (MCA — ASCAP) 25	Planet Rock (Shakin' Baker — BMI) 15	Who's Stickin' It? (Jakoya — ASCAP) 55
Get Your Body (Marriner/Licyndiana adm. by Ensign — BMI) 99	Keep In Touch (Celtone/Scorpem/Pap — ASCAP) 64	Recess In (Special Agent — BMI) 80	Will You Kiss (Black Eye/Bellboy — BMI) 41
Gettin' To (Rod Songs — PRS/Hancock — BMI/Almo — ASCAP) 95	Keep It Live (Ujima/Jobete/Three Go — ASCAP) 30	Risin' To The Top (Jobur Music/Top Bound Music — BMI) 76	Word Up (Boy-Girl — ASCAP) 89
Girl, You Are (Liaka/Fonz/Lindee — ASCAP) 28	Keep On (Tromar/Huemar/Jawil — BMI) 51	Sad Hearts (MCA — ASCAP) 50	You Dropped (Total Experience — BMI) 13
Girls (Interior — BMI) 67	Last Night (Frozen Butterfly — BMI) 10	777-9311 (Tionna — ASCAP) 49	Your Body's Here (Mighty Three — BMI) 11
Give Your Love (Bilsum/Pure Delite — BMI) 46	Let It Whip (Ujima/Macvacalac — ASCAP) 34	Shout For Joy (Murios/Davahkee/Moving World/Handshake — ASCAP) 53	Your Man (Malaco/Lowery — BMI) 63
Go On And Cry (Triple Three — BMI) 39	Let Me Go (Raydiola — ASCAP) 6		
Groove Your Blues (Content — BMI) 40	Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI) 7		

MOST ADDED SINGLES

- BABY I NEED YOUR LOVING — CARL CARLTON — RCA**
WGPR-FM, WSOK, KOKA, WWDM, WAIL, WDAS, WLOU, KDKO, WUFO, WDAO, WCIN, WEDR, WZEN-FM, WLLE
- PERFECT LOVE — ATLANTIC STARR — A&M**
WLUM, WPAL, WAIL, V103, WBMX, WDAO, WYLD-FM, WATV, WZEN-FM, WLLE, WRAP
- IF THIS WORLD WERE MINE — CHERYL LYNN — COLUMBIA**
WSOK, KMJQ, WGIV, WAIL, KSOL, KDKO, WUFO, WDAO, WIGO, WYLD-FM
- LOVE'S COMIN' AT YA — MELBA MOORE — EMI AMERICA**
KOKA, WWDM, WPAL, KDAY, V103, WBMX, WATV, WZEN-FM
- A PENNY FOR YOUR THOUGHTS — TAVARES — RCA**
WLUM, WJMO, KOKA, WAIL, WYLD-FM, WDAI, WZEN-FM
- IT SHOULD HAVE BEEN YOU — GWEN GUTHRIE — ISLAND/ATCO**
WJMO, KDAY, WLOU, WUFO, WTLC, WIGO
- 777-9311 — THE TIME — WARNER BROS.**
KOKA, KDKO, WDAO, WCIN, WLLE, WRAP

MOST ADDED ALBUMS

- CHANGE — BARRY WHITE — UNLIMITED GOLD/CBS**
WGPR-FM, KSOL, KDKO, WTLC, WRBD, WATV
- NEW DIRECTIONS — TAVARES — RCA**
WWDM, WRKS, WDAO, WHRK
- ALL NIGHT LONG — B.B. & Q. BAND — CAPITOL**
WGPR-FM, WWDM, WUFO, WDAO

UP AND COMING

- GIVE ME YOUR LOVE — PEABO BRYSON — CAPITOL**
ALL MY LOVE — BOBBY CALDWELL — POLYDOR/POLYGRAM
I KNOW YOUR HOT SPOT — ENCHANTMENT — COLUMBIA
I WANT TO THANK YOU — ALICIA MYERS — MCA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — ZAPP

HOTS: R. Parker, A. Franklin, D. Summer, Con Funk Shun, Gap Band, R. James, O'Jays, J. Holliday, E. King, Sequence, J. Jackson, Alfonzo, L. Graham, Shalamar, Dazz Band, Video, B. White, H. Johnson, Pointer Sisters, S. Miller. ADDS: Four Tops, M. Moore, Junior, P. Bryson, Jonzun Crew, P. Cowley & Sylvester, Atlantic Starr. LP ADDS: Tyzik.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — GRAND MASTER FLASH

HOTS: J. Holliday, R. Parker, A. Franklin, Zapp, S. Lattisaw, Shades Of Love, Gap Band, H. Johnson, Skyy, R. James, O'Jays, Shalamar, Soul Sonic Force, D. Summer, B. White, L. Graham, Dazz Band, D. Williams, Kool & The Gang, J. Jackson. ADDS: P. Bryson, C. Lynn, Four Tops, G. Guthrie, Sunrize, Bloodstone, B. Griffin. LP ADDS: R. James.

WATV — BIRMINGHAM — RON JANUARY, PD — #1 — A. FRANKLIN

HOTS: D. Summer, Grand Master Flash, S. Lattisaw, Gap Band, H. Johnson, Shades Of Love, E. King, R. James, Sugar Hill Gang, The Time, Video, Zapp, Shalamar, R. Parker, S. Mills, Treacherous Three, Cameo, Dazz Band, B. White. ADDS: Brick, M. Moore, R. Crawford, Atlantic Starr, Junior, K. Blow, M. Sadane, Legacy, Enchantment, Kchemistry. LP ADDS: S. Clarke, B. White, Dramatics, S. Redd.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — H. JOHNSON

JUMPS: 5 To 2 — Imagination, 12 To 7 — R. Parker, 13 To 8 — L. Graham, 15 To 10 — O'Jays, 14 To 11 — S. Mills, 24 To 14 — ZZ Hill, 19 To 16 — S. Lattisaw, 27 To 17 — Grand Master Flash, 28 To 18 — G. Guthrie, 30 To 22 — J. Jackson, 29 To 26 — D.&B. Street, Ex To 27 — G. Bonds, Ex To 28 — E. King, Ex To 29 — H. Alpert, Ex To 30 — B.B.&Q. Band. ADDS: S. Miller, C. Simon, Rocker's Revenge, S. Redd, Feel, Kool & The Gang, Goodie. LP ADDS: S. Lattisaw.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — ZAPP

HOTS: D. Summer, L. Graham, B.B.&Q. Band, J. Jackson, Isley Brothers, H. Johnson, C. Simon, S. Mills, Pointer Sisters, A. Franklin, Shalamar, Alfonzo, A.W.B. B. White, E. King, Bloodstone, Grand Master Flash, S. Lattisaw, Kool & The Gang, R. Flack. ADDS: C. Carlton, S. Wonder, C. Lynn, P. Bryson, Reddings, Kliques, Gang's Back, B. Caldwell, Tomorrow's Edition, E. Murphy, G. Guthrie. LP ADDS: T. Pendergrass, L. Rawls, Midnight Star, Heatwave, DeBarge, G. Guthrie, M. McDonald, B.B.&Q. Band, Isley Brothers.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — H. JOHNSON

HOTS: A. Franklin, D. Summer, Dazz Band, R. James, Gap Band, Grand Master Flash, B.B.&Q. Band, Zapp, R. Flack, S. Mills, E. King, B. Preston, Shades Of Love, D.&B. Street, Treacherous Three, Brass Construction, Ashford & Simpson, Disco 4, Temptations, Fat Larry's Band, F. Rae. ADDS: X-25 Band, Atlantic Starr, Nature's Creation, S. Wonder, Sunrize, High Fashion, Junior, Fantasy Dream, K. Blow, Jonzun Crew, Family Player, Funky Four, M. Moore. LP ADDS: L.J. Reynolds, Space People, R.J.'s Latest Arrival.

WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — A. FRANKLIN

HOTS: Zapp, D. Summer, J. Jackson, Gap Band, Isley Brothers, S. Mills, Grand Master Flash, H. Johnson, Crown Heights Affair, The Time, R. Parker, O'Jays. ADDS: S. Wonder, P. Bryson, C. Lynn.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — WAR

HOTS: A. Franklin, Soul Sonic Force, H. Johnson, Grand Master Flash, R. Parker, L. Graham, Zapp, Odyssey, R. Flack, D. Summer, J. Jackson, R. James, S. Mills, Pointer Sisters, Feel, B.B.&Q. Band, Dazz Band, E. King, B. White, D. Williams, Alfonzo, S. Brown, Legacy, R. Dyson, Kool & The Gang. ADDS: A. Meyers, Sunrize, Atlantic Starr, DeBarge, P. Bryson, M. Moore. LP ADDS: A.W.B. Zapp, S. Lattisaw, S. Mills, D. Valentin.

WCIN — CINCINNATI — EVERETT CORK, PD — #1 — H. JOHNSON

HOTS: R. Parker, E. King, Midnight Star, D. Summer, Isley Brothers, Zapp, A. Franklin, S. Mills, R. Flack, Odyssey, O'Jays, B.B.&Q. Band. ADDS: D. Warwick, C. Carlton, The Time, Feel, Kool & The Gang.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — J. HOLLIDAY

HOTS: R. Parker, A. Franklin, Dayton, O'Jays, Odyssey, S. Mills, Grand Master Flash, D.&B. Street, Pointer Sisters. ADDS: Enchantment, E. Murphy, Gang's Back, G. Guthrie, D. Valentin, M. Wallace, Tavares, Four Tops, B.B.&Q. Band, A. Meyers.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — H. JOHNSON

HOTS: Zapp, A. Franklin, Soul Sonic Force, J. Jackson, Midnight Star, S. Lattisaw, Odyssey, Gap Band, Dazz Band, Shalamar. ADDS: C. Lynn, S. Wonder, Heatwave, P. Bryson, The Time, One Way, Atlantic Starr, Feel, D. Byrd, C. Carlton, Wanda, Crown Heights Affair. LP ADDS: E. King, B.B.&Q. Band, Tavares.

KDKO — DENVER — BYRON PITTS, PD — #1 — SOUL SONIC FORCE

HOTS: Ozone, D. Summer, Zapp, R. James, Midnight Star, J. Spicer, S. Mills, A. Franklin, J. Jackson. ADDS: The Time, M. Tyson, C. Lynn, Brick, C. Carlton, Junior, Jamaica Girls, E.S.B., C. Dawson, J. Taylor, Latimore, K. Blow. LP ADDS: B. White, Tomorrow's Edition, L.J. Reynolds.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — D. SUMMER

HOTS: Dayton, Zapp, A. Franklin, Isley Brothers, R. Parker, B.B.&Q. Band, Ozone, Bohannon, L. Graham. ADDS: Libra, Sunrize, Kool & The Gang, High Fashion, S. Arrington, Lime, L. Taylor, C. Carlton, St. Tropez, X-25 Band, King Ericson, L. Seals. LP ADDS: B.B.&Q. Band, Vanity 6, Tomorrow's Edition, B. White, League Unlimited Orchestra.

WJLB — DETROIT — JOHN EDWARDS, PD — #1 — E. KING

HOTS: Survivor, J. Jackson, C. Lynn, Dramatics, Zapp, Goodie, C. Lucas, War, Grand Master Flash, J. Holliday, D. Summer, The Time, L. Graham, A. Franklin, Imagination, H. Johnson, Gap Band, J. Osborne, Aura.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — J. HOLLIDAY

JUMPS: 10 To 6 — Shalamar, 15 To 7 — O'Jays, 12 To 8 — The System, 13 To 9 — S. Mills, 14 To 10 — D. Williams, 16 To 13 — L. Graham, 17 To 14 — M. Walden, 18 To 15 — F. Grace, & Rhinestone, 20 To 16 — J. Jackson, 22 To 18 — D. & B. Street, 23 To 20 — E. King, 24 To 21 — B.B. & O. Band, 20 To 25 — R. James, 31 To 26 — Kliques, Ex To 27 — Bloodstone, 32 To 28 — Wind Chymes, 33 To 29 — M. Sadane, 37 To 30 — Undeafated Three, 38 To 31 — J. Griffin, 40 To 33 — Blaze, 42 To 34 — Four Tops, 41 To 35 — B. White, 43 To 37 — Tomorrow's Edition, 48 To 38 Tavares, 46 To 39 — Treacherous Three, 49 To 40 Kool & The Gang, 50 To 41 — G. Guthrie, 47 To 42 — B. Preston, Ex To 44 — Disco 4, Ex To 45 — West Street Mob, Ex To 46 — The Time, Ex To 47 — C. Dyson. ADDS: Unique, B. Caldwell, Lime. LP ADDS: G. Guthrie, L.J. Reynolds, B. White, Rufus.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — ZAPP

HOTS: H. Johnson, A. Franklin, Imagination, R. Parker, Alfonzo, S. Mills, Shalamar, B.B. & O. Band,

Ozone, J. Jackson, D. & B. Street, Odyssey, Goodie, Amusement Park, Midnight Star, Hall & Oates, L.A. Connection, Feel, Slimline, Disco 4. ADDS: G. Guthrie, Kchemistry, Gang's Back, D. Sanborn, Family, Enchantment, S. Arrington, Rumpelstiltskin. LP ADDS: B. White, Santana, S. Douglas, League Unlimited Orchestra.

KGfJ — LOS ANGELES — GEORGE MOORE, PD — #1 — ZAPP

HOTS: D. Summer, A. Franklin, Ozone, Gap Band, S. Mills, Magic Lady, E. King, J. Jackson, Grand Master Flash. ADDS: P. Rushen, Kliques, P. Bryson, A. Green, Four Tops, Enchantment, A. Jarreau, Funky Four, Video. LP ADDS: Dazz Band, M. McDonald, High Fashion, Black Uhuru, Mighty Fire, D. Reeves, K. Jones.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — J. HOLLIDAY

HOTS: Odyssey, L. Graham, Grand Master Flash, M. Walden, H. Johnson, Midnight Star, Pointer Sisters, Starpoint, Zapp, A. Franklin, Gap Band, Goodie, R. James, Alfonzo, C. Dyson, H. Hancock, E. King, Ozone, B. White, Feel. ADDS: Disco 4, J. Jackson, Imagination, Shotgun, G. Guthrie, DeBarge, D. Byrd, C. Carlton, Gang's Back. LP ADDS: S. Redd.

WDIA — MEMPHIS — CARL CONNER, PD

HOTS: A. Franklin, Gap Band, J. Jackson, S. Lattisaw, S. Mills, Zapp, Grand Master Flash, Isley Brothers, Temptations, Zapp, C. Lynn, The Time, General Caine, B. Bland, D. Summer. ADDS: Latimore, M. Walden, Tavares.

WEDR — MIAMI — GEORGE JONES, PD — #1 — A. FRANKLIN

HOTS: Shalamar, O'Jays, T. Troutman, Zapp, D. Summer, Odyssey, C. Dawson, S. Mills, B. White, Gap Band, Shades Of Love, B. Preston, Aura, Alfonzo, M. Walden, B.B.&Q. Band, E. King, Midnight Star, Bloodstone, Disco 4. ADDS: P. Bryson, C. Carlton, Wanda, Chay, P. Cowley, Lipps, Inc., Park Ave., K. Blow, A. Mouzon, Mikki. LP ADDS: L.J. Reynolds, G. Guthrie, Space People.

WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — E. KING

HOTS: A. Franklin, R. James, Kool & The Gang, R. Parker, Jr., Pointer Sisters, Imagination, B. White, Brass Construction, Kid Creole & The Coconuts, Odyssey, Shalamar, S. Lattisaw, D. Summer, D.&B. Street, R. Flack, L. Rawls. ADDS: Atlantic Starr, P. Bryson, B. Caldwell, Tavares, S. Wonder.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — ZAPP

HOTS: H. Johnson, Odyssey, R. James, A. Franklin, J. Jackson, Isley Brothers, Ozone, Dazz Band, B. Bland, Midnight Star, Gap Band, E. King, D.&B. Street, S. Lattisaw, Alfonzo, Kliques, D. Summer, Amusement Park, B. White, Kool & The Gang, R. Flack. ADDS: Latimore, S. Wonder, Brick, P. Bryson, Side Effect.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — GAP BAND

HOTS: Zapp, R. Parker, D. Summer, A. Franklin, S. Miller, Survivor, Ozone, Grand Master Flash, H. Johnson, J. Jackson, Men At Work, M. McDonald, Jonzun Crew, Sunrize, Odyssey, S. Lattisaw, Soul Sonic Force, R. Flack, C. Dawson, O'Jays. ADDS: C. Lynn, S. Woods, West Street Mob, M. Manchester, Funky Four, C. Carlton, High Fashion, Tavares, Atlantic Starr.

WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — A. FRANKLIN

HOTS: Zapp, J. Holliday, R. Parker, Windjammer, D. Summer, Odyssey, C. Lucas, H. Johnson, Grand Master Flash, Dayton, Isley Brothers, R. Flack, S. Lattisaw, Cameo, War, Shalamar, S. Mills, S. Wonder, C. Lynn. ADDS: P. Bryson, Tavares, S. Wonder, Atlantic Starr, C. Lynn.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — A. FRANKLIN

JUMPS: 6 To 3 — Grand Master Flash, 7 To 4 — E. King, 12 To 9 — Yazoo, 17 To 10 — R. Parker, 22 To 19 — B. Griffin, 26 To 21 — Raw Silk, 29 To 25 — Gap Band, Ex To 26 — M. Moore, Ex To 27 — Kool & The Gang, Ex To 29 — Tomorrow's Edition, Ex To 30 — Sunrize. ADDS: A. Meyers, L. Branigan.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — ZAPP

HOTS: D. Summer, Grand Master Flash, Gap Band, J. Jackson, H. Johnson, E. King, R. Flack, R. Parker, S. Lattisaw, Odyssey, A. Franklin, O'Jays, B. White, B. Preston, Fat Larry's Band, Goodie, Sugar Hill Gang, Shades Of Love, Shalamar, F. Rae. ADDS: S. Woods, B. Caldwell, P. Bryson, Sweet Pea Atkinson, C. Carlton, M.&B. Sutton, Tierra, S. Redd, R. Jones, W. Hart, C. Hairston, Revelation. LP ADDS: S. Mills.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — J. JACKSON

JUMPS: 25 To 6 — E. King, 13 To 8 — S. Lattisaw, 21 To 10 — Dazz Band, 15 To 12 — P. Rushen, 19 To 15 — Gap Band, 24 To 20 — L. Graham, 28 To 23 — Shalamar, 31 To 25 — R. James, 38 To 28 — Ashford & Simpson, 32 To 29 — Goodie, 40 To 30 — Grand Master Flash, 37 To 34 — Tom Tom Club, 39 To 35 — Kliques, Ex To 38 — M. Moore, Ex To 39 — Lime, Ex To 40 — Tavares. ADDS: Kool & The Gang, Tierra, Video. LP ADDS: DeBarge, K. Burke.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — D. SUMMER

HOTS: J. Holliday, Gap Band, A. Franklin, Zapp, S. Mills, D. Williams, H. Johnson, R. James, L. Graham. ADDS: C. Lynn, P. Bryson, S. Clarke. LP ADDS: B. White, J. Cliff, H. Hancock, A. Franklin.

WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — GRAND MASTER FLASH

JUMPS: 11 To 5 — A. Franklin, 8 To 4 — H. Johnson, 13 To 6 — R. Parker, 15 To 7 — D. Summer, 28 To 8 — K. Burke, 16 To 9 — C. Dawson, 17 To 11 — R. Flack, 19 To 12 — J. Jackson, Ex To 13 — E. King, Ex To 14 — Dazz Band, 21 To 17 — Dayton, Ex To 18 — S. Mills, Ex To 19 — Goodie, Ex To 20 — Gap Band, 29 To 24 — L. Graham, Ex To 25 — Video, Ex To 26 — B. White, Ex To 28 — The Time, Ex To 29 — General Caine, Ex To 30 — Amusement Park. ADDS: C. Carlton, Atlantic Starr, Ashford & Simpson, M. Moore, R. James, M. McDonald, Kool & The Gang, Tavares, D. Warwick, K. Blow, Sunrize, Kliques.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — ZAPP

JUMPS: 13 To 9 — Bloodstone, 17 To 14 — Goodie, 19 To 14 — B. White, 20 To 16 — J. Jackson, 25 To 17 — Tavares, 22 To 19 — S. Clarke, 27 To 20 — The Time, 26 To 21 — Ashford & Simpson, 30 To 26 — Alfonzo, Ex To 27 — Kool & The Gang, Ex To 28 — Sunrize, Ex To 29 — Ritchie Family, Ex To 30 — M. McDonald. ADDS: C. Carlton, C. Lynn, A. Myers, P. Bryson, Brick.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — ZAPP

HOTS: J. Holliday, A. Franklin, R. Parker, H. Johnson, Soul Sonic Force, O'Jays, S. Mills, S. Lattisaw, Gap Band, Dazz Band, D. Summer, S. Miller, Odyssey, Pointer Sisters, J. Jackson, R. James, R. Flack, Goodie, C. Dawson. ADDS: W. Murphy, Ashford & Simpson, M. Moore, M. Walden, The Time, C. Carlton, Tavares, T. Gengis, Night Hawk, Tomorrow's Edition. LP ADDS: A. Franklin, Zapp, D. Sanborn, C. Lynn.

WWDM — SUMTER — BARBARA TAYLOR, PD

HOTS: A. Franklin, Zapp, H. Johnson, S. Lattisaw, J. Jackson, Aura, Shades Of Love, E. King. ADDS: D. Byrd, Brick, Rocker's Revenge, P. Bryson, C. Carlton, B. Caldwell, Tomorrow's Edition, Tierra, M. Moore. LP ADDS: Tavares, E. King, B. Williams, B.B.&Q. Band, M. McDonald, J. Cliff, G. Guthrie.

CASH BOX TOP 100 ALBUMS

September 4, 1982

Title, Artist, Label, Number, Distributor	8/28 Weeks On Chart	8/28 Chart	8/28 Weeks On Chart	8/28 Chart
1 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	2	18	8.98	
2 MIRAGE FLEETWOOD MAC (Warner Bros. 23607-1) WEA	1	8	6.98	
3 PICTURES AT ELEVEN ROBERT PLANT (Swan Song/Atco SS 8512) WEA	3	7	8.98	
4 ASIA (Geffen GHS 2008) WEA	5	23	8.98	
5 ABRACADABRA THE STEVE MILLER BAND (Capitol ST-12216) CBS	6	11	8.98	
6 EYE OF THE TIGER SURVIVOR (Scotti Bros. FZ 38062) CBS	4	11	—	
7 VACATION GO-GO'S (I.R.S./A&M SP 70031) RCA	9	4	8.98	
8 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8	8	8.98	
9 CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9 23689-1) WEA	11	12	8.98	
10 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	7	25	—	
11 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP	15	5	8.98	
12 GOOD TROUBLE REO SPEEDWAGON (Epic FE 38100) CBS	10	9	—	
13 GET LUCKY LOVERBOY (Columbia FC 37638) CBS	13	43	—	
14 DONNA SUMMER (Geffen GHS 2005) WEA	17	5	8.98	
15 THREE SIDES LIVE GENESIS (Atlantic SD 2-2000) WEA	14	11	10.98	
16 ROCKY III ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	12	9	8.98	
17 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	16	16	—	
18 IV TOTO (Columbia FC 37728) CBS	18	21	—	
19 EYE IN THE SKY THE ALAN PARSONS PROJECT (Ariste AL 9599) IND	24	12	8.98	
20 TUG OF WAR PAUL McCARTNEY (Columbia TC 37462) CAP	19	17	—	
21 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	22	7	8.98	
22 GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	23	13	8.98	
23 ZAPP II ZAPP (Warner Bros. 9 23583-1) WEA	28	5	8.98	
24 ALL THE BEST COWBOYS HAVE CHINESE EYES PETE TOWNSHEND (Atco SD 38-149) WEA	21	10	8.98	
25 SPECIAL FORCES .38 SPECIAL (A&M SP-4888) RCA	25	15	8.98	
26 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	72	2	8.98	
27 STILL LIFE (AMERICAN CONCERT 1981) THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	20	11	9.98	
28 ALL FOUR ONE THE MOTELS (Capitol S-12177) CAP	26	19	8.98	
29 JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND	44	5	8.98	
30 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	31	8	—	
31 NOW AND FOREVER AIR SUPPLY (Arista AL 9587) IND	27	12	8.98	
32 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	33	26	8.98	
33 DIVER DOWN VAN HALEN (Warner Bros. BSK 3677) WEA	30	18	8.98	
34 IMPERIAL BEDROOM ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38157) CBS	36	8	—	
35 NO CONTROL EDDIE MONEY (Columbia FC 37950) CBS	41	9	—	
36 E.T. THE EXTRA-TERRESTRIAL ORIGINAL SOUNDTRACK (MCA-6120) MCA	35	11	8.98	
37 COMBAT ROCK THE CLASH (Epic FE 37689) CBS	29	13	—	
38 A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	42	16	6.98	
39 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	38	17	9.98	
40 HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	34	28	8.98	
41 DARE THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA	39	13	8.98	
42 TALKING BACK TO THE NIGHT STEVE WINWOOD (Island ILPS 9777) WEA	65	3	8.98	
43 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	43	15	—	
44 THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL) IND	45	14	8.98	
45 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	47	8	8.98	
46 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	55	6	—	
47 POWER PLAY APRIL WINE (Capitol ST-12218) CAP	37	9	8.98	
48 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	32	15	—	
49 BUILT FOR SPEED STRAY CATS (EMI/America ST-17070) CAP	59	11	8.98	
50 ESCAPE JOURNEY (Columbia TC 37408) CBS	48	57	—	
51 SO EXCITED POINTER SISTERS (Planet BXL1-4355) RCA	52	8	8.98	
52 MARSHALL CRENSHAW (Warner Bros. BSK 3673) WEA	53	16	8.98	
53 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	74	9	—	
54 NO FUN ALOUD GLENN FREY (Asylum E1-60129) WEA	50	12	8.98	
55 AVALON ROXY MUSIC (Warner Bros. 9-23666-1) WEA	40	12	8.98	
56 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2) IND	49	15	13.98	
57 BLACKOUT SCORPIONS (Mercury SRM-1-4039) POL	51	24	8.98	
58 HEY RICKY MELISSA MANCHESTER (Ariste AL 9574) IND	69	20	8.98	
59 BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021) RCA	62	58	8.98	
60 TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca NBLP 7265) POL	63	5	8.98	
61 PELICAN WEST HAIRCUT 100 (Ariste AL 6600) IND	54	22	6.98	
62 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA-6112) MCA	77	5	—	
63 SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL 1-4125) RCA	60	24	8.98	
64 JUMP UP! ELTON JOHN (Geffen GHS 2013) WEA	66	18	8.98	
65 THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l FZ 38118) CBS	88	3	—	
66 REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	56	14	10.98	
67 SHANGO SANTANA (Columbia FC 36122) CBS	—	1	—	
68 THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590) IND	58	21	8.98	
69 THE REAL DEAL THE ISLEY BROTHERS (T-Neck FZ 38047) CBS	82	3	—	
70 ROUGH DIAMONDS BAD COMPANY (Swan Song/Atco 90001-1) WEA	—	1	8.98	
71 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	57	15	8.98	
72 MISSING PERSONS (Capitol DLP-15001) CAP	73	22	4.98	
73 JEFFREY OSBORNE (A&M SP-4896) RCA	46	12	8.98	
74 ALDO NOVA (Portrett ZRR 37498) CBS	67	29	—	
75 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1) WEA	76	10	8.98	
76 INSTANT LOVE CHERYL LYNN (Columbia FC 38057) CBS	71	9	—	
77 THE ENVOY WARREN ZEVON (Asylum 9 60159-1) WEA	79	5	8.98	
78 KEEP IT LIVE DAZZ BAND (Motown 6004ML) IND	61	25	8.98	
79 ONE ON ONE CHEAP TRICK (Epic FE 38021) CBS	75	15	—	
80 I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	68	39	8.98	
81 VINYL CONFESSIONS KANSAS (Kirshner FZ 38002) CBS	64	13	—	
82 I'M THE ONE ROBERTA FLACK (Atlante SD 19354) WEA	83	12	8.98	
83 UNDER THE BIG BLACK SUN X (Elektra 9 60150) WEA	84	9	8.98	
84 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML) IND	99	5	8.98	
85 12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	87	15	—	
86 NUGENT TED NUGENT (Atlantic SD 19365) WEA	86	8	8.98	
87 KIM WILDE (EMI America ST-17065) CAP	78	17	8.98	
88 FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062) CAP	80	43	8.98	
89 OFFERING AXE (Atco SD 38-148) WEA	95	11	8.98	
90 AEROBIC SHAPE UP JOANIE GREGGAINS (Paredis/Peter Pan 104) IND	89	21	8.98	
91 ALL DRESSED UP & NO PLACE TO GO NICOLETTE LARSON (Warner Bros. BSK 3678) WEA	93	5	8.98	
92 FAST TIMES AT RIDGEMONT HIGH ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA	109	3	15.98	
93 CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	85	47	8.98	
94 I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	—	1	—	
95 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067) CBS	70	9	—	
96 III WISHES SHOOTING STAR (Virgin/Epic FE 38020) CBS	97	5	—	
97 SNEAKIN' OUT STACY LATTISAW (Columbia/Atco 90002-1) WEA	123	3	8.98	
98 HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	96	42	8.98	
99 BAD TO THE BONE GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP	125	2	8.98	
100 BELLA DONNA STEVIE NICKS (Modern/Atco MR 38-139) WEA	98	56	8.98	

Cash Box Top Albums/101 to 200

September 4, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart	
		8/28			8/28			8/28	
101	NON-STOP ECSTATIC DANCING	5.99	103	5	134	WINDSONG	8.98	124	12
	SOFT CELL (Sire 8 23694-1B) WEA					RANDY CRAWFORD (Warner Bros. 9 23687-1) WEA			
102	ABOMINO	8.98	110	4	135	CONVERTIBLE MUSIC	8.98	138	6
	URIAH HEPP (Mercury SRM-1-4057) POL					JOSIE COTTON (Elektra 9 60140-1) WEA			
103	OFFRAMP	8.98	102	16	136	WALT DISNEY PRODUCTIONS' MOUSERCISE	7.98	129	25
	PAT METHENY GROUP (ECM-12216) WEA					(Disneyland 62516) IND			
104	SWEETS FROM A STRANGER	8.98	81	15	137	BILLY IDOL	8.98	139	4
	SOUEEZE (A&M SP-4800) RCA					(Chrysalis CHR 1377) IND			
105	SHEFFIELD STEEL	8.98	107	9	138	PHYSICAL	8.98	135	45
	JOE COCKER (Island/Atco IL 9750) WEA					OLIVIA NEWTON-JOHN (MCA-5229) MCA			
106	KEEPIN' LOVE NEW	8.98	119	6	139	4	8.98	126	59
	HOWARD JOHNSON (A&M SP-4895) RCA					FOREIGNER (Atlantic SD 16999) WEA			
107	GREASE 2	8.98	94	12	140	ALLIGATOR WOMAN	8.98	142	22
	ORIGINAL SOUNDTRACK (RSO RS-1-3803) POL					CAMEO (Chocolate City CCLP 2021) POL			
108	WE GO A LONG WAY BACK	—	92	9	141	SEASONS OF THE HEART	8.98	144	26
	BLOODSTONE (T-Neck FZ 38115) CBS					JOHN DENVER (RCA AFL1-4256) RCA			
109	WE ARE ONE	8.98	113	7	142	TOO FAST TO LIVE, TOO YOUNG TO DIE	8.98	145	4
	PIECES OF A DREAM (Elektra 9 60142-1) WEA					ROBERT GORDON (RCA AFL1-4380) RCA			
110	FANDANGO	8.98	112	13	143	CHANGE	—	—	1
	HERB ALPERT (A&M SP-3731) RCA					BARRY WHITE (Unlimited Gold FZ 38048) CBS			
111	NON-STOP EROTIC CABARET	8.98	91	33	144	EYE TO EYE	8.98	121	14
	SOFT CELL (Sire SRK 3647) WEA					(Warner Bros. BSK 3570) WEA			
112	LIVE IT UP	—	105	10	145	JUST HOOKED ON COUNTRY	—	167	2
	DAVID JOHANSEN (Blue Sky ARZ 38004) CBS					ALBERT COLEMAN, conducting (Epic FE 38154) CBS			
113	STRAIGHT FROM THE HEART	8.98	90	20	146	GREATEST HITS	8.98	148	99
	PATRICE RUSHEN (Elektra E1-60015) WEA					KENNY ROGERS (Liberty LOO-1072) CAP			
114	ON THE LINE	8.98	108	11	147	RANDY MEISNER	—	159	2
	GARY U.S. BONDS (EMI America SO-17068) CAP					(Epic FE 38121) CBS			
115	OUT OF THE SHADOWS	8.98	117	6	148	A TASTE OF YESTERDAY'S WINE	—	—	1
	DAVE GRUSIN (GRP/Ariste 5510) IND					MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS			
116	WAITIN' FOR THE SUN TO SHINE	—	116	5	149	JUST SYLVIA	8.98	160	4
	RICKY SKAGGS (Epic FE 37193) CBS					SYLVIA (RCA AFL1-4312) RCA			
117	BRILLIANCE	8.98	101	24	150	LONE RHINO	8.98	127	10
	ATLANTIC STARR (A&M SP-4883) RCA					ADRIAN BELEW (Island/Atco IL 9751) WEA			
118	STREET OPERA	8.98	111	15	151	LOVE AND DANCING	6.98	163	2
	ASHFORD & SIMPSON (Capitol ST-12207) CAP					THE LEAGUE UNLIMITED ORCHESTRA (Virgin/A&M SP-3209) RCA			
119	MY FAVORITE PERSON	—	100	17	152	WHO'S FOOLIN' WHO	8.98	130	24
	THE O'JAYS (Philadelphie Int'l FZ 37993) CBS					ONE WAY (MCA-5279) MCA			
120	LOVE NOTES	—	106	9	153	"D" TRAIN	8.98	151	19
	CHUCK MANGIONE (Columbia FC 38101) CBS					(Prelude PRL 14105) IND			
121	SCOTT BAIO	8.98	137	4	154	CHILL OUT	—	155	7
	(RCA NFL1-8025) RCA					BLACK UHURU (Island/Atco 9752) WEA			
122	GHOST IN THE MACHINE	8.98	114	46	155	DIARY OF A MADMAN	—	158	42
	THE POLICE (A&M SP-3730) RCA					OZZY OSBOURNE (Jet FZ 37492) CBS			
123	BEAT	8.98	115	10	156	BENEFACTOR	—	—	1
	KING CRIMSON (Warner Bros. 9 23692-1) WEA					ROMEO VOID (415/Columbia ARC 38182) CBS			
124	STAR TREK II: THE WRATH OF KHAN	8.98	104	8	157	OUTLAW	8.98	153	26
	ORIGINAL SOUNDTRACK (Atlantic SD 19363) WEA					WAR (RCA AFL1-4208) RCA			
125	SOMEWHERE IN THE STARS	—	120	11	158	INSIDE	8.98	134	11
	ROSANNE CASH (Columbia FC 37570) CBS					RONNIE MILSAP (RCA AHL 14311) RCA			
126	EDDIE MURPHY	—	136	5	159	LEXICON OF LOVE	8.98	—	1
	(Columbia FC 38180) CBS					ABC (Mercury SRM-1-4059) POL			
127	FEELS SO RIGHT	8.98	128	78	160	LET ME KNOW YOU	—	170	2
	ALABAMA (RCA AHL 1-3930) RCA					STANLEY CLARKE (Epic FE 38086) CBS			
128	THE HOTTEST NIGHT OF THE YEAR	8.98	—	1	161	MSB	8.98	—	1
	ANNE MURRAY (Capitol ST-12225) CAP					MICHAEL STANLEY BAND (EMI America ST-17071) CAP			
129	NOTHING TO FEAR	8.98	131	6	162	BODY TALK	8.98	166	7
	OINGO BOINGO (A&M SP-4903) RCA					IMAGINATION (MCA-5271) MCA			
130	SUMMER LOVERS	—	140	2	163	GOLD	8.98	164	9
	ORIGINAL SOUNDTRACK (Warner Bros. 9 23695-1) WEA					STEELY DAN (MCA-5324) MCA			
131	TRON	—	118	6	164	SPYS	8.98	174	2
	ORIGINAL SOUNDTRACK (CBS SM 37782) CBS					(EMI America ST-17073) CAP			
132	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	8.98	133	51	165	THE ART OF CONTROL	8.98	—	1
	WILLIE NELSON (Columbia KC 237542) CBS					PETER FRAMPTON (A&M SP-4905) RCA			
133	WILD HEART OF THE YOUNG	—	122	23	166	THE NUMBER OF THE BEAST	8.98	168	22
	KARLA BONOFF (Columbia FC 37444) CBS					IRON MAIDEN (Harvest ST-12202) CAP			

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	38	Crosby, Stills & Nash	8	Isley Brothers	69	Midnight Star	187	REO Speedwagon	12	Toto	18
ABC	159	Crusaders	173	J. Geils Band	88	Miller, Steve	5	Rogers, Kenny	21,146	Townshend, Pete	24
Aerobics (Greggains)	90	"D" Train	153	Jackson, Jermaine	84	Mills, Stephanie	60	Rolling Stones	27	Translator	188
Air Supply	31	Dayton	172	Jackson, Joe	45	Milsap, Ronnie	158	Romeo Void	156	Uriah Heep	102
Alabama	32,127	Dazz Band	78	James, Bob	95	Missing Persons	72	Roxy Music	55	Valentine Brothers	191
Alpert, Herb	110	Denver, John	141	James, Rick	44	Money, Eddie	35	Royal Philharmonic	—	Van Halen	33
April Wine	47	Diamond, Neil	85	Jarreau, Al	175	Motels	28	Orchestra	46,98	Van-Zant, Johnny	183
Ashford & Simpson	118	805	185	Jett, Joan	80	Mouserice	138	Rushen, Patrice	113	War	157
Asia	4	Eye To Eye	144	Johansen, David	112	Murphy, Eddie	126	Sanborn, David	75	White, Barry	143
Atlanta Pops Orchestra	145	Flack, Roberta	82	John, Elton	64	Murray, Anne	128,186	Santana	67	Wilde, Kim	87
Atlantic Starr	117	Fleetwood Mac	2	Johnson, Howard	106	Nelson, Willie	10,132	Scorpions	57	Winston, George	176
Axe	89	Fonda, Jane	43	Jones, Quincy	199	Newton, Juice	71,196	Shalamar	190	Winwood, Steve	42
Bad Company	70	Foreigner	139	Journey	50	Newton-John, Olivia	138	Shooting Star	96	Wonder, Stevie	56
Baio, Scott	121	Frampton, Peter	165	Judas Priest	30	Nicks, Stevie	100	Simmons, Richard	66	X	83
Blash, Adrian	150	Franklin, Aretha	29	Junior	194	Nova, Aldo	74	Skaggs, Ricky	116	Zapp	23
Black Uhuru	154	Frey, Glenn	54	Kansas	81	Nugent, Ted	86	Soft Cell	101,111	Zappa, Frank	48
Bloodstone	108	Gap Band	22	Kid Creole/Coconuts	174	Odyssey	195	Spys	164	Zevon, Warren	77
Bonds, Gary U.S.	114	Genesis	15,192	King Crimson	123	Oingo Boingo	129	Springfield, Rick	63,189		
Bonoff, Karla	133	Gilley, Mickey	180	Larson, Nicolette	91	O'Jays	119	Squeeze	104		
Brannigan, Laura	178	Go-Go's	7,59	Lattisaw, Stacy	97	One Way	152	Squier, Billy	11,181		
Cameo	140	Gordon, Robert	142	League Unltd. Orchestra	151	Osborne, Jeffrey	73	Stanley, Michael	161		
Cash, Rosanne	125	Grusin, Dave	115	Loverboy	13	Osbourne, Ozzy	155	Statter Brothers	200		
Cheap Trick	79	Hagar, Sammy	170	Lynn, Cheryl	76	Ozone	193	Steel Pulse	182		
Chicago	9	Haggard & Jones	148	Manchester, Melissa	58	Parker, Ray	68	Steeley Dan	163		
Clarke, Stanley	160	Haircut 100	61	Mandrell, Barbara	198	Parsons, Alan	19	Stray Cats	49		
Clock	37	Hancock, Herbie	179	Mangione, Chuck	120	Pendergrass, Teddy	65	Streisand, Barbra	197		
Cocker, Joe	105	Heatwave	171	Manhattan Swing Orchestra	40	Pieces of a Dream	109	Summer, Donna	14		
Costello, Elvis	34	Henley, Don	94	McCartney, Paul	20	Plant, Robert	3	Survivor	6		
Cotton, Josie	135	Human League	41	McDonald, Michael	26	Pointer Sisters	51	Sylvia	149		
Cougar, John	1	Idol, Billy	137	Meisner, Randy	147	Police	122	'38 Special	25		
Crawford, Randy	134	Imagination	162	Men At Work	53	Queen	177	Thorogood, George	99		
Crenshaw, Marshall	52	Iron Maiden	166	Metheny, Pat	103	Rawls, Lou	168	Toronto	167		

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Midline Euphoria Starts To Fade

(continued from page 13)

1982. The label recently released 19 budget LPs from its "Best Buy Series," including product by Paul Kantner and Grace Slick, Jefferson Airplane, Vangelis, Lou Reed, Lena Horne, Dave and Sugar, Jerry Reed and "Best Buy — Gold Seal" titles by Placido Domingo, Jean-Pierre Rampal and Arthur Rubenstein.

Frank O'Donnell, RCA's manager of national field merchandising and special sales, said that the label would be delving into kiddie titles during the fall, featuring fantasy LP's on Black Beauty, Cinderella, Pinocchio, The Little Engine That Could and an album based on the Dr. Seuss character, The Cat In The Hat.

O'Donnell said that the label's support of such titles was developed "on a market-by-market basis with accounts in each market" and that there was no such thing at RCA termed "standard co-op dollars."

While most labels have supported budget releases with "accrual" ad co-op dollars, standard discount deals and, initially, highly-identifiable point-of-purchase display material, retailers say that the higher price of midlines and lack of deals will cut into their volume purchase despite labels' plans to release new mid-priced titles for the heavy sales season.

Parallel Imports

(continued from page 14)

available in the United States, the suit could hint at a future action by a label to get a decision in support of the sections of the 1978 Copyright Statute that protect a copyright holder's home market from importation of domestically unreleased material.

While such a victory by a copyright holder could prove devastating to the record import business, no label has yet sought such a suit, and Stempler suggested that a litigated case might not support the statute. "On the face of it," he said, "and digging no deeper, that statute itself would appear to give the copyright owner that right. But it hasn't been litigated, and at this point important shouldn't speculate that it would remain that way or so be construed."

Blanket Licenses To Be Appealed

(continued from page 12)

der an alternative system such as source listening." Another benefit of the current system asserted by the defendants was a reduction in producer costs, but Judge Gagliardi discounted this, saying that performance rights fees formed a "miniscule percentage" of total production costs and would hardly deter future production. As for the assertion that the blanket license provides use of any song in the society's repertoire without copyright infringement, the judge held that such flexibility was advantageous to local broadcasters only when music use could not be planned in advance, a minimal occurrence considering that most syndicated programming contained music selected "long in advance of the performance."

"In sum," concluded Judge Gagliardi, "the insignificant cost savings of the blanket license in the context of the local television industry do not balance the anti-competitive consequences of the absence of price competition."

In citing the blanket licensing system as an anti-trust violation, Judge Gagliardi agreed that licensing of television performing rights at the source would allow price competition among musical compositions. He said that this sharply contrasted with the current blanket licensing practice.

"The distinction is critical," he said. "The preservation of competition is the fundamental purpose of the Sherman Act whose premise is that unrestrained competition will yield the lowest prices and the best allocation of resources and will spur innovation."

FCC Reductions

(continued from page 15)

since the bill cannot be further amended when it goes before the full House and Senate for final approval. That approval is expected when Congress reconvenes after its current recess.

The provision would eliminate Fogarty's seat after his term expires June 30, 1983. The other seat, for which Sharp has been nominated but not yet confirmed by the Senate Commerce Committee, would also be terminated.

Prerecorded Video Releases

(continued from page 27)

further support is being offered via a national consumer and trade advertising campaign to coincide with the release and POP materials, including mini-catalogs, are being sent out Sept. 15.

Upcoming from Nostalgia Merchant is *Best of Liberace, Parts 1 & 2*, featuring two half-hour TV shows, which should be available "either by the end of this year or the beginning of next year."

Embassy Home Entertainment

Formerly the Andre Blay Corp. (until it became part of Embassy Communications), Embassy is releasing four titles in September, according to Robert Blay, including *Ill Met By Moonlight*, *Operation Amsterdam*, *Malta Story* and *Elton John: Visions*. The following month, will see the release of *An Eye For An Eye*, starring Chuck Norris, John Carpenter's *Escape From New York*, *Genevieve* and *A Tale Of Two Cities*.

Laserdisc

According to Pioneer, which has taken over most of the laser videodisc manufacturing in the U.S. (3M is manufacturing primarily for business and industrial use), the new fall catalog of laserdisc releases is due Oct. 1 and, like the summer catalog, titles are broken down by label. Below is a run down in the same order, with stereo and CX-encoded notations when applicable.

Pioneer Artists — A full slate of music releases are on tape for the fall, including *Rostropovich: Dvorak Cello Concerto; La Boheme* by the Royal Opera; *The Nutcracker Suite* as performed by the American Ballet Theatre with Mikhail Baryshnikov; Paul McCartney & Wings' *Rockshow*; and Queen's *Greatest Flix*.

20th Century Fox — Coming from 20th in the fall will be eight laserdisc titles, including *The Black Stallion* (stereo) (CX), John Carpenter's *The Fog*, *The French Lieutenant's Woman*, *The Graduate* (stereo), *On Golden Pond*, *Patton* (Stereo) (CX), *Tora, Tora, Tora* (stereo) and *West Side Story* (stereo) (CX).

MCA Videodiscs — MCA has three new laserdisc titles initially set for release, including *Battlestar Gallactica*, *Play Misty For Me* and *Dracula*, the 1979 version with Frank Langella. Coming is *Ghost Story*, *The Border*, *Dead Men Don't Wear Plaid* and *Cat People*.

Paramount — Twenty-one titles have been set for fall release on laserdisc by Paramount, including *Apocalypse Now* (stereo) (CX), *Bad New Bears*, *Gallipoli*, *The Greatest Show On Earth*, *I'm Dancing As Fast As I Can*, *Little Darlings*, *Murder On The Orient Express*, *Rosemary's Baby*, *Serial*, *Student Bodies*, *When Worlds Collide*, *Band The Drum Slowly*, *First Monday In October*, *The Gambler*, *Heaven Can Wait*, *The Jazz Singer* (stereo) (CX), *Marathon Man*, *Ragtime*, *Rough Cut*, *Shane* and *Three Days Of The Condor*.

Walt Disney — Fall will also see the initial laserdisc release from Walt Disney, which features six titles. Included are *The Black Hole*, *Davey Crockett and the River Pirates*, *Dumbo*, *Mickey Mouse and Donald Duck Cartoons Collection II*, *The One And Only Genuine Original Family Band*, and *Pete's Dragon*.

MGM/UA — MGM/UA has 20 laserdisc releases slated for fall, including *An American In Paris*, *The First Barry Manilow Special* (stereo), *Brigadoon* (stereo), *Cat On A Hot Tin Roof*, *The Champ*, *Clash Of The Titans*, *Coma*, *The Compleat Beatles* (stereo), *A Day At The Races*, *Doctor Zhivago* (stereo), *Fame* (stereo), *Forbidden Planet* (stereo), *The Goodbye Girl*, *Network*, *Tarzan*, *The Ape Man* (stereo), *That's Entertainment* (stereo), *Tom & Jerry Cartoons, Volume I*, *True Confessions*, *2001: A Space Odyssey*, and *The Wizard Of Oz*.

Vestron — According to Vestron president Jon Peisinger, the company will launch its first laserdisc release this fall. Among the initial titles will be *Good Guys Wear Black*, *The Happy Hooker*, *Fort Apache*, *The Bronx*, *The Cannonball Run*, *Tribute*, *The Changeling*, *Butterfly*, *Till Marriage Do Us Part*, *Angel of H.E.A.T.*, *Sex On The Sun*, *Meatballs*, *Go Tell The Spartans*, and *God Created Woman*, *Here It Is Burslesque* and *Dick Cavett's Hocus Pocus It's Magic*.

CED

RCA SelectaVision VideoDiscs added 19 new titles to its catalog in August, while MGM/UA added six and CBS/Fox added two. According to RCA SelectaVision division vice president, programs and business affairs Seth Willenson, the next release, announced in September, will be available in retail outlets in August and will include two new music titles, the *Tony Bennett Songbook* and *Kenny Loggins Alive*.

CASH BOX

September 4, 1982

AROUND THE ROUTE

by Camille Compasio

The new Bally Advance, Inc. facility on the West Coast was premiered in grand style on Aug. 8 at a gala grand opening party attended by industry luminaries from across the country. Operators, customers, guests and manufacturers' reps, numbering well over the 600 that were expected, joined in the festivities, which included a lavish catered buffet, cocktails and all the trimmings — with company president **Chet McMurdie**, vice president **Will Laurie** and members of the staff officiating as hosts. The new premises are located at 540 Forbes Blvd. in San Francisco, Calif.

Nintendo distribs are currently being serviced with samples of the firm's "Donkey Kong Jr." — and if this piece goes the way of its predecessor (which is still listed among the top earners in the country) that will be just great. Watch for it.

GDI/Deatron's **Bob Breither** notes that the firm's latest upright video game, "Slither," is being very well received. "Response from street locations and arcades has been very encouraging," said Bob. Players like the game for its simplicity and keep coming back for more because of its rapid fire, challenging play

(continued on page 41)

Farrand Named President Of Atari Coin Video Division

Clayton Norberg, Vice President Of AMOA, Dies At 58

CHICAGO — Clayton Norberg, first vice president of AMOA, died Aug. 15 of a heart attack. Norberg, 58, would have been the next president of AMOA.

His death came as a shock to the officers and board members of AMOA with whom he has worked so closely for many years. In addition to his active participation in the national association, he was instrumental in organizing the Music Operators of Minnesota state association, having served as the group's first president.

Norberg started out in the coin machine business at an early age, working with his father who established the C & N Sales operation in Mankato, Minn. About two years ago Clayton and his son-in-law, A. J. Lactaon, organized L & N Enterprises of Onamia, Minn.

AMOA's executive vice president Leo Droste and immediate past president Norman Pink were among the industry luminaries and colleagues who attended funeral services, which were held on Aug. 19 at Grace Lutheran Church in Mankato.

Norberg is survived by his wife, Sally, three daughters and one son.



John S. Farrand

SUNNYVALE — John S. Farrand has been named president of the Coin Video Division of Atari, Inc. He formerly served as the division's executive vice president.

As the new division president Farrand will oversee all aspects of manufacturing, engineering, sales and marketing for the company's Coin Video Division, reporting directly to Ray Kassar, president and CEO of Atari, Inc.

"Having almost 20 years of experience in this industry, John Farrand has shown an in-depth understanding of the challenges that await," stated Kassar. "He brings to this position the ability to conquer these challenges."

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COIN MACHINE

American Video Athletic Assn. Formed To Promote Coin Sports

CHICAGO — The American Video Athletic Assn. (AVAA) has been formed in Madison, Wis., to help promote game play as a sport and present the pinball machine or video game player in the same light as the professional athlete, with the arcade being classified as the "gym" in which the sport is practiced and mastered. Enhancing the public's understanding of video games, the people who play them and the locations in which they are played, is a major concern of the new association.

Players are encouraged by AVAA to act in

Stern Electronics Relocates Offices

CHICAGO — Gary Stern, president of Stern Electronics, Inc., announced that the company has moved its corporate headquarters and video game manufacturing operation to its factory in Elk Grove Village, Ill., a suburb of Chicago. Purchased by Stern's Universal Research Laboratories, Inc. subsidiary in 1980, the 50,000 sq. ft. facility will substantially modernize and consolidate Stern's manufacturing operation.

Universal Research Laboratories will continue operations in the same facility as a major manufacturer of solid state products, both to Stern and as an OEM supplier to other industries. The plant is located at 700 Chase Ave., Elk Grove Village, Ill. 60007.

"This move will not only increase the efficiency of our manufacturing operation but will also bring together the marketing and development arms of our company," said Stern.

Stern will continue to maintain the August J. Johnson woodworking facility in Bensenville, Ill., another Chicago suburb.

Although the move is not yet complete, all Stern-Seeburg calls will now be taken at (312) 981-9600.

accordance with the spirit of sportsmanship and leave no room for criticism on the part of parents or city officials as to their conduct or the environment of the arcades in which they are pursuing the sport. AVAA advises players to "watch your tongue, don't harass passing shoppers, and avoid loitering about outside the arcade." The association's motto is: "The Video Athlete plays with as much respect for himself as he has for the machines."

The organization sanctions video game festivals, provides national recognition for video athletes, offers incentives for improvement in video athletic competition and various other membership services, including three-dimensional cards, T-shirts, a quarterly ranking newsletter and discounts on AVAA approved products.

Marketing Arm

The marketing arm for the new association is VAAA (Video Athletes Across America), composed of arcade owners and coin machine operators, the aim being to combat the spread of anti-arcade sentiment in America, particularly among parents of game players. VAAA offers various promotion material and image building paraphernalia such as decals defining the arcade as a "gym of a different kind", a quarterly newsletter with suggestions on creative ways for arcade owners to better service their customers, monthly Video-Tac posters, a guide for conducting a Video Game Festival, T-shirts and other material.

Vid Game Patents Are Issued To Bally

CHICAGO — Bally Manufacturing Corp. announced that it was recently granted two basic United States patents on video game electronic hardware systems. The two patents, Nos. 4,296,930 and 4,301,503, relate to so-called mass-RAM solid-state video game systems.

(continued on page 41)



SHOWTIME — Mountain Coin Distributors in Denver, Colorado hosted a dinner/showing spotlighting the Seeburg "Video Music Center" phonograph. During the event, Stern's field service engineer Lou Rudolph conducted an in-depth school on the technical features of the VMC while Tom Campbell, director of marketing, answered questions regarding the many innovative "custom" location capabilities of the new phonograph. A sizeable turnout of operators and service personnel were on hand for the presentation. Pictured standing in the accompanying photo are (l-r): Tom Campbell, Pete Berren, Charles Cousins and Tony Scott. Shown kneeling are (l-r): Barbara Johnson, Lynn Catt and Lou Rudolph.

New Equipment

Solar Quest

Atari, Inc. recently hosted a series of regional distributor showings across the country to introduce its latest video game, "Gravitar."

The game theme puts the player in charge of a ship, in a hostile solar system, the mission being to knock out each planet's defenses and capture its fuel before running out of supplies and there is an abundance of challenging obstacles in the process.

Gravitar features numerous planets in three different solar systems. Each system is progressively more difficult: with positive gravity, negative gravity, invisible planet surfaces with positive gravity, and invisible with negative gravity, all of which are displayed in dynamic Atari Quadrascan color.

As play begins, Gravitar's ship is equipped with laser torpedoes, a protective shield and a tractor beam to capture fuel. It emerges from its home base into the positive gravity of the first solar system, surrounded by five planets and the "death star." The player is then confronted with alien ships, and can either fight or outrun them to a planet. If the player chooses to fight, he runs the risk of being captured by one of them and transported to deep space for a dogfight to the death.

If the player outruns them, he'll enter the chosen planet's atmosphere, and zoom down for a closer inspection of the craggy terrain. Here the mission is to destroy the planet's firing bunkers and capture its fuel, all the while avoiding the hovering rammer crafts.

To get to the next solar system, the player must eliminate the first four planets and, since each planet is worth progressively more points, the faster a mission is completed the more bonus points a player will receive.

There is, however, another riskier way to enter the next solar system. A player may skip the four planets and enter directly into the fifth one, the Alien Planet. At the center of the planet is a



reactor, which the player must seek out through a narrow tunnel and destroy. When this is accomplished, the player must race back out of the tunnel, called the "link," in a certain amount of time or be destroyed with the planet. If he's successful, the player will receive the point value for the entire solar system and be transported to the next one.

As skill develops, the game becomes more difficult; gravity changes and planet surfaces become increasingly hazardous. Most difficult of all is when the planet surfaces become invisible where only the bunkers and fuel dumps can be seen.

With Gravitar, the operator can choose between easy or hard game difficulty, three-four-five or six game lives, four bonus levels including "no bonus," and 17 different coinage configurations.

The new model will be available through factory distributors and further information may be obtained by contacting Atari, Inc., 1265 Borregas Ave., P.O. Box 427, Sunnyvale, Calif. 94086.

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INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 39)

action, he added. Bob told us the factory will be releasing the game in a cocktail table model very shortly.

Dateline Springfield, N.J., where we spoke with **Tony Yula**, general manager at Mondial. Although the market has been soft for a while, Tony is optimistic for the coming fall season and at present can see a light at the end of the tunnel. Mondial has been experiencing a pick-up in business, he observed, and movement of new equipment. There are several promising pieces hitting the market and among those he singled out are: Nintendo's "Donkey Kong Jr.," Atari's "Gravitar," Taito America's "Jungle King," GDI's "Slither" and Gottlieb's "Rocky" pingame.

Bally Midway's director of sales **Larry Berke** proudly passes along the word that "Ms. Pac-Man" has exceeded "Pac-Man" in sales and, at this point, with orders continuing to pour in there's no sign of a let-up. Here is another Bally Midway candidate for coinbiz history. "Tron" is doing super business, he noted; collections are solid and the game is consistently among the Top 5 earners — which is reflected in the factory's sales figures. When you're hot, you're hot.

Operator dialog: **Ted Nichols** of Automatic Vending Service, Inc. (Fremont, Neb.) had little to complain about as far as summer business. "Conditions are normal for this time of the year," he said, noting that he has no resorts or seasonal spots in his area of operation and the usual summer slowdown is just as it has been in previous years — no more, no less. "Cigarette business is a little off but income on the whole is about the same," he noted. He told us he has reduced buying somewhat ("there's really nothing on the market at present to tempt me to buy more new pieces.")

He is, however, a strong believer in keeping his equipment line up to date and will continue to maintain his route in this manner, buying a little less in quantity, maybe, but still having the games that attract the most player interest. Among his most popular pieces are "Ms. Pac-Man," "Donkey Kong," "Dig Dug," "Kid Kangaroo" and "Tron." Ted said he was a little dubious about "Tron" at first but is finding it to be a "fantastic earner." There's been no evidence of a turnaround in pinballs, as yet. "Even a good pinball machine, sitting beside a video game is a slow earner on the route," according to Ted. His locations are 50% street and 50% game rooms with multiple unit installations. Phonograph collections are holding steady and he will be buying new models as usual. While video games are still his biggest earners, he is noticing a "leveling off" attributable, possibly, to "over-saturation" — but time will tell.

State Association News: The list of newly organized state associations continues to grow, as operators combine forces to strengthen their position against unfair legislation, restrictions and other matters affecting the operating business. Latest to join the ranks is the **Louisiana AMOA**, headquartered in Baton Rouge.

Valley Plans For '83 League Season

CHICAGO — An organizational meeting to begin planning for next year's Valley International 8-Ball League Championships was held in Milwaukee, Wis. July 13 at the Ramada Inn-Airport, with 23 people representing various sections of the United States and Canada in attendance.

Among the decisions reached at the meeting were the time and location of the '83 Championships, which will be held at the Ramada Inn-Airport in Milwaukee on June 2-5, 1983. Plans were also finalized to expand the number of participating teams to 112; 80 men's teams and 32 women's teams. This is up from the total of 80 teams, which took part in the Championships following the first two years of the League's operation.

In keeping with Valley's commitment to place more responsibility for the League's function in the hands of players and operators, a committee was formed to develop a constitution for the broader-based organization. This committee consists of the following members: Bern Hickey of Avalon Electronics, Newfoundland (Canadian representative); Don Van Brackel of A. Van Brackel in Defiance, Ohio (Eastern U.S.); Gary Benson of D & R Star in Rochester, Minn. (Midwest U.S.); Jim Mason of High Country Games in Laramie, Wyo. (Western U.S.) and Tami Norberg of C & N Sales in Mankato, Minn. (Women's representative). Chuck Milhem, president of The Valley Company, is chairman and Warren Kelley, consultant with The Valley Company, is advisor.

"For an organization as young as this one, the formation of this constitution committee is a major milestone," commented Milhem. "The grassroots support has grown so fast and so wide, that we've actually reached this point far sooner than we expected. We have many new operator organizations as well as independents ready to become part of the League in '82-'83 so we felt it was time to move toward our goal of making the organization a real operator's/player's League.

"The new constitution will provide the impetus and foundation to assure the growth and prosperity of the leagues for both the near and more distant future," he concluded.

Bally Issued Patents

(continued from page 40)

Such systems represent a significant technological advance in the video game field by providing a high degree of graphic display capability at relatively low cost. This advance has helped spur the popularity of video games by permitting more dynamic and complex games to be designed than were previously practical, such games attracting an every increasing audience of players.

The patented systems have been widely used in the video games of Bally and its subsidiary, Bally Midway Mfg. Co., for home television games, as well as the coin-operated variety.

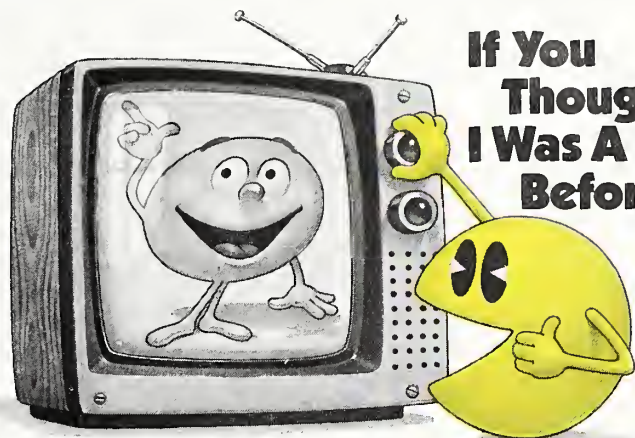
Bally's president and chairman, Robert E. Mullane, stated that "the issuance of these patents is a further example of Bally's significant contributions to the technology and success of the video game industry."

Atari Taps Farrand

(continued from page 39)

Prior to joining Atari four months ago, Farrand spent 16 years at Music Hire Group, which is one of the largest private operating companies in the world, based in England. As president of Music Hire, he was responsible for all aspects of manufacture and distribution of its amusement products. Before that, he was an engineer at High Fidelity, an England-based electronic company.

Farrand received his Electrical Engineering degree from the British Broadcasting Corporation (BBC) College in 1962. He and his wife reside in Portola Valley, Calif.



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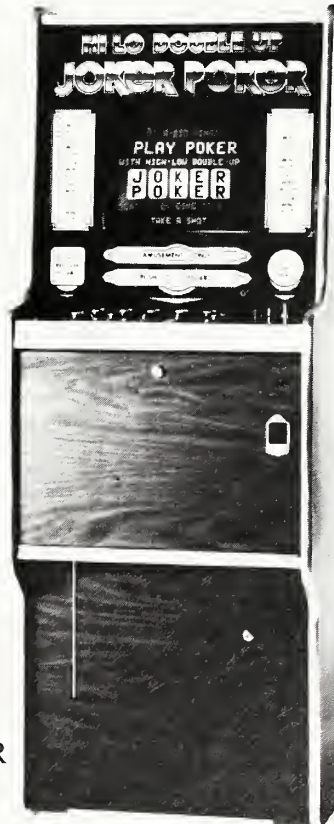
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September 4, 1982

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- 1 **ABRACADABRA**
THE STEVE MILLER BAND (Capitol B-9785)
- 2 **HARD TO SAY I'M SORRY**
CHICAGO (Full Moon/Warner Bros. 7-29979)
- 3 **JACK & DIANE**
JOHN COUGAR (Riva/PolyGram R-120)
- 4 **VACATION**
GO-GO's (I.R.S./A&M IR-9907)
- 5 **YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU**
MELISSA MANCHESTER (Arista AS 0676)
- 6 **WASTED ON THE WAY**
CROSBY, STILLS & NASH (Atlantic 4058)
- 7 **ONLY TIME WILL TELL**
ASIA (Geffen 7-29970)
- 8 **TAKE IT AWAY**
PAUL McCARTNEY (Columbia 18-03018)
- 9 **EYE OF THE TIGER**
SURVIVOR (Scotti Bros./CBS ZS5-02912)
- 10 **SOMEBODY'S BABY**
JACKSON BROWNE (Asylum 7-69982)
- 11 **I KEEP FORGETTIN'**
MICHAEL McDONALD (Warner Bros. 7-29933)
- 12 **EYE IN THE SKY**
THE ALAN PARSONS PROJECT (Arista AS 0696)
- 13 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**
DONNA SUMMER (Geffen 7-29982)
- 14 **WHO CAN IT BE NOW?**
MEN AT WORK (Columbia 18-02888)
- 15 **LOVE WILL TURN YOU AROUND**
KENNY ROGERS (Liberty B-1471)
- 16 **HOLD ME**
FLEETWOOD MAC (Warner Bros. 7-29966)
- 17 **YOU CAN DO MAGIC**
AMERICA (Capitol B-5142)
- 18 **I RAN (SO FAR AWAY)**
A FLOCK OF SEAGULLS (Jive/Arista VS 102)
- 19 **THINK I'M IN LOVE**
EDDIE MONEY (Columbia 18-02964)
- 20 **VOYEUR**
KIM CARNES (EMI America B-8127)
- 21 **AMERICAN MUSIC**
POINTER SISTERS (Planet/RCA YB-13254)
- 22 **MAKE BELIEVE***
TOTO (Columbia 18-03143)
- 23 **BLUE EYES**
ELTON JOHN (Geffen 7-29954)
- 24 **ONLY THE LONELY**
THE MOTELS (Capitol B-5114)
- 25 **THEMES FROM E.T.**
WALTER MURPHY (MCA-52099)
- 26 **KEEP THE FIRE BURNIN'**
REO SPEEDWAGON (Epic 14-02967)
- 27 **BREAK IT TO ME GENTLY***
JUICE NEWTON (Capitol B-5148)
- 28 **HURTS SO GOOD**
JOHN COUGAR (Riva/PolyGram R 209)
- 29 **HOLD ON***
SANTANA (Columbia 18-03160)
- 30 **DON'T FIGHT IT***
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)

COUNTRY

- 1 **LOVE WILL TURN YOU AROUND**
KENNY ROGERS (Liberty B-1471)
- 2 **SHE GOT THE GOLDMINE**
JERRY REED (RCA PB-13268)
- 3 **WOMEN DO KNOW HOW TO CARRY ON**
WAYLON JENNINGS (RCA PB-13257)
- 4 **FOOL HEARTED MEMORY**
GEORGE STRAIT (MCA-52066)
- 5 **I'M GONNA HIRE A WINO TO DECORATE OUR HOME**
DAVID FRIZZELL (Warner/Viva WBS 50063)
- 6 **WHATEVER**
THE STATLER BROTHERS (Mercury/PolyGram 76162)
- 7 **SHE'S NOT REALLY CHEATIN'**
MOE BANDY (Columbia 18-02966)
- 8 **DANCING YOUR MEMORY AWAY**
CHARLY McCLAIN (Epic 14-02975)
- 9 **I JUST CAME HERE TO DANCE**
DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29980)
- 10 **I'M NOT THAT LONELY YET**
REBA McENTIRE (Mercury/PolyGram 76157)
- 11 **THIS DREAM'S ON ME**
GENE WATSON (MCA-52074)
- 12 **YESTERDAY'S WINE**
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 13 **BIG OLE BREW**
MEL McDANIEL (Capitol B-5138)
- 14 **PUT YOUR DREAMS AWAY**
MICKEY GILLEY (Epic 14-03056)
- 15 **GET INTO REGGAE COWBOY**
THE BELLAMY BROTHERS (Elektra/Curb 7-29999)
- 16 **I WISH YOU COULD HAVE TURNED MY HEAD**
OAK RIDGE BOYS (MCA-52095)
- 17 **HEAVENLY BODIES**
EARL THOMAS CONLEY (RCA PB-13246)
- 18 **HEY! BABY!**
ANNE MURRAY (Capitol B-5145)
- 19 **LET IT BE ME**
WILLIE NELSON (Columbia 18-03073)
- 20 **NOBODY**
SYLVIA (RCA PB-13223)
- 21 **MISTAKES**
DON WILLIAMS (MCA-52097)
- 22 **I WILL ALWAYS LOVE YOU**
DOLLY PARTON (RCA PB-13260)
- 23 **HE GOT YOU**
RONNIE MILSAP (RCA PB-13286)
- 24 **WHAT'S FOREVER FOR***
MICHAEL MURPHY (Liberty B-1466)
- 25 **LIVIN' IN THESE TROUBLED TIMES**
CRYSTAL GAYLE (Columbia 18-03048)
- 26 **CLOSE ENOUGH TO PERFECT***
ALABAMA (RCA PB-13294)
- 27 **YOU TURN ME ON I'M A RADIO**
GAIL DAVIES (Warner Bros. 7-29972)
- 28 **YOU'RE SO GOOD WHEN YOU'RE BAD***
CHARLEY PRIDE (RCA PB-13293)
- 29 **AIN'T NO MONEY**
ROSANNE CASH (Columbia 18-02937)
- 30 **WAR IS HELL***
T.G. SHEPPARD (Warner/Curb 7-29934)

BLACK CONTEMPORARY

- 1 **JUMP TO IT**
ARETHA FRANKLIN (Arista AS 0699)
- 2 **DANCE FLOOR (PART 1)**
ZAPP (Warner Bros. 7-29961)
- 3 **YOUR BODY'S HERE WITH ME**
THE O'JAYS (Phila. Int'l./CBS ZS5-03009)
- 4 **LAST NIGHT**
STEPHANIE MILLS (Casablanca/PolyGram NB 2352)
- 5 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**
DONNA SUMMER (Geffen 7-29982)
- 6 **I'M THE ONE**
ROBERTA FLACK (Atlantic 4068)
- 7 **SO FINE**
HOWARD JOHNSON (A&M 2415)
- 8 **LET ME GO**
RAY PARKER, JR. (Arista AS 0695)
- 9 **LOVE COME DOWN**
EVELYN KING (RCA PB-13273)
- 10 **LET ME TICKLE YOUR FANCY**
JERMAINE JACKSON (Motown 1628MF)
- 11 **AMERICAN MUSIC**
POINTER SISTERS (Planet/RCA YB-13254)
- 12 **YOU DROPPED A BOMB ON ME**
THE GAP BAND (Total Experience/PolyGram TE 8203)
- 13 **INSIDE OUT**
ODYSSEY (RCA PB-13217)
- 14 **DON'T THROW IT ALL AWAY**
STACY LATTISAW (Cotillion/Atco 47011)
- 15 **AND I AM TELLING YOU I'M NOT GOING**
JENNIFER HOLLIDAY (Geffen 7-29983)
- 16 **SOONER OR LATER**
LARRY GRAHAM (Warner Bros. 7-29956)
- 17 **I REALLY DON'T NEED NO LIGHT**
JEFFREY OSBORNE (A&M 2410)
- 18 **I CAN MAKE YOU FEEL GOOD**
SHALAMAR (Solar/Elektra S-48013)
- 19 **DO SOMETHING**
GOODIE (Total Experience/PolyGram TE 8202)
- 20 **THE REAL DEAL**
THE ISLEY BROTHERS (T-Neck/CBS ZS5-02985)
- 21 **LOVE IT AWAY**
ASHFORD & SIMPSON (Capitol B-5146)
- 22 **KEEP IT LIVE**
DAZZ BAND (Motown 1622MF)
- 23 **WAITING BY THE HOTLINE**
DENIECE WILLIAMS (ARC/Columbia 18-03015)
- 24 **BIG FUN***
KOOL & THE GANG (Delite/PolyGram DE 822)
- 25 **CHANGE**
BARRY WHITE (Unlimited Gold/CBS ZS5-02956)
- 26 **HOT FUN IN THE SUMMERTIME**
DAYTON (Liberty B-1469)
- 27 **HARD TO GET***
RICK JAMES (Gordy/Motown 1634GF)
- 28 **A PENNY FOR YOUR THOUGHTS**
TAVARES (RCA PB-13292)
- 29 **FLIRT**
CAMEO (Chocolate City/PolyGram CC 3233)
- 30 **JUST AN ILLUSION**
IMAGINATION (MCA 52067)

OPERATORS PICKS

Dan Tortorice (Modern Specialty, Madison)
WORKIN' FOR A LIVIN' — Huey Lewis And The News — Chrysalis
 Mamie Patton (South Central, Chicago)
DANCE FLOOR — Zapp — Warner Bros.
 Russ Mawdsley, Jr. (Russell-Hall, Inc., Holyoke)
MAKE BELIEVE — Toto — Columbia

RECORDS TO WATCH

RIBBON IN THE SKY — Stevie Wonder — Tamla/Motown
ATHENA — The Who — Warner Bros.
HEART ATTACK — Olivia Newton-John — MCA
SWEET TIME — REO Speedwagon — Epic
WORKIN' FOR A LIVIN' — Huey Lewis And The News — Chrysalis
WAIT TILL THOSE BRIDGES ARE GONE — Ray Price — Dimension
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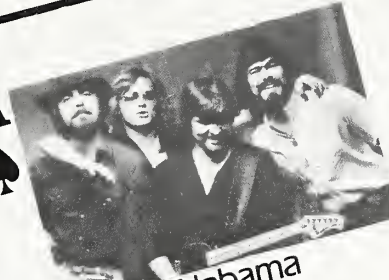
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Sylvia
"Nobody"
PB-13223
Multiformat Smash!
Now exploding pop! Sales
already over 300,000
CB 65° • BB 78°

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Alabama
**"Close
Enough
to Perfect"**
PB-13294
Debuting this week! New
single from the current best
selling "Mountain Music"
album.
CB 88° • BB 89°

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Evelyn King
**"Love Come
Down"**
is soaring up.
PB-13273
Huge R&B and crossing
pop! Sales already over
180,000!!
CB 78° • BB 76°

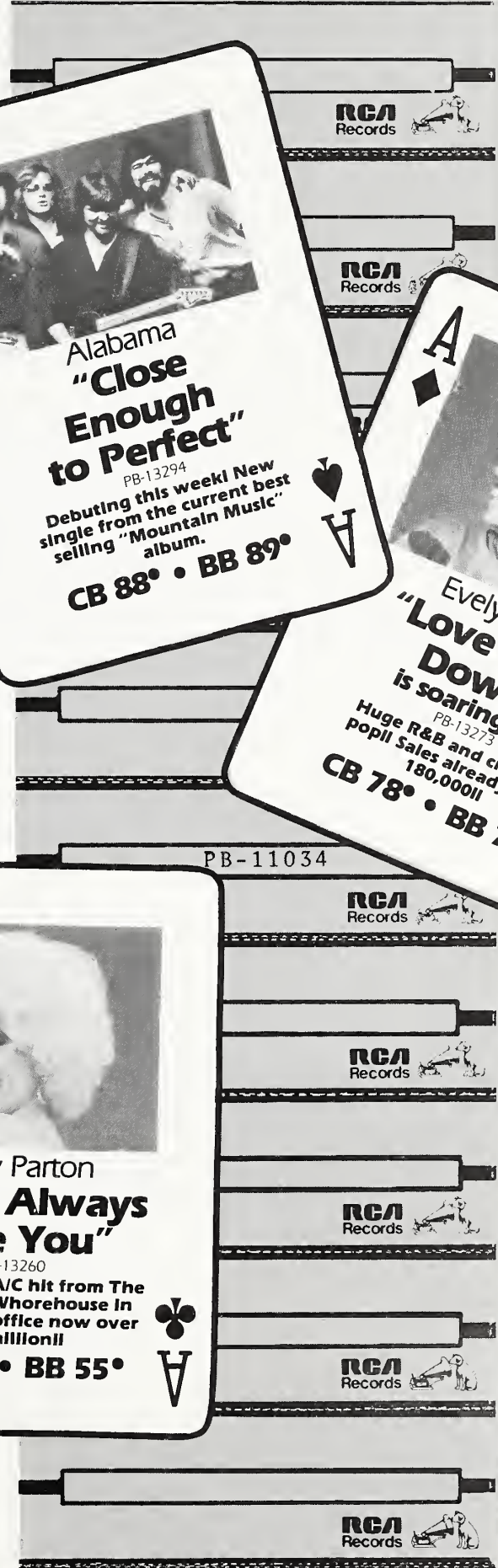
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Dolly Parton
**"I Will Always
Love You"**
PB-13260
Top 40 and A/C hit from The
Best Little Whorehouse In
Texas. Box office now over
\$50 million!!
CB 49° • BB 55°

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PB-13273

Direction by Bob Schwaid/Sight & Sound Management Ltd. AFL1-4337
Produced by Morrie Brown for Mighty M Productions

