

# FACE BOX

October 30, 1982

NEWSPAPER

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Earl Thomas Conley

# ANNOUNCING JOHN COUGAR'S DOUBLE.

**DOUBLE PLATINUM.**  
"AMERICAN FOOL."  
RVL 7501

**GOLD.**  
"HURTS SO GOOD."  
R 209

**GOLD.**  
"JACK & DIANE."  
R 210

**And introducing the next single,**  
"HAND TO HOLD ON TO."  
R 211

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& DIANE" and "HAND TO HOLD ON TO."

RVL-7501

**JOHN COUGAR · American Fool**



Produced by  
John Cougar Mellencamp  
and Don Gehman.

Manufactured and Marketed by  
**PolyGram Records™**  
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# CASH BOX

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## EDITORIAL

## A Hard Act To Follow

The announcement that Joe Cohen will step down from his position as executive vice president of the National Assn. of Recording Merchandisers (NARM) was indeed a surprise. Since taking over that position in 1978, Cohen has presided over one of the most difficult and exciting periods in NARM's history.

NARM today is a highly effective and totally committed association, thanks in many respects to Cohen. Such programs as the "Gift of Music," the newly approved promotion and merchandising tie-in with the Grammy Awards Show, the Bank-Card and bar coding pushes and many others all reflect Cohen's influence. In addition, his work to make the various retailer, rack jobbers, one-stop and independent distributor committees effective once again has surely helped at a time when the industry as a whole is trying to find its way through the recession.

Cohen set a new standard for a leader of NARM, and his successor will have a very large pair of shoes to fill. As exhibited at the recent Retailers Advisory Committee meeting in Houston and the Rack Jobbers Conference in Scottsdale, NARM somehow found a way to get the representatives of various industry segments together to cooperate with each other without accusations or bitterness. Cohen, in large part, must be credited for his tireless work in creating this air of cooperation.

However, Cohen won't be disappearing from the scene — and that is good. While stepping down as the head of the NARM professional staff, he will continue as a full-time vice president working on what must be his two pet projects — the Gift of Music and the Grammy Awards promotion. These two projects alone could mean millions of extra units sold every year, and judging from his performance so far, if anyone can make them go, it is Joe Cohen.

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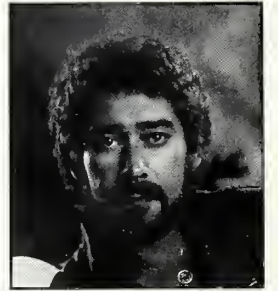
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### ON THE COVER

In the midst of the post-Urban Cowboy country craze in which every record seemed geared toward pop crossover, one Earl Thomas Conley, an introspective and poignant singer/songwriter on the small Sunbird label, emerged. While Conley had recorded several singles for a couple other labels with lesser degrees of success, his first release for Sunbird Records, "Silent Treatment," went into the Top 10 on the country charts, and its successor, "Fire & Smoke," fared equally well.

Just two years after that initial Sunbird reaction, Conley is an RCA artist with a strong track record of high-charting singles that showcase his penetrating lyrical abilities within the context of distinctive, glossy harmonies and impeccable productions. And while he still maintains a somewhat elusive personal stance — an outsider viewing the inner drives of his subjects — his vocal renderings have matured, marking him as a singer with soul and conviction. His third album, "Somewhere Between Right And Wrong," proves what many have suspected for some time — that ETC is one of the most consistent yet diverse artistic talents in Nashville today.



## TOP POP DEBUTS

### SINGLES

44

IT'S RAINING AGAIN — Supertramp — A&M

### ALBUMS

39

THE NIGHTFLY — Donald Fagen — Warner Bros.

### POP SINGLE

WHO CAN IT BE NOW?  
Men At Work  
Columbia

### B/C SINGLE

LOVE COME DOWN  
Evelyn King  
RCA

### COUNTRY SINGLE

MISTAKES  
Don Williams  
MCA

### JAZZ

INCOGNITO  
Spyro Gyra  
MCA

## NUMBER ONES



Don Williams

### POP ALBUM

AMERICAN FOOL  
John Cougar  
Riva/PolyGram

### B/C ALBUM

FOREVER, FOR ALWAYS, FOR LOVE  
Luther Vandross  
Epic

### COUNTRY ALBUM

JUST SYLVIA  
Sylvia  
RCA

### GOSPEL

PRECIOUS LORD  
Al Green  
Hi/Myrrh

# CASH BOX TOP 100 SINGLES

October 30, 1982

	Weeks On Chart	10/23
1 WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	1	17
2 JACK & DIANE JOHN COUGAR (Riva/PolyGram R-210)	2	15
3 UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	6	10
4 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	4	13
5 SOMEBODY'S BABY JACKSON BROWNE (Asylum 7-69982)	5	14
6 HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	8	9
7 YOU CAN DO MAGIC AMERICA (Capitol B-5142)	7	14
8 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AS 0696)	3	17
9 HOLD ON SANTANA (Columbia 18-03160)	9	12
10 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol B-5148)	10	11
11 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5126)	11	23
12 NOBODY SYLVIA (RCA PB-13223)	13	11
13 GYPSY FLEETWOOD MAC (Warner Bros. 7-29918)	16	9
14 THE ONE YOU LOVE GLENN FREY (Asylum 7-69974)	17	11
15 HEARTLIGHT NEIL DIAMOND (Columbia 18-03219)	18	8
16 I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Arista VS 102)	14	17
17 TRULY LIONEL RICHIE (Motown 1644)	26	4
18 GLORIA LAURA BRANIGAN (Atlantic 4048)	20	18
19 DON'T FIGHT IT KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	15	10
20 STEPPIN' OUT JOE JACKSON (A&M 2428)	23	11
21 MUSCLES DIANA ROSS (RCA PB-13348)	27	5
22 HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)	12	22
23 YOU DON'T WANT ME ANYMORE STEEL BREEZE (RCA PB-13282)	25	10
24 EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5 02912)	21	22
25 SOUTHERN CROSS CROSBY, STILLS & NASH (Atlantic 7-89969)	29	7
26 GET CLOSER LINDA RONSTADT (Asylum 7-69948)	31	5
27 I NEED YOU PAUL CARRACK (Epic 14-03146)	30	9
28 PRESSURE BILLY JOEL (Columbia 38-03244)	32	6
29 WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty B-1466)	24	15
30 LOVE COME DOWN EVELYN KING (RCA PB-13273)	34	10
31 ATHENA THE WHO (Warner Bros. 7-29905)	33	9
32 LOVE ME TOMORROW CHICAGO (Full Moon/Warner Bros. 7-29911)	36	6
33 MANEATER DARYL HALL & JOHN OATES (RCA PB-13354)	45	3

	Weeks On Chart	10/23
34 I GET EXCITED RICK SPRINGFIELD (RCA PB-13303)	35	8
35 NEW WORLD MAN RUSH (Mercury/PolyGram 76179)	38	7
36 THE LOOK OF LOVE (PART ONE) ABC (Mercury/PolyGram 76168)	40	8
37 MICKEY TONI BASIL (Chrysalis 2638)	42	8
38 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	44	4
39 I'M SO EXCITED POINTER SISTERS (Planet/RCA JH-13327)	43	7
40 ROCK THIS TOWN STRAY CATS (EMI America B-8132)	46	7
41 HEARTBREAKER DIONNE WARWICK (Ariste AS 1015)	47	4
42 MISSING YOU DAN FOGELBERG (Full Moon/CBS 34-03289)	49	4
43 SWEET TIME REO SPEEDWAGON (Epic 14-03175)	28	10
44 IT'S RAINING AGAIN SUPERTRAMP (A&M 2502)	—	1
45 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Arista AS 0676)	19	23
46 AMERICAN HEARTBEAT SURVIVOR (Scotti Bros./CBS ZS4 03213)	50	6
47 YOUNG LOVE AIR SUPPLY (Arista AS 1005)	48	7
48 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)	37	11
49 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 1628MF)	41	15
50 GET UP AND GO GO-GO'S (I.R.S./A&M IR-9910)	55	6
51 STATE OF INDEPENDENCE DONNA SUMMER (Geffen 7-29895)	56	5
52 ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	58	5
53 BLUE EYES ELTON JOHN (Geffen 7-29954)	22	16
54 WHA! ABOUT ME MOVING PICTURES (Network/Elektra 7-69952)	59	7
55 BE MY LADY JEFFERSON STARSHIP (Grunt/RCA FB-13350)	62	4
56 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	61	6
57 YOU DROPPED A BOMB ON ME THE GAP BAND (Total Experience/PolyGram TE8203)	51	12
58 COOL MAGIC THE STEVE MILLER BAND (Capitol B-5162)	63	4
59 EVERYBODY WANTS YOU BILLY SQUIER (Capitol B-5163)	65	5
60 A LOVE SONG KENNY ROGERS (Liberty B-1485)	68	4
61 TUG OF WAR PAUL McCARTNEY (Columbia 38-03235)	64	5
62 SHADOWS OF THE NIGHT PAT BENATAR (Chrysalis CHS 2647)	71	2
63 ROCK THE CASBAH THE CLASH (Epic 34-03245)	69	4
64 DIRTY LAUNDRY DON HENLEY (Asylum 7-69894)	—	1
65 RIBBON IN THE SKY STEVIE WONDER (Taml/Motown 1639TF)	57	7
66 DESTINATION UNKNOWN MISSING PERSONS (Capitol B-5161)	72	4
67 SO MUCH IN LOVE TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	67	5

	Weeks On Chart	10/23
74 SHAKIN' EDDIE MONEY (Columbia 38-03252)	81	3
75 BIG FUN KOOL & THE GANG (De-Lite/PolyGram DE 822)	39	10
76 AFRICA TOTO (Columbia 38-03335)	—	1
77 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	89	5
78 PLEASE BE THE ONE KARLA BONOFF (Columbia 18-03172)	66	5
79 TOUGH WORLD DONNIE IRIS (MCA-52127)	88	2
80 JOHNNY CAN'T READ DON HENLEY (Asylum 7-69971)	53	12
81 VALLEY GIRL FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS W5902972)	74	16
82 HURTS SO GOOD JOHN COUGAR (Riva/PolyGram R 209)	52	28
83 VOYEUR KIM CARNES (EMI America B-8127)	54	11
84 DO YOU WANNA TOUCH ME (OH YEAH) JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)	76	14
85 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	—	1
86 VACATION GO-GO'S (I.R.S./A&M IR-9907)	60	18
87 SHOCK THE MONKEY PETER GABRIEL (Geffen 7-29883)	—	1
88 I WOULDN'T BEG FOR WATER SHEENA EASTON (EMI America B-8142)	—	1
89 YOU KEEP RUNNIN' AWAY .38 SPECIAL (A&M 2431)	77	12
90 HOLDIN' ON TANE CAIN (RCA PB-13287)	83	12
91 MAKE BELIEVE TOTO (Columbia 18-03143)	70	13
92 STAND OR FALL THE FIXX (MCA-52106)	93	3
93 I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB 13260)	84	14
94 ONLY TIME WILL TELL ASIA (Geffen 7-29970)	82	15
95 TAKE THE L. THE MOTELS (Capitol B-5149)	78	9
96 ATTACK OF THE NAME GAME STACY LATTISAW (Cotillion/Atco 7-99968)	98	2
97 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)	87	19
98 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	—	1
99 ELECTRICLAND BAD COMPANY (Swan Song/Atco 7-99966)	92	4
100 NEVER BEEN IN LOVE RANDY MEISNER (Epic 14-03032)	85	14

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

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	60
A Penny For (Kenny Nolan/Downtown — ASCAP)	56
Abracadabra (Sailor — ASCAP)	11
Africa (Hudmar/Cowbells — ASCAP)	76
American Heartbeat (Holy Monley/Rude — BMI/WB/Easy Action — ASCAP)	46
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI)	96
Athena (Tower Tunes — BMI)	31
Baby, Come To Me (Rodsongs — PRS)	77
Be My Lady (Allen — BMI)	55
Big Fun (Delightful — BMI)	75
Blue Eyes (Intersong — ASCAP)	53
Break It To Me Gently (Northern/MCA — ASCAP)	10
Cool Magic (Silk Stocking — BMI)	58
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	66
Dirty Laundry (Cass County/Kortchmar — ASCAP)	64
Do You Wanna (Duchess/MCA — BMI)	84
Don't Fight It (Milk Money — ASCAP/Lacey Blvd./Warner-Tamerlane/Body Electric — BMI)	19
Electricland (Badco — ASCAP)	99
Everybody Wants You (Songs Of The Knight — BMI)	59
Eye Of The Sky (Woolfson/Ltd./Careers — BMI)	8
Get Closer (Cherry Lane — ASCAP)	26
Get Up And Go (Daddy Oh/Lip Sync — ASCAP)	50
Gloria (Sugarongs — BMI)	18
Gypsy (Fleetwood Mac/Welsh Witch — BMI)	13
Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI)	22
Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	6
Heartbreaker (Gibb Brothers — BMI)	41
Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI)	15
Hold On (Over The Rainbow — ASCAP/Mark-Cain — CAPAC)	9
Holdin' On (Any Garage/Pug Baker — BMI)	90
Hurts So Good (Riva — ASCAP)	82
I.G.Y. (Freejunket — ASCAP)	38
I Keep Forgettin' (Yellow Dog — ASCAP)	4
I'm So Excited (Braintree/Til Dawn/Blackwood — BMI)	39
I Get Excited (Robie Porter — BMI)	34
I Need You (Plangent Visions — ASCAP)	27
I Ran (Zomba Ent. — BMI)	16
It's Raining Again (Delicate — ASCAP)	44
I Will Always (Velvet Apple Music — BMI)	93
I Wouldn't Beg (Unichappell — BMI)	88
Jack & Diane (Riva — ASCAP)	2
Johnny Can't Read (Cass County/Kortchmar — ASCAP)	80
Jump To It (Uncle Ronnie/April/Sunset Burgandy — ASCAP)	48
Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI)	49
Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	72
Love Come Down (Music Corp. Of America/Kashif — BMI)	30
Love Is In Control (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS)	97
Love Me Tomorrow (Double Virgo/Foster Frees/Irving — BMI)	32
Make Believe (Hudmar — ASCAP)	91
Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI)	33
Mickey (Chinnichap/Careers — BMI)	37
Missing You (Hickory Grove — ASCAP)	42
Muscles (Mijac — BMI)	21
Never Been In Love (Colgems-EMI — ASCAP)	100
New World Man (Core — ASCAP)	35
Nobody (Tom Collins — BMI)	12
On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	52
Only Time (WB/Almond Legg adm. by WB/Ackee — ASCAP)	94
Please Be The One (Seagrape — BMI)	78
Pressure (Joe Jackson — BMI)	28
Ribbon In The Sky (Jobete/Black Bull — ASCAP)	65
Right Here And Now (ATV/Mann & Well Songs — BMI)	71
Rock The Casbah (Ninened Ltd. — PRS)	63
Rock This Town (Zomba — BMI)	40
Sexual Healing (April — ASCAP)	73
Shadows Of The Night (Inner Santum — BMI)	62
Shakin' (Grajonca — BMI/Elizabeth Myers — ASCAP)	74
Shock The Monkey (Peter Gabriel Ltd. — ASCAP)	87
So Much In Love (ABKCO — BMI)	67
Somebody's Baby (Jackson Browne/Kortchmar — ASCAP)	5
Southern Cross (Kenwood/CatPatch — BMI/Gold Hill — ASCAP)	25
Stand Or Fall (Colgems — EMI/ASCAP)	92
State Of Independence (WB — ASCAP/Spherlc B.V. Buma/Toughnot Ltd. — PRS)	51
Steppin' Out (Albion — ASCAP)	20
Sweet Time (Fate — ASCAP)	43
Take The L. (Excessive/Clean Sheets — BMI)	95
The Look Of Love (Virgin/Chappell — ASCAP)	36
The Message (Sugar Hill — BMI)	98
The One You (Red Cloud/Night River — ASCAP)	14
The Only Way Out (WB — ASCAP)	69
Tough World Bema — ASCAP)	79
Truly (Brockman — BMI)	17
Tug Of War (MPL Communications — ASCAP)	61
Up Where We (Famous — ASCAP/Ensign — BMI)	3
Used To Be (Stone Diamond — BMI)	85
Vacation (Some Other/Daddy-Oh/Lyptic — ASCAP)	86
Valley Girl (Munchkin Music)	81
Voyeur (Moonwindow/Hitching — ASCAP)	83
What About Me (Austrelian Tumbleweed — BMI)	54
Whatcha Gonna Do (ATV Of Canada/Some Sung Songs/18 Karat Gold/P.R.O. — BMI)	68
What's Forever (Tree — BMI)	29
Who Can It Be (April Music Pty. — BMI)	1
You And I (Four Way — ASCAP)	70
You Can Do (April/Russell Ballard Ltd. — ASCAP)	7
You Don't Want (Toneman/Wood Street — ASCAP)	23
You Dropped (Total Experience — BMI)	57
You Keep (Rocknocker/Easy Action/W.B. — ASCAP)	89
You Should (Warner-Tamerlane/Body Electric — BMI)	45
Young Love (Careers/Bestall Reynolds — BMI/Rive — PRS)	47



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



**CONSTELLATION STARS** — Solar Records recently hosted a private party at L.A.'s Roxy nite spot to launch the new contemporary music label Constellation and introduce the first act signed to the label, Wolf. Pictured backstage after the kick-off party are (l to r): Solar/Constellation board chairman and founder Dick Griffey; Mike Shaeffer, program director of KJIS-Radio; Jon Gibson, Wolf's guest vocalist; Brenda and Bill Wolfer of the group; and Ray Harris, president of Solar/Constellation.

## Pay-Per-View Music Network Debuts On Campus This Week

by Fred Goodman

NEW YORK — The Campus Entertainment Network (CEN), a pay-per-view TV entertainment system aimed at the college market, will present its first program Saturday evening, Oct. 30, when it transmits a live performance by Devo and Wall of Voodoo to 15 campuses around the country. The limited satellite broadcast, part of which will be in 3-D, will serve as a test marketing for CEN, which expects to be servicing approximately 100 campuses by the end of the '82-'83 academic year. The test is also expected to serve as a cross-merchandising model for record companies whose acts appear on the CEN broadcasts.

Once fully operational, CEN plans to expand its program to include such educational fare as lectures, panels and classes, as well as film series, sporting events, theater and news. A live broadcast

of the Broadway production of *Sophisticated Ladies* will follow the Devo show by a week, with negotiations nearing completion for a second rock broadcast on Dec. 17. The December program is expected to pull in 50 campuses, all of which will be in secondary markets where the featured act will not play.

"The 3-D broadcast made the Devo program feasible," said CEN's Brad Siegel. "They're not a superstar act like The Who or Rolling Stones that doesn't get into a secondary market." Major attractions, such as Stevie Wonder, Billy Joel, Hall & Oates, and The Who, are presently being negotiated with by the network.

Major attractions are expected to dominate programming for CEN until it reaches a saturation level of 200+ campuses. At that point — with satellite dishes,

(continued on page 11)

## Cohen Will Exit NARM Post To Guide Consumer Projects

by Michael Martinez

SCOTTSDALE, Ariz. — The National Assn. of Recording Merchandisers (NARM) will be embarking on a manhunt to find someone to assume the duties of NARM executive vice president Joe Cohen, who will step down to devote more time to the "Gift of Music" ad campaign and the upcoming Grammy Awards promotion.

Cohen made the announcement during the opening of the NARM Rack Jobbers Conference here Oct. 20-22, following ratification of his executive reorganization proposal by the NARM board of directors. The board approved his proposal during a meeting at Scottsdale's Registry Resort prior to the opening of the conference.

Cohen, who has held his current post since 1978, said he will remain with NARM in a "vice president/marketing" capacity to be more intricately involved in development of consumer-oriented promotion ideas. He said his efforts will be designed to "stop the downward spiral" that the record industry is now experiencing.

Key to this effort, according to Cohen, will be insuring the success of the "Give the Gift of Music" institutional ad campaign, which has been in preparation since the beginning of this year. Another key program will be the 1983 Grammy Awards promotion.

During an earlier meeting of NARM's Retailer Advisory Committee in Houston, lengthy reports outlining the goals, objectives and tentative plans for waging each campaign were introduced (**Cash Box**, Oct. 16, 23).

'Discover Grammy Music'

At the Thursday, Oct. 21, business session of the rack conference, Cohen revealed the slogan and merchandising thrust that will highlight the Grammy Awards promotion: "Discover Grammy Music." In addition, more specific plans for fourth quarter 1982 and first half 1983 implementation of the NARM "Gift of Music" ad campaign were outlined by Michael Reingold, senior vice president/management supervisor of the advertising firm of

Humphrey, Browning, MacDougall, which is the agency NARM selected to research and develop the ad strategy.

With testing of the ad campaign on TV and some radio sets to begin in four test markets in November, Cohen said it was time for him to concentrate his efforts on "creating even more promotional and merchandising opportunities for retailers and racks" to employ in connection with the campaign.

To facilitate the move, he said, NARM will begin the executive hunt for his replacement in January 1983, with plans to name a person to the position in May 1983.

"This person will enter the job as a vice president and will be groomed to handle many of the duties I assumed and grew into when I accepted this job," Cohen said.

He added that "it's important that we be flexible in choosing a person for this position. The candidate must have an understanding of industry issues, be able to administer a staff of people and like traveling."

Cohen said further that he would work with the new executive, who would report to the NARM president and be charged with coordinating merchandising development, newsletter information, membership activity and working more closely with the Video Software Dealers Assn. (VSDA), the video arm of NARM.

Two More Years

"I won't leave the candy store until I know NARM is in good hands," said Cohen, adding, "I will be stepping down from my current post, but will probably sign a contract for two more years."

In addition to the "Gift of Music" campaign and the newly initiated Grammy promotion, Cohen will also devote more time to finding ways of cross-merchandising prerecorded music with other industries, conducting consumer research projects and seeking alternatives to radio, most notably with MTV and other cable TV outlets.

Clearly, the implementation of the "Gift of Music" ad campaign was an immediate

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## AOR Mixed Up Over Who Show Buyout In Texas

by Larry Riggs

NEW YORK — In order to capitalize on the promotional value of The Who's reported "farewell" U.S. tour, two Texas-based AOR stations, KSRR/Houston and KZEW/Dallas, recently made the unprecedented move of purchasing all of the tickets for the group's large stadium concerts in their respective cities.

A nationwide **Cash Box** sampling of AOR promotion directors revealed mixed attitudes toward this bold promotion. While some stations welcomed the idea and even speculated about staging similar promotions in the future, others rejected it, believing the administrative difficulties and costs involved with ticket distribution outweigh its promotional value.

Although the KSRR promotional staff credits general manager Jeff Trumper with conceiving the stadium buy-out idea, it was reportedly discussed at the meetings of the ABC owned-and-operated stations held in New Orleans in conjunction with the August National Assn. of Broadcasters (NAB) Radio Programming Conference (RPC). "The idea was discussed all during

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**COUGAR DOUBLED** — Shortly after picking up a slew of platinum honors for his top-charting Riva/PolyGram album "American Fool," John Cougar was pleased to find out the platter reached double platinum status. Pictured seated at the presentation of the first set of platinum discs are (l-r): Larry Crane of Cougar's band, The Zone; Cougar; and The Zone's Mike Wanchic, Kenny Aronoff and Toby Myers. Pictured standing are (l-r): Russell Shaw, Cougar's manager; Jim Lewis, vice president, marketing/project management, PolyGram; Guenter Hensler, president/chief operating officer, PolyGram; and Mel Ilberman, executive vice president, PolyGram.

## 72nd AES Maps New Directions In Audio Industry

by Michael Glynn

ANAHEIM, Calif. — A "prime focus" of the 72nd Audio Engineering Society (AES) Convention at the Disneyland Hotel here Oct. 23-27 is "the amalgamation of digital techniques with analog audio manufacturing concepts," according to AES executive director Donald Plunkett. Themed "Audio In A Changing World," the five days of exhibits, technical paper presentations and workshops will underscore the changing profile of audio engineering as the industry moves from the present to the future, with special sessions being devoted to such topics as "New Directions In Audio" (Oct. 25).

Perhaps because this is the first year that the AES has held just one gathering (the next West Coast confab won't be until 1984), pre-registration for the convention's slate of activities was "the highest in seven or eight years," Plunkett noted. As of last week, more than 822 had signed up, while Plunkett said about 1,200 would probably be on hand for the full program. Approximately 6,000 are expected to pass through

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## BUSINESS NOTES

## NARAS Announced MVP Nominees

NEW YORK — The New York chapter of the National Academy of Recording Arts and Sciences (NARAS) is presenting its fourth annual Most Valuable Player awards Oct. 26 at RCA's Studio C in New York. The academy will also pay tribute to composer Eubie Blake. The tribute will include Maurice Hines as master of ceremonies and pianists Dick Hyman, Dick Katz, Frank Owens, Pat Rebillot, Hal Schaefer, McCoy Tyner, George Wein and Dick Wellstood.

This year's MVP nominees include trumpeters Randy Brecker, Jon Faddis, Marvin Stamm; trombonists Wayne Andre, Urbie Green and Jim Pugh; and bass trombonists Paul Faulise, Alan Raph and Dave Taylor. Tuba players Don Butterfield, Howard Johnson and Tony Price were also nominated.

Other nominees are soprano saxophonists Jay Beckenstein, Dave Tofani, Dave Sanborn and George Young; tenor saxophonists Michael Brecker, Eddie Daniels and Lou Marini; baritone saxophonists Pepper Adams, Danny Bank, Ronnie Cuber, Lew Delgatto and Sol Schlinger; French horn players John Clark, Peter Gordon, Sharon Moe and Brooks Tillotson; flautists Phil Bodner, Daniels, Harvey Estrin and George Marge; oboists Bob Steen, Marge and Bodner; clarinetists Bodner, Marge and Daniels; bassoonists John Campo, Wally Kane and Romeo Penque; harp players Gloria Agostini, Gene Bianco and Margaret Ross; organ players Paul Griffin, Dick Hyman and Richard Tee. Tee, Rebillot and Bernhardt are also nominated as electronic keyboardists.

Nominated are synthesizer players Ken Bichel, Robert Kondor, Rob Mounsey and Ed Walsh; guitarists Jay Berliner, Bob Rose and David Spinozza; electric guitarists Vinnie Bell, Jeff Mironov, Rose and Spinozza; violinists Sanford Allen, David Nadien and Gene Orloff; viola players Al Brown, Harold Coletta and Emanuel Vardi; cello players Jesse Levy, Charles McCracken and Alan Shulman; acoustic bassists John Beal, Ron Carter, George Duvivier and Jay Leonhart; electric bassists Russell George, Anthony Jackson, Neil Jason, Will Lee and Marcus Miller; drummers Richard Crooks, Steve Gadd, Jimmie Young and Ronald Zito; hand percussionists Crusher Bennett, Rubens Bassini, Sue Evans and Ralph McDonald; and tuned mallet percussionists Dave Carey, George Devens, Evans and Gordon Gottlieb.

Nominated for miscellaneous instrument is jazz harmonica player Jean "Toots" Thielemans and nominated for male backup singers are Gordon Grody, Kenny Karen and Luther Vandross and female backup singers Linda November, Ann Johns Ruckert, Marlene Ver Planck and Florence Wagner.

For further information, telephone (212) 755-1535.

## PolyGram Group Shifts Management Personnel

NEW YORK — Heading several PolyGram Group management changes is the appointment by PolyGram shareholders of Dr. Wolfgang Hix as chairman of the supervisory board of the management/holding company PolyGram GmbH (Federal Republic of Germany), effective Jan. 1, 1983. Hix, who is president and chief executive officer of the PolyGram Group, has also been appointed as a member of the supervisory board of the management/holding company PolyGram B.V. (The Netherlands), also effective Jan. 1.

Succeeding Hix will be Jan D. Timmer, who is currently executive vice president PolyGram. On Jan. 1, Timmer will become president and chief executive officer of PolyGram B.V./GmbH. PolyGram group management will then consist of Timmer and the executive vice presidents Dr. Hermann Franz, Dankert J. Funt and David G. Fine. Fine has been nominated as executive vice president PolyGram. Since January 1979, he has headed PolyGram U.K. as chief executive of PolyGram Leisure Ltd. in London, where he will continue to be based.

Succeeding Fine as head of PolyGram U.K. on Jan. 1 is Ramon Lopez, who is currently managing director of PolyGram Record Operations Ltd. (PRO) U.K.

Dr. Werner Vogelsang, president of PolyGram Record Operations International and vice president of PolyGram, is retiring Dec. 31 due to health reasons. He has been with the PolyGram group since 1968 and has been in his current position since 1980.

At Polydor International GmbH, Rudolf Gassner has been appointed president effective Jan. 1. Gassner currently is president of Deutsche Grammophon GmbH, and succeeds Tim Harrold, who will become chairman of PolyGram Classics International, a new entity coordinating the group's three classical labels.

Gassner will be succeeded at Deutsche Grammophon by Dieter Oehms, who is currently managing director of PolyGram Video Germany.

## 18-Month Probe Uncovers Record Piracy Ring

NEW YORK — An 18 month-long Federal Bureau of Investigation (FBI) probe into recorded sound piracy resulted last week in the arrest of 10 individuals involved in the illegal reproduction and distribution of cassettes and 8-track tapes. In addition, eight search warrants were also executed in an attempt to recover the counterfeit tapes and associated manufacturing equipment and raw materials.

Arrested were Mario Andrade Mancera, 125 N. Greenwood, Montebello, Calif.; Carlos Martinex Lopez, 5916 Montebello Pkwy., Los Angeles, Calif.; Arturo Flores, 920 N. Burriss, Compton, Calif.; Guadalupe Perez Garcia and Adela Brijil Banuelos, 4801 Abbott Road, Lynwood, Calif.; Felix Ruiz and Rosalinda Ruiz, 11771 Percheron Road, Garden Grove, Calif.; Roman Huerta Espinoza, 9533 Bexley, Pico Rivera, Calif. and Manuel Ramirez Munoz and La Schata Munoz, 519 N. Cummings, Boyle Heights, Calif.

The 10 face penalties of five years imprisonment and/or fines of \$250,000. Those penalties stem from a Federal anti-piracy law passed last May. These arrests are the first in California to fall under the new act.

The Recording Industry Assn. of America (RIAA) and the Assn. of Latin American Record Manufacturers (ALARM) determined that the counterfeit tapes were being distributed throughout the Southwestern U.S. and Chicago and were being exported to Mexico. Seized at eight locations were thousands of counterfeit cassettes, 8-tracks and duplicating equipment valued at over \$1 million. The tapes included illegal recordings of Latin American artists Vincente Fernandez, Jose Luis Rodriguez and Los Tigres del Norte. Also confiscated were recordings by Barry Manilow, the Doobie Brothers and Kenny Rogers.

## 25th Grammy Awards Telecast Set for Feb. 23

LOS ANGELES — The 25th Grammy Awards presentations have been scheduled for Feb. 23, 8-11 p.m. EST at the Shrine Auditorium here in Los Angeles, according to Bill Ivey national president of the National Academy of Recording Arts and Sciences (NARAS). The Silver Anniversary awards show, to be telecast over the CBS-TV network, will again be produced by Pierre Cossette Prods., making it the 13th year that the company has handled the live broadcast.

## CBS Demonstrates Anti-Tape 'Spoiler' For U.K. Industry

BY Nick Underwood

LONDON — The CBS anti-home-taping spoiler device was officially unveiled to some of the U.K. music industry Oct. 18 at British Phonographic Industry (BPI) meetings in London.

CBS Records Group deputy president/chief operating officer Dick Asher flew in especially to demonstrate what has been tagged a "copyright protection device." The technological breakthrough consists of a simple microchip device, which, when built into record playing hardware, spoils any signals being recorded onto tape.

The CBS-hosted private meetings were attended by a few members of the BPI, where, apart from a demonstration of the system, the major issue of whether or not the device is a practical viability was discussed in depth, as the spoiler device will require government legislation to make all hardware manufacturers install it into equipment after a certain date. A BPI spokesperson told **Cash Box** that the privately hosted CBS meetings were not freely open to the rest of the music industry at this stage due to the delicate and complicated legal ramifications, which are yet to be made clear.

The anti-home taping-device was first revealed by Asher to U.K. trade magazine

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## E/A Lowers List Price On 'Fast Times' Album

LOS ANGELES — Elektra/Asylum Records has set a new list price of \$12.98 for Full Moon/Asylum's two-record soundtrack to *Fast Times At Ridgemont High*, which previously retailed for \$14.98, effective immediately. This week, *Fast Times* . . . stands at #60 on the **Cash Box** Pop Albums chart, having entered the chart 11 weeks ago.

According to E/A's executive vice president/director of marketing Vic Faraci, "By readjusting the album's list and initiating (a special) sales program, we are both responding to the current needs of consumers and furthering our commitment to this project with a very aggressive marketing approach through the end of the year. There will be additional singles released from the LP between now and then. The film (released in August by Universal) has grossed more than \$25 million to date at the box office and continues to draw movie-goers, and we believe the *Fast Times* . . . album will still be a big seller."



**ASCAP WORKSHOP HELD** — The American Society of Composers, Authors and Publishers (ASCAP) is currently holding pop songwriting workshops, under the direction of songwriter Rupert Holmes, writer of "Escape (The Pina Colada Song)." Pictured there are (l-r): Holmes and Dick Asher, deputy president/chief operating officer, CBS Records Group.

## REVIEWS

## ALBUMS

## OUT OF THE BOX



... **FAMOUS LAST WORDS** . . . — **Supertramp** — A&M SP-3732 — **Producers: Supertramp and Peter Henderson** — List: 8.98 — Bar Coded

The latest LP from the multi-platinum flash-rock supergroup is a mixed musical bag of honky-tonk stompers ("Put On Your Old Brown Shoes"), heavily orchestrated love songs ("Bonnie") and soul-searching acoustic ballads ("Know Who You Are") — all graced with impeccable production and the trademark harmonies that have earned the group a lasting place on AOR playlists. The album's 45 pick, "It's Raining Again," makes an impressive debut on the Pop Singles chart at #44 bullet this week, and it shouldn't be long before the LP follows suit.

## FEATURE PICKS

## POP

**20 GREATEST HITS** — **The Beatles** — Capitol SV-12245 — **Producer: George Martin** — List: 9.98 — Bar Coded

The second repackaging of previously available Beatles material to appear this year ("Reel Music" was the first), this album boasts 20 top tracks and is sure to be a hot Christmas item both at retail and the racks. Sequenced in near-chronological order, the LP covers the foursome's singles smashes from the beginning ("Love Me Do") to the end ("The Long And Winding Road") of their recording career together. A simple, tasteful cover design makes the disc even more inviting.

**THE DREAMING** — **Kate Bush** — EMI America ST-17084 — **Producer: Kate Bush** — List: 8.98 — Bar Coded

Twenty-four-year-old Bush has a voice like Silly Putty — seemingly capable of stretching and bending in every direction — and on her second U.S. release, she delivers an imaginative array of avant garde experimental fare coated with a pop sensibility. Progressive rockers should revel in the complex construction of such numbers as "Leave It Open" and the title track, while adventurous AOR programmers can cue up the strange yet superlative "All The Love" and "Houdini." Bush dares to be different, and her unique artistic approach to music is refreshing in a time when most performers are content playing it safe with hackneyed material.

**ONE SUMMER NIGHT/LIVE** — **Jan & Dean** — Rhino RNDA 1498 — **Producer: Alan Shapiro** — List: 14.98

The first album Jan Berry and Dean Torrence have recorded since 1966, this double-disc set captures a complete recent live performance by the famed vocal duo, who rank second only to the Beach Boys in terms of their contribution to California surf music. All the group's classics, including

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**NOTHING  
SHORT OF  
THE BEST.**

**CON FUNK SHUN**



**TO THE MAX**

Why go half way when you can go "To The Max" with Con Funk Shun? Their new album gives you the very best of Con Funk Shun's patented funk/soul combination on new hits like "Ain't Nobody, Baby" and "Ms. Got-The-Body."  
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## REVIEWS

(continued from page 6)

"Surf City," "Deadman's Curve" and "Jenny Lee," are in this package, along with a pair of Beatles covers ("Back in the U.S.S.R." and "Hide Your Love Away") and Brian Wilson's Pacifica odes "California Girls," "I Get Around" and "Help Me, Rhonda."

**METAL MASSACRE** — Various Artists — Metalworks/Regency MBR 1001 — Producer: Brian Slagel — List: 8.98

Screaming axes, demonic lyrics laden with sado-masochistic imagery and raw-throated vocals permeate most of the numbers on this anthology of aspiring metallurgists, several of which — like Ratt and Bitch — are familiar names on L.A.'s hard rock club circuit. While many of the selection here tend to be drills in standard skullsmashing, Avatar's instrumental "Octave," sounding somewhat like AC/DC meets the Ventures, stands out.

**YOUTHMAN PENITENTIARY** — Edi Fitzroy — Alligator AL 8304 — Producer: Trevor Elliott — List: 8.98

Nicknamed "the voice of the people" by the Jamaican press, reggae artist Edi Fitzroy scored three Top 10 singles in his homeland this year — "Youthman Penitentiary," "Check For You Once" and "African Queen" — all of which are included on this platter. Relevant social commentary paired with a distinctive "chopping" vocal technique should help this album click with fans of the genre in the U.S.

**S.W.A.L.K.** — Mikey Dread — Heartbeat HB 09 — Producer: Michael Campbell — List: 8.98

Dubster Mikey Dread (a.k.a. Michael Campbell) takes a different approach to the King's music with this album, foregoing his usual electronic gimmickry in the studio and concentrating on relating political and folk parables in a lilting ballad style. Dread, who has won the respect of rock rebels The Clash and Talking Heads for his innovative and highly-textured forays into the reggae groove, may surprise many of his followers with the new direction; but in many ways this is his most accessible album to date. A touching eulogy to Rastafari heroes, "In Memory (Jacob, Marcus & Marley)," closes the album on a sentimental, reflective note.

**BLACK CONTEMPORARY THE NATALIE COLE COLLECTION** — Natalie Cole — Capitol ST-12242 — Producers: Chuck Jackson & Marvin Yancy and others — List: 8.98 — Bar Coded

Cole's smash crossover hits "This Will Be," "I've Got Love On My Mind" and, of course, "Our Love" are all featured on this greatest hits platter by the Grammy-winning performer who successfully molds R&B styles within a pop framework. An auto accident and other problems this year have kept the alluring nightingale out of the studio, but this offering should keep her many fans satisfied until new product surfaces hopefully in the near future.

**ENERGIZE** — Mandrill — Montage ST-72080 — Producers: Mandrill — List: 8.98

In their debut for the Montage label, the brothers Wilson & crew have come up with a well-balanced and polished package headed by the single "Put Your Money Where The Funk Is," which is already beginning to pick up steam. The veteran group shows its Latin influences on cuts like "Starry-Eyed" and "Believe In You," and it gets funky on "Soar Like An Eagle" and "Put Your Money . . ." The horns lend a fullness to the sound.

**GOSPEL COMMUNION CONTINUES VOLUME III** — Birdwing/Sparrow BWR 2040 — The Communion Singers — Producer: Billy Ray Hearn — List: 8.98

A worship album comprised of gospel medleys, "Communion Continues" third volume employs the grand National Philharmonic Orchestra of London instead

of the simple rhythm track and synthesizers used on the last two records in the series. Well over two dozen religious-oriented cuts are on the waxing, including new sacred songs like "We Are So Blessed" and "Cover Me." Expressly created for sing-a-longs by choirs, choruses and/or families, the LP maintains a steady tempo throughout and arrives just in time for the upcoming holiday season.

## NEW AND DEVELOPING

**MEN WITHOUT WOMEN** — Little Steven and the Disciples of Soul — EMI America ST 17086 — Producer: Miami Steve — List: 8.98 — Bar Coded



Steve Van Zandt is probably best known for his work as guitarist for the E Street Band and behind-the-scenes strategist of Southside Johnny and the Asbury Jukes, but here he's given to room to let his personal R&B rock visions manifest themselves. Assisted by the Jukes' horn section and several fellow Springsteen sidemen, Little Steven pays tribute to the Stax-Volt, Motown, and Chess sounds of yesteryear with this collection of all-original tunes.

**DAYS OF INNOCENCE** — Moving Pictures — Network 60202-1 — Producer: Charles Fisher — List: 8.98 — Bar Coded

This Sydney, Australia-based sextet has

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## SINGLES

## OUT OF THE BOX



**SUPERTRAMP** (A&M 2502-S) **It's Raining Again** (4:25) (Delicate Music, admin. by Almo Music — ASCAP) (R. Davies, R. Hodgson) (Producers: Supertramp, P. Henderson)

The first single from the long-awaited "Famous Last Words" LP, this is vintage Supertramp with all of the elements that have made the group's sound so distinctive. Bouncy and hook-laden, this up-tempo number, featuring the floating vocals of Roger Hodgson, should brighten up any playlist. The top debut this week on the pop chart.

## FEATURE PICKS

**POP THE MOTELS** (Capitol B-5182) **Forever Mine** (3:22) (Clean Sheets Music — BMI) (M. Davis) (Producer: V. Garay)

The second single from the group's breakthrough LP, "All Four One," this cut showcases the urgent power in Martha Davis' voice that gives The Motels its distinctive sound. "Forever Mine" — suitable

for a wide range of formats — should continue the group's upward climb.

**ABBA** (Atlantic 7-89948) **The Day Before You Came** (4:30) (Artwork Music Co. — ASCAP) (B. Andersson, B. Ulvaeus) (Producers: B. Andersson, B. Ulvaeus)

The first single from the upcoming "ABBA — The Singles" LP, this cut represents a further refinement of the more adventurous and complex trends established on the "Super Trouper" LP last year. Agnetha takes the lead on this haunting, mid-tempo reflection on what it was like "the day before you came."

**RICK NELSON** (Capitol B-5178) **Give 'Em My Number** (3:36) (MCA Music, a div. of MCA, Inc./Patchwork Music — ASCAP) (D. Loggins) (Producer: N. Venet)

One of the few human beings to have had nearly their entire lives documented on TV, Rick (nee Ricky) Nelson certainly stands in a unique position among today's musicians. He has never failed to please his fans and gain new ones also, and this country-tinged tune falls easily into Nelson's mellow groove.

**ELVIS PRESLEY** (RCA JB-13351) **The Elvis Presley Medley: Jailhouse Rock, (Let Me Be) Your Teddy Bear, Hound Dog, Don't Be Cruel (To A Heart That's True), Burning Love, Suspicious Minds** (3:36, long version 3:54) (Rightsong Music/Elvis Presley Music — BMI; Intersong Music/Gladys Music — ASCAP; Intersong Music/Gladys Music/MCA Music, a div. of MCA, Inc. — ASCAP; Elvis Presley Music/Unart Music — BMI; Combine Music — BMI; Screen Gems-EMI Music — BMI) (J. Lieber, M. Stoller; K. Mann, B. Lowe; J. Lieber, M. Stoller; O. Blackwell, E. Presley; D. Linde; M. James) (Producers: Various)

It was inevitable. The latest entry into the medley battle features the King himself, neatly segued together using a "Stars On" format that is quite familiar by now.

**KOOL & THE GANG** (De-Lite DE 824) **Let's Go Dancln'** (Ooh La, La, La) (3:59) (A. Bayyan, J. Taylor, Kool & the Gang) (Producers: E. Deodato, Kool & the Gang)

Kool & The Gang continues in the party vein with this number from the "As One" LP. The band has come to be known as one of the best today, and this brassy, sassy number should only add to that reputation.

**BLACK CONTEMPORARY RICHARD "DIMPLES" FIELDS** (Boardwalk NB-11-164-7)

**People Treat You Funky (When Ya Ain't Got No Money)** (3:57) (On The Boardwalk Music/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) (R. Fields, B. Wilson) (Producers: R. Fields, B. Wilson)

"Dimples" is back with still another timely lament, this time spoken sung and yelled lyrics glide across a solid bedrock of R&B/reggae groove. Tuff stuff for B/C.

**NARADA MICHAEL WALDEN** (Atlantic 7-89949)

**I'm Ready** (4:02) (Gratitude Sky Music — ASCAP; Baby Shoes Music — BMI) (N.M. Walden, R. Jackson, B.C. Blanch, A. Willis) (Producer: N.M. Walden)

Master producer Walden is also a top-notch singer in his own right, and this cut, from his "Confidence" LP, is sure to spark some excitement. With a hint of Michael Jackson in the sound, this could make it on B/C, dance, pop and A/C lists.

**BAR KAYS** (Mercury/PolyGram 76187) **Do It (Let Me See You Shake)** (3:59) (Warner-Tamerlane Publishing Corp./Bar Kays Music — BMI) (Bar Kays, A.A. Jones, M. Toles) (Producers: Bar Kays, A. Jones)

Although it has been moving steadily toward increased use of new rock/dance instrument voicings, the group, nevertheless, maintains the hard-bopping funk groove that has continued to make it a party favorite over the years. Slicing synth riffs and slap happy syndrum accents provide the momentum here and the old Memphis magic should click for B/C and dance formats.

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## NEW FACES TO WATCH



## Sweet Pea Atkinson

A soulful smorgasbord of finger poppin' tidbits, "Don't Walk Away" by Sweet Pea Atkinson is a powerful first offering from the Detroit-based belter. To take a handful of this and a handful of that and emerge with a shake-and-bake sampling of current soul styles is one thing; but to convincingly filter a wealth of influences and directions through one's own techniques is the essence of style. Atkinson's Ze/Island debut demonstrates a clarity of style and identity that one finds only rarely in a seasoned Pickett or a Redding. Yet despite this being Atkinson's debut in the spotlight, the singer is clearly confident about his abilities. "Whatever it is," says Atkinson, "I'll sing it." And "Don't Walk Away" bears him out.

As one of several lead singers with the Was (Not Was) entourage, Atkinson's voice is already a known quantity to more adventurous rockers and denizens of the dance floor. Despite his role in that Motor City menagerie, producers Don and David Was and Jack Tann couldn't ignore the possibilities inherent in an Atkinson solo album.

"He's a unique kind of cat," reflects producer Don Was. "He's from the soul tradition, but up on the contemporary. Sweet Pea can really see past the horn section to the music."

One of 10 children born to a steelworking father and a homemaking mother, Atkinson is a rarity in eschewing any major musical mentors. But his own career had its genesis early, when

he debuted in a school talent show in Oberlin, Ohio, singing the Everly Brothers' "All I Have To Do Is Dream." By his mid-teens, he was gaining an education in the raw soul tradition, singing with a cover group.

Moving to Detroit in '66, Atkinson continued singing while working as a conveyor loader for Chrysler. "I used to sing when I was working," recalls Atkinson. "It made the time go faster." Hooking up with three like-minded Chrysler colleagues, Atkinson formed The Exquisites, a harmony group that performed at UAW halls. "We'd rehearse eight hours a day, seven days a week," says Atkinson. "I'd be at rehearsal every day until 11:00 at night. And I had to be at work at 4:30 every morning."

Atkinson eventually departed The Exquisites for a slot with Inergy, a group recording for Portrait in the late '70s. The disc never saw the light of day, but something was to come out of the Inergy affiliation, as the group rehearsed next door to the Was brothers' studio.

Although the Was(Not Was) crew has been able to attract a fanatical following in a short period of time, the Atkinson project is a chance to try something a little different. "Was(Not Was) is supposed to be about freedom, but the concept doesn't allow us to do cover tunes," reflects Was. "And you always hear tunes that you want to do."

Not surprisingly, "Don't Walk Away" showcases an amalgam of musics, including The Tymes' "So Much In Love," Eddie Rabbitt's "Someone Could Lose A Heart Tonight," Bacharach and David's "Anyone Who Had A Heart" and a handful of originals including the title track and the pounding dance floor anthem, "Dance Or Die." What is surprising is the thoughtful, integrated treatment that makes a collection of such disparate tunes into an effortless and cohesive album. Such ease of assimilation might well be the hallmark of a veteran. But in the case of Atkinson, it means we'll have a lot more to look forward to from this newcomer.



# MIDEM'83

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Producer  Miscellaneous

Please send us, without obligation on our part, your documentation.

## REVIEWS

## ALBUMS

(continued from page 8)

already penetrated American singles charts with the demanding track, "What About Me," which held on to the #1 spot Down Under for nearly two months in 1981. Emotional saxophone solos by Andrew Thompson dominate the musical mood of the LP, with lyrics often centering on the age-old theme of young lovers heading down mean streets. Blending pop rock hooks with a Van Morrisonesque raspy romanticism, not to mention a touch of New Jerseyish asphalt n' auto grittiness, look for AOR acceptance, particularly on the "born to fly" tune "Wings."

## SINGLES

(continued from page 8)

**PATRICE RUSHEN** (Elektra 7-89930-A)  
**I Was Tired Of Being Alone** (Glad I Got Cha) (3:49) (Baby Fingers Music/Mims Music — ASCAP/Freddie Dee Music — BMI) (P. Rushen, C. Mims, F. Washington, A. Ehigiator) (Producers: C. Mims, P. Rushen)

Baby Fingers' tiny voice began roaring this year over the B/C and Pop airwaves with "Forget Me Nots," and this current tightly-wrapped bundle of rhythmic delight and brassy joy should sustain the momentum.

**ROBERTA FLACK** (Atlantic 7-89932)  
**In The Name Of Love** (3:22) (Antisla Music/Bleunig Music — ASCAP) (R. MacDonald, W. Slater, B. Withers) (Producers: R. MacDonald, W. Eaton, W. Slater, R. Flack)

Flack comes up with a light, airy tune that is sure to perk a lot of attention on Pop, B/C and A/C radio. Blessed with a memorable hook showcased by Flack's inimitable vocals, this cut should score big.

**GLORIA GAYNOR** (Atlantic 7-89947)  
**Tease Me** (4:00) (Interior Music, admin. by Irving Music/Startingate Music — BMI) (T. Woods, J. Washington) (Producer: O. E. Brown)

On her label debut, Gaynor maintains much of the vitality that took her to the top of the disco world with "I Will Survive." This time out, Gaynor has broken from the disco mold and come up with a polished, mid-tempo cut that could establish her with a more widespread audience.

**RAY GOODMAN & BROWN** (Polydor/PolyGram PD 2222)  
**Gambled On Your Love** (3:55) (Zingaro Music/Dark Cloud Music, Inc. — BMI) (D. Toriano) (Producer: V. Castellano)

The celebrated trio that once formed the core of The Moments comes up with a slick, rollicking ballad here powered by a churning percussive groove and the urgent vocals of lead singer Billy Brown.

## NEW AND DEVELOPING

**BILLY THORPE** (Pasha/CBS ZS4 03351)  
**No Show Tonight** (3:27) (The Pasha Music Co./East Of Eden Music — ASCAP) (B. Kristian, M.N. Williams) (Producers: S. Proffer, B. Thorpe)

As head of Billy Thorpe & The Aztecs, Thorpe dominated the rock scene in Australia during the '60s, but subsequent efforts to crack the American market with a variety of styles proved frustrating. With this number from the "East Of Eden's Gate" LP, Thorpe returns to his roots as a rock/R&B shouter, and it suddenly becomes obvious why he got so big in Oz. Pop, A/C PDs, look carefully here — this is Thorpe's best yet.

## 15 New Members Elected To CMA Board Of Directors

NASHVILLE — The election of 15 new members to the board of directors and the presentation of several awards highlighted the annual membership meeting of the Country Music Assn. (CMA), held Oct. 14 at the Opryland Hotel here.

New board members elected to two-year terms and the membership categories that they represent included: Richard L. McCullough, J. Walter Thompson Co., advertising agency; Tandy Rice, Top Billing International, artist manager/agent; Barbara Mandrell, artist/musician; Don Nelson, KSON/San Diego, audio/video communications; Bill Anderson, composer; Ramblin' Lou Schriver, WXRL/Lancaster, N.Y. disc jockey; Len Rameau, Balmur, Ltd., international; Ed Konick, *Country Song Round-Up*, publication; Bill Lowery, The Lowery Group, publisher; C.W. "Chic" Doherty, MCA Records, record company; Hutch Carlock, Music City Record Distributors, record merchandiser; Dan Fleenor, Alabama State Fair, talent buyer/promoter; Connie Bradley, American Society of Composers, Authors and Publishers (ASCAP); Ken Kragen, Kragen & Co., member-at-large; and Irving Waugh, Irving Waugh Prods. member-at-large.

Directors serving the second year of their two-year terms include: Sonny Anderson, Disneyland/Disneyworld; Richard Blake, Dick Blake International; Jerry Bradley, RCA Records; Bob Cole, WPKX-FM/Washington, D.C.; Mary Reeves Davis, Jim Reeves Enterprises; Janice Ericson, Eric Ericson and Assoc.; Larry Gatlin; Jeffrey Kruger, Kruger Leisure Enterprises, Ltd.; Brenda Lee; Wayne McCary, Eastern States Exposition; Stan Marmaduke, Western Merchandisers; Charles Scully, SESAC; Glenn Snoddy, Woodland Sound Studios; E.W. Wendell, WSM, Inc.; and Lee Zito, *Billboard*.

CMA lifetime board members are J. William Denny, Cedarwood Publishing Co.; Frances Preston, Broadcast Music, Inc.

(continued on page 22)

## Lieberfarb Named As VP, Marketing For Warner Home Video

NEW YORK — Warren N. Lieberfarb has been named to the post of vice president, marketing, for Warner Home Video. In this position, Lieberfarb will oversee the areas of sales advertising and promotion, in addition to marketing.

Prior to joining Warner Home Video, Lieberfarb served as senior vice president of Lorimar Prods., where he oversaw advertising and publicity, as well as network and ancillary market sales. He was previously vice president, executive assistant to Warner Bros. chairman of the board Ted Ashley, later going on to become vice president, international advertising and publicity for the company.

Lieberfarb has also served as director of marketing for Paramount Pictures and executive assistant to Paramount president Stanley Jaffe. Additionally, he has held the position of vice president, special markets distribution, for 20th Century-Fox, where his responsibilities included cable, pay-TV and non-theatrical markets.

## Neo Records Formed

NEW YORK — Neo Records, a label funded by the Audio Leasing Corp. has been formed in New York by Peter Hay, former general manager at Polish records and A&R director at London Records. Neo's first signing is Ian North, whose four-song EP is recently released.

The label, independently distributed, is located at 141 E. 63rd St., New York, N.Y. 10021.

## EXECUTIVES ON THE MOVE

**Lieberfarb Named** — Warren N. Lieberfarb has joined Warner Home Video, a Warner Communications company, as vice president, marketing. He was senior vice president of Lorimar Productions, where he was responsible for advertising and publicity, as well as network and ancillary market sales.

**Botros Named At Motown** — Michael Botros, director of royalties for Motown Records since 1979, has been promoted to controller for the label. Prior to joining Motown, he held positions with the Record Plant, ABC Records, Security Pacific National Bank, and the National Bank of Egypt.

**RCA Names Swedlow** — The appointment of Curt Swedlow as manager, branch sales, Los Angeles, has been announced. He joined RCA Records as a field sales representative, Los Angeles, in February of 1979 after having been a field merchandiser for A&M from 1976 to 1978.

**Kimel Named** — William Kimel has been named national director, musical attractions for Broadcast Music, Inc. He leaves his current post as BMI's southeast regional director to assume his new duties.

**Fehlauer Named** — Fred Fehlauer has been named general manager of CBS/Fox Video plant operations in Farmington Hills, Michigan. He previously was with Fundimensions, a division of General Mills, where he was in charge of three major plants.

**Disney Appoints Catherall** — Walt Disney Telecommunications and Non-Theatrical Company has announced the appointment of Phillip G. Catherall as international sales manager. He has been vice president of the International Division of Comworld International.

**Brown Named** — The Crescendo Corporation of Dallas, Texas, has announced that Charles F. Brown is now director of publications. He has almost 15 years of experience in the Christian publishing industry, including positions at Word, Inc., and GlorySound.

**Lazer To Lourle** — Miles Lourie Inc., Personal Management, has announced the appointment of Dovidia Lazer to the staff. Prior to this appointment, she served as executive assistant to the general manager of Main Street Records.

**Rose-Painter Named** — Cindy Rose-Painter, formerly public relations director for United Talent Inc. in Nashville, has been named talent coordinator of The Nashville Network. The Nashville Network is a national cable television network that will go on the air in early 1983.

**McKinney Appointed** — The appointment of Annette McKinney as tour press coordinator for The Woody Bowles Company, Inc. has been announced. Her duties will include the day-to-day coordination and supervision of all tour related media activities on behalf of the company's clients.

## Consumer Electronics Division Boosts Warner Communications' Third Quarter

NEW YORK — Led by the continued growth of its consumer electronics division, Warner Communications, Inc. (WCI) last week reported net income of \$78.7 million on revenues of \$1 billion for the third quarter, 1982. Income rose 34% over the amount reported during the comparable period in 1981 and operating revenue also rose during the same period. Earnings per share for the third quarter 1982 rose to \$1.21 per share, 33% higher than those for the third quarter of 1981.

The communications conglomerate also reported net income of \$224.8 million for the first nine months of 1982, a 49% rise over the \$150.6 million figure posted for the comparable 1981 period. Earnings per share rose 45% to \$3.46 per share for the first nine months of 1982. Revenues increased to \$2.8 billion, up from \$2.1 billion for the first nine months of 1981.

WCI's consumer electronics division reported operating income of \$109.6 million for the third quarter 1982, up from \$77.9 million for the comparable 1981 quarter. That income was generated from operating revenues of \$528.8 million over \$461.7 million for the third quarter 1981. For the nine months of 1982, the division

reported operating income of \$322.0 million, up from \$150.1 million reported during the first nine months of 1981. That income was generated from operating revenues of \$1.4 billion for the first nine months of 1982, a rise over the \$715.3 million amount reported for the comparable 1981 period.

"Even though sales for Atari's coin-operated video games division were down due to absence of any important hit-games during the quarter, the consumer electronics division's revenues increased 46% as retail demand for its video computer system programmable game and related cartridges increased substantially in both domestic and foreign markets and home computer sales more than quadrupled."

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## Sills Appointed To WCI Board Of Directors

LOS ANGELES — Beverly Sills, one of the most renowned coloratura sopranos in the opera world, who retired from the stage in 1980, has been elected to the board of directors of Warner Communications, Inc. (WCI).



**WANNA BE A PLATINUM STAR** — Millennium recording group Chilliwack recently received a gold album from the Canadian Recording Industry Assn. (CRIA) for its LP "Wanna Be A Star." The group members were in the label's New York offices dropping off finished tapes for their next LP, "Opus 10." Pictured are (l-r): Don Jenner, president, Millennium; Brian McLeod and Bill Henderson of the group; and Andrew Frances, director, marketing and artist development, Millennium.

## TOP 30 ALBUMS

		Weeks On Chart	10/23	Weeks On Chart	10/23
1	<b>INCOGNITO</b> SPYRO GYRA (MCA-5368)	8	3	17	<b>RADIANCE</b> JEFF TYZIK (Capitol ST-12224)
2	<b>AS WE SPEAK</b> DAVID SANBORN (Warner Bros. 9 23650-1)	1	18	18	<b>ROYAL JAM</b> THE CRUSADERS (MCA 2-8017)
3	<b>OFFRAMP</b> PAT METHENY GROUP (ECM-1-1216)	2	24	19	<b>CITYSCAPE</b> CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)
4	<b>HANDS DOWN</b> BOB JAMES (Tappan Zee/Columbia FC 38067)	4	17	20	<b>HEATWAVE</b> CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)
5	<b>WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	5	15	21	<b>CASINO LIGHTS- RECORDED LIVE AT MONTREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1)
6	<b>LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	3	11	—	1
7	<b>TOUCHSTONE</b> CHICK COREA (Warner Bros. 9 23699-1)	7	7	22	<b>TRADITION IN TRANSITION</b> CHICO FREEMAN (Musician/Elektra 9 60163-1)
8	<b>WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill C-1019)	9	14	23	<b>ECHOES OF AN ERA 2/THE CONCERT</b> (Musician/Elektra 9 60165-1)
9	<b>MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9506)	10	6	24	<b>FANDANGO</b> HERB ALPERT (A&M sp-3731)
10	<b>OUT OF THE SHADOWS</b> DAVE GRUSIN (GRP/Arista 5510)	6	15	25	<b>LOOKING OUT</b> McCOY TYNER (Columbia FC 38053)
11	<b>OFF THE TOP</b> JIMMY SMITH (Musician/Elektra 9 60175-1)	12	10	26	<b>WE WANT MILES</b> MILES DAVIS (Columbia C2 38005)
12	<b>DESIRE</b> TOM SCOTT (Musician/Elektra 9 60162-1)	13	9	27	<b>COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)
13	<b>LOVE NOTES</b> CHUCK MANGIONE (Columbia FC 38101)	14	17	28	<b>THE BEST</b> QUINCY JONES (A&M SP-3200)
14	<b>KENNY G</b> (Arista AL 9608)	17	3	29	<b>IN LOVE'S TIME</b> DAVE VALENTIN (GRP/Arista 5511)
15	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	16	63	18	14
16	<b>WORDS, SOUNDS, COLORS, AND SHAPES</b> DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	19	2	30	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)

## ON JAZZ

**RECORDS RECORDS RECORDS** — Most outstanding releases of the week come from the Fantasy Group, which brings us four new titles on the Milestone label and one on Galaxy. The Galaxy issue, "Multimedia," by Mr. Play-It-All, **Ira Sullivan** (trumpet, flute, saxophones) not only showcases Sullivan's considerable abilities on all of these instruments, but also demonstrates how comfortable he can be in virtually any setting. His selection of "Anthropology" and "Autumn Leaves" is hardly surprising, but the LP also offers an introspective title track, a jazz bolero ("Painted Ladies") and one of the most relaxed, go-for-bad funk tunes since Miles cut "Shout" (Sullivan and percussionist **Kenneth Nash's** "Strut"). Lots of good listening here, and a real ear-opener,



**SULLIVAN BLOWS AGAIN** — Mr. Play-It-All **Ira Sullivan** is showcased on Fantasy's recent Galaxy issue, "Multimedia," a **Cash Box On Jazz** pick of the week. *Sullivan plays flute, saxophones and, of course, trumpet.*

with Nash, drummer **Billy Higgins**, bassist **John Heard** and the much-too-ignored Florida guitarist **Joe Diorio** combining to make this one a gem... Milestone twofers releases in this batch offer something for everyone: Monk-maniacs get an insightful glimpse into the method behind the pianist's madness on "Round Midnight: **Thelonius Monk/Gerry Muligan**." Along with four unissued takes from the Mulligan/Monk session, we get 21-minutes worth of false starts and unaccepted takes for the solo version of "Round Midnight," painting a unique portrait of the artist at work... "The 'Interplay' Sessions" by **Bill Evans** combines a re-issue of that quintet session featuring **Freddie Hubbard** coupled with unreleased sides featuring **Zoot Sims**, all from '62... "The Alternative **Wes Montgomery**" is exactly that: 13 unissued takes as well as "Born To Be Blue," which has never previously been released in any form. Sidemen include **Johnny Griffin**, **Wynton Kelly**, **Paul Chambers**, **Jimmy Cobb**, **Milt Jackson**, **Sam Jones**, **Victor Feldman**, **Louis Hayes** and the **Montgomery Brothers**... Joining the twofers is "The Sextet," a single LP by the **Cannonball Adderley** group featuring **Nat Adderley**, **Joe Zawinul**, **Yusef Lateef**, **Sam Jones** and **Louis Hayes**. Recorded live in Japan, the disc features another version of "This Here," and a break-neck cover of "Bohemia After Dark"... First American has added "**Sonny Stitt** and the **Giants**" to its Jazz Man catalog. The Swiss date from '67 features **Howard McGhee**, **Walter Bishop, Jr.**, **Tommy Potter** and **Kenny Clarke**... Audiofidelity Enterprises is taking a more aggressive stance with its jazz releases on the Chiaroscuro and Charlie Parker labels. Although out for some time, the company has reservecd radio with copies of "Babs" by vocalist **Babs Gonzales**, "Reflections" by **John Coltrane** and three titles featuring **Charlie Parker**: "Live At Rockland Palace"; "West Coast Time;" and "Bird At the Apollo"

fred goodman



**HENDRYX HUDDLES** — Now recording her debut RCA Records album, *Nona Hendryx* recently stopped by the company's New York offices to help map out a marketing strategy geared to expand her strong international following. Among the plans discussed is a European promotional tour to follow the album's release in February. Pictured after the meeting are (l-r): Paul Altman, division vice president, business affairs, RCA; Hendryx; Jack Craig, division vice president, RCA Records-U.S.A. and Canada; Ekke Schnabel, division vice president, RCA, International; Jorge Pino, director, international marketing, RCA; and Vicki Wickham, Hendryx' manager.

## Pay-Per-View Music Network Debuts On Campus This Week

(continued from page 5)

broadcast and projection equipment in place on a permanent basis — it will add what it has termed "middle range and fixed event programming." That programming would include both educational and entertainment broadcasts, and would be received in smaller halls than those used for major attractions.

### Waiting For Equipment

"At the moment we have to bracket our programming around when we have equipment in the markets," said CEN's Black Lorrick. "Once we're set up, the equipment will be an opportunity instead of a problem, and we'll be able to bring in things like lecture series, films and so on. It just makes sense to go in with entertainment first." Lecturers being considered include Alvin Toffler, Carl Sagan and Henry Kissinger.

Colleges and universities that join the network pay no money in advance and receive equipment for free, with CEN also picking up the tab for promotion. The schools must pay for the venues and their attendant costs, and will receive a 10%

share of the gate on the Devo broadcast, for which the ticket price is \$4.

Siegel added that future events and series will be sponsor-supported, and that CEN is seeking corporate underwriting for educational programs. On the commercial front, he touted CEN as having a "true narrowcast audience," since all showings will be through campus venues. However, a generic advertising campaign for the network will seek to draw in viewers from beyond the college community, and posterizing for the Devo and *Sophisticated Ladies* programming is being used to reach out to both younger and older audiences.

As part of the test marketing involved in the Devo program, CEN will conduct post-broadcast interviews with students at each of the 15 on line campuses. Lorrick reports that CEN representatives at each location will be seeking to enlist 250 viewers for telephone surveys the following day. The survey will include questions on the audio and video quality of the broadcast, how well the "live" experience translated and what the negative aspects of the broadcast were. The results will be tabulated and coded for computer.

For the record industry, the pay-per-view network could offer added exposure and sales. "The record industry is looking to mediums like MTV," said Will Botwin of Side One Marketing, the company handling the cross-marketing between CEN, radio stations and the two record companies whose acts will perform on Oct. 30. "CEN can offer the same kind of impact, only heightened," he said. "And it's certainly along the lines of what the record industry will have to look at as a salvo."

### Stores Stocked

A Side One marketing package for the Devo broadcast will assure that product is in area stores both before and after the broadcast. "We approached both Warner Bros. and I.R.S. with campaigns, and both have shown a great deal of interest," said Botwin. "We have radio co-sponsorship in virtually every market, with Warner Bros. providing Devo 12" records and minicassettes for giveaways, and there are a number of I.R.S. promotions with Wall of Voodoo cutting ID and promo carts for the stations." Additional radio promotion for the broadcast itself includes spot buys and custom T-shirt giveaways.

On the store level, Warner Bros. branch personnel have been notified as to which regions will be receiving the broadcast in order to capitalize on the event. The Devo album ships the day before the broadcast. "Pushing the release date of the album back hurt," said Botwin. "But we've been trying to use the commercial product that's already in the market."

## WCI Third Qtr. Up Due To Consumer Electronics Unit

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said WCI chairman Steve Ross.

In contrast, operating income for recorded music and music publishing was reported at \$8.2 million for the third quarter 1982, down from the \$16.3 million posted during the same period last year. Likewise, the division's third quarter operating revenue was \$174.3 million, down from \$187.6 million for the third quarter 1981. Recorded music and music publishing's operating income for the first nine months of 1982 equalled \$36.2 million, down from \$52.4 million in 1981. That income was reported on operating revenues of \$539.4 million, down from \$569.7 million for the first nine months of 1981. "These declines resulted from continued softness in the worldwide music industry, which is directly related to the adverse effects of unauthorized home taping, among other factors," said Ross.

Despite the declines for its recording and publishing arm, WCI's joint cable television operations with American Express continued to expand. "Warner Amex continued to experience subscriber growth in all segments of its operations and there are now over one million basic subscribers in the 146 Warner Amex cable systems," said Ross. During the quarter, Warner Amex inaugurated "Qube two-way interactive cable service to its Houston franchise area.

## COAST TO COAST

**EAST COASTINGS** — Look for RCA to debut a new 12" line in the coming weeks. Series will include rock as well as standard dance fare, and perhaps a few EPs, with the name of **The Bongos** being banded about as a possible new signing to debut on the series. . . . As things stand now, there will be no Stiff/America-PolyGram distribution deal. . . . Superstar scuttlebutt: **Queen** talking with EMI America, **Paul McCartney** with RCA. . . . **Was (Not Was)** has departed Island for Geffen. Members of that Motor City contingent will hit Gotham on Nov. 13 for **Sweet Pea Atkinson's** one-night stand at the Peppermint Lounge. . . . **Caffey & Cake**: A party for the **Go-Go's** following last week's appearance at Madison Square Garden also proved to be something of a birthday party for guitarist **Charlotte Caffey**. The birthday girl reportedly handled the distinctly shaped cake with relish, assuring that onlookers will remember the celebration fondly. . . . Tommyboy Records has released the first cassette version of a 12" with its tape version of **Planet Patrol's** "Play At Your Own Risk." Like the 12", the tape lists for \$5.98. . . . **Quincy Jones** has just delivered the final mix of **Michael Jackson's** LP, "Thriller," to Epic. Release is expected Thanksgiving week. . . . Also set for mid-November is "Living My Life" by **Grace Jones**, with her film, *The One Man Show*, scheduled for simultaneous release. Incidentally, the LP's title track can be heard in the film, but not on the album. The LP also contains "Apple Stretching" by **Melvin Van Peebles**. The folks at island also report that **Robert Palmer** is completing the final mix on his next LP, "Pride," with **U2** tying-up the loose ends on its next offering in Dublin. . . . Portrait giving a little push to local boys **Balance**. The trio opens for **Eddie Money** this Wednesday night at The Ritz. . . . **Squeeze's** farewell tour will include a stop at the Nassau Coliseum on Thanksgiving night. Plans call for the sale of only 13,000 of the arena's seats, leaving plenty of room for what is being billed as "the Northeast's largest dance floor ever." The bill also includes **The English Beat** and **R.E.M.** . . . Regional fave **Blotto** ("I Want To Be A Life Guard") has inked a distribution deal for its Blotto Records with Peter Pan Industries. First release is an LP, "Combo Akimbo" . . . The International Talent Group (ITG) has added **Billy Idol**, **Yaz**, **Scandal**, **Teardrop Explodes**, **Modern English** and **Tears For Fears** to its client roster.



**THE METS THEY AIN'T** — Roger Daltrey (l) and Pete Townshend enjoy themselves during *The Who's* recent show at New York's Shea Stadium.

Cash Box photo by George Pejoves.

**POINTS WEST** — "Men Without Women," the solo LP debut of **Springsteen** axeman **Miami Steve Van Zandt's** group **Little Steven and the Disciples of Soul**, was shipped to stores last week, and EMI is now gearing up for the release of an accompanying full-length video feature that should be ready by the first week in November. The vid project is comprised of concept pieces based on songs from the album, as well as a couple of performances shot during a gig at New York's Peppermint Lounge. Directed by **Derek Berbrlidge**, the 60-minute flick will probably be sold to a cable network before it becomes available in software format for the home VTR market, and label spokespersons stress the feature isn't merely a bunch of promo clips spliced together, but rather a fully realized work complete with storyline and dialogue. . . . Speaking of music-oriented



**GOLDEN MOTELS** — During a sold-out stand at L.A.'s Amphitheatre, members of Capitol recording group *The Motels* were presented with a gold record for their "All Four One" LP. Pictured at the party are (l-r): Marty Jourard and Martha Davis of the group and Don Zimmermann, president, Capitol Records Group.

videos, those who have a taste for the bizarre should definitely check out two songs set to imagery by **Kate Bush**, "Sat In Your Lap" and "The Dreaming," taken from her new record. Combining mind-blowing special effects with skillful choreography and intricate camera movement, the shorts were reportedly turned down by MTV for being "too radical". . . . Congrats go out to **The Pretenders' Chrissie Hynde** and **Ray Davies of The Kinks**, who are expecting their first child sometime early next year. . . . Producer/engineer **Craig Leon**, who's worked with **The Ramones**, **Blondie**, **Richard Hell**, **Mink DeVille** and the **Sir Douglas Quintet**, has begun recording tunes for his second solo outing. . . . Remember **David Bowie** and the late **Bing Crosby** singing "Little Drummer Boy" on Bing's 1979 TV special? Word has it the song may be out in vinyl in England and the U.S. very soon. . . . Nautilus Recordings, the audiophile company based in San Luis Obispo, Calif., just sent out the first of its three jazz albums recorded expressly for the label, "Secret Of The Andes" by pianist **Victor Feldman**, who's played with **Glenn Miller**, **Miles Davis**, **Steely Dan**, **Frank Zappa**, **Rickie Lee Jones**, **Joni Mitchell**, **Canonball Adderley** and **L.A. Express**. Accompanying the keyboard whiz on his "Andes" voyage are flutist **Hubert Laws** and guitar virtuoso **Lee Ritenour**, and the entire LP was produced in a single session by Feldman's 20-year-old son, **Joshua**. While Nautilus is releasing the album in direct-to-disc format, it appears JVC has picked up some overseas rights and will be exporting a digital recording of the platter to China and other areas in the Far East shortly. Nautilus' other original discs coming up include works by **Lalo Schiffrin** and **Maynard Ferguson**. . . . After innumerable postponements, Columbia finally shipped the **Tom Waits/Crystal Gayle** soundtrack to **Francis Coppola's One From The Heart** a couple of weeks back, and the only thing they're missing now is the movie, which was supposed to be re-released in August but never made it to the screens. Plans call for the Las Vegas romance to open in two selected markets, Minneapolis and Dallas, on Nov. 5, with no plans for national distribution yet. . . . The Midwest Music Exchange announced it will hold its second symposium in June, 1983 with an expanded scope of speakers and seminar topics. For more info, call the Exchange at (312) 440-0860. . . . "Solidarnosc Rock," an album recorded live at the Odeum in Villa Park, Ill., this year as a benefit for Polish workers, is available now from the Erect label.

jeffrey resner

# AES Preview

## 72nd AES: New Audio Trends

(continued from page 5)

the convention's exhibit area, where some 200 companies will showcase their products.

A special exhibit day, Oct. 23, has been added to this year's convention so that attendees may view the exhibits without missing a technical paper or workshop. Exhibits will be open from noon to 6:00 p.m. to provide ample time to view not only the latest digital and analog recording equipment, but also an array of speakers, amplifiers, mixing consoles, graphic equalizers, microphones and noise reduction systems, among other things.

The precis poster concept has been enlarged this year to provide "an improved one-to-one contact" for Technical paper session participants. Instituted at the 70th AES convention for the first time, the precis poster format allows for more open dialogue between the author of a technical paper and the audience. Four sessions will be presented in the format this year, including those covering "Acoustics & Sound Reinforcement" (morning, Oct. 24); "Loudspeakers" (evening, Oct. 24); "Signal Processing Amplification" (morning, Oct. 25); and "New Directions in Audio" (afternoon, Oct. 25).

Three technical sessions will be delivered in the lecture format. These sessions will address such topics as "Studio Design & Technology" (afternoon, Oct. 24); "Magnetic and Disk Technology" (evening, Oct. 25); and "Psychoacoustical Illusions," which will be a combined lecture/demonstration (afternoon, Oct. 26). The two remaining sessions will address the areas of "Tests & Measurements" (morning, Oct. 26) and "Reinforcement for the Hearing Impaired" (morning, Oct. 27).

Digital subjects constitute a growing number of the technical papers at the AES conventions, with at least nine papers this year directly addressing such innovations as the compact disc digital audio system, portable digital audio processors and digital audio for radio network satellite dis-

tribution systems, among other things.

The convention program of eight workshops running concurrently with paper sessions stresses "the practical utilization of today's technology" in such areas as studio maintenance and troubleshooting, audio for visual, calculator/computer applications, grounding techniques and live entertainment environment.

The Oct. 24 morning workshop on "Troubleshooting & Studio Maintenance," chaired by MX Audio Services' Phil Mendelsohn, takes a "hands on" approach to this integral element of studio operations. After a brief overview, participants divide into sub-groups working with two-track and multi-track recorders, in addition to recording/remixing consoles. Preventative maintenance and quick, effective troubleshooting techniques are demonstrated on widely-employed hardware (i.e. Ampex MM-1200 and ART-100, MCI JH-628, SSL SL-4000, Harrison 4032, Neve 8108, Studer A-800 and Otari MTR-80).

### Workshop Staff

Participating in the workshop are Peter Buff, Audio Diagnostic Measurements; Alan Goulding, Village Recorder; Marvin Clemms, Britannia Studios; Tom Kinyon, Canyon Recorders; John Brunswick, Compact Video; Brian Kelly and Pat Webber, Capitol Records; and Chuck Pell, Glen Glenn Sound.

The afternoon workshop on "Enhancing Audio For Visual Production," chaired by Metavision Corp.'s Theo Mayer, will cover the practical aspects of providing quality audio for video, with industry experts moderating small groups on the technical and production views of film, video and multi-image. Participating leaders will rotate from group to group, discussing how to achieve the best possible audio within the technical limitations of current film and video.

(continued on page 14)

## 72nd AES Convention Agenda

11:00 a.m. - 6:00 p.m.  
noon - 6:00 p.m.

### Saturday, Oct. 23

Registration desk open  
Exhibits open

8:00 a.m. - 7:00 p.m.  
8:00 a.m. - noon

### Sunday, Oct. 24

Registration desk open  
Workshop 1 — Troubleshooting the Recording Studio: Tape Machines & Consoles  
Annual business meeting  
Session A — Acoustic & Reinforcement Techniques  
Exhibits open  
Workshop 2 — Enhancing Audio for Visual Production  
Session B — Studio Design & Technology  
Workshop 3 — Education in Audio  
Session C — Loudspeakers

8:30 a.m.  
9:00 a.m. - 12:30 p.m.  
noon - 6:00 p.m.  
1:30 p.m. - 5:30 p.m.  
2:00 p.m. - 5:30 p.m.  
7:00 p.m. - 10:30 p.m.  
7:00 p.m. - 10:30 p.m.

### Monday, Oct. 25

Registration desk open  
Workshop 4 — Calculator & Computer Applications in Audio  
Session D — Signal Processing & Amplification  
Exhibits open  
Workshop 5 — Shielding, Grounding & Safety  
Session E — New Directions in Audio  
Workshop 6 — Stereo Broadcasting  
Session F — Magnetic & Disk Media

8:30 a.m. - 9:00 p.m.  
8:30 a.m. - 12:30 p.m.  
9:00 a.m. - 12:45 p.m.  
noon - 9:00 p.m.  
2:00 p.m. - 5:00 p.m.  
2:00 p.m. - 5:45 p.m.  
7:00 p.m. - 10:30 p.m.  
7:00 p.m. - 11:00 p.m.

### Tuesday, Oct. 26

Registration open  
Workshop 7 — Live Entertainment Reinforcement  
Session G — Audio Tests & Measurements  
Exhibits open  
Session H — Psychoacoustical Illusions  
Social hour  
Awards banquet

8:30 a.m. - 5:00 p.m.  
8:00 a.m. - noon  
9:00 a.m. - 12:15 p.m.  
noon - 5:00 p.m.  
1:30 p.m. - 4:35 p.m.  
7:00 p.m. - 8:00 p.m.  
8:00 p.m.

### Wednesday, Oct. 27

Registration desk open  
Workshop 8 — The Monitoring Environment  
Session I — Reinforcement Systems for the Hearing Impaired  
Exhibits open

8:30 a.m. - 2:00 p.m.  
9:00 a.m. - 12:30 p.m.  
9:00 a.m. - 12:30 p.m.  
10:00 a.m. - 2:30 p.m.

# AL JARREAU'S MUSIC HELPS MAKE COLORFUL READING.

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


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

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

So far, over a quarter of a million dollars in Golden Reel contributions have gone to designated charities. For children's diseases. The arts. Environmental associations. The needy.

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

## AMPEX

Ampex Corporation • One of The Signal Companies 



\*ColorSounds™ Educational Foundation  
P.O. Box 3771, Austin, TX 78764



## 72nd AES Probes New Directions In Audio

(continued from page 5)

Scheduled participants include Tex Rudloft, Compact Video; Larry Neiman, Neiman-Tiller; Basil Polodorus, independent producer; Richard Beggs and Katherine Morton, Zoetrope Studios; Tom Kinyon, Canyon Recorders; Steve Schwartz, Excalibur; Bob Festa, VHD; Frank Dickinson, Digital by Dickinson; Tom Seufert, Visual Music Alliance; Henry Von Tissenhauser; Rob Rapporte, Multimedia; and Peter Inebrit Metavision.

The Oct. 24 evening workshop, "Education In Audio," chaired by educator Martin Polon of Computer Merchandising, features a panel of industry professionals in a discussion on the kinds of training needed for employment in the studios, in entertainment and in manufacturing, among other areas. Also covered are the strengths and weaknesses of public and private education in the field of audio, in addition to what can be done to improve the education process. Also covered will be how people who are hiring evaluate training.

Participants include Al Grundy, Institute of Audio Research; John Worem, *db* magazine; Robert Schulein, Shure Brothers, Inc.; Almon Clegg, Panasonic Corp.; Mel Lambert, Recording Engineer/Producer; Chris Stone, Record Plant; and Bill Porter, independent engineer.

"Calculator/Computer Applications In Audio," the Oct. 25 morning workshop chaired by Russell E. Berger, II of Joiner, Pelton, Rose, Inc., will examine the methods in which computers and programmable calculators can be used to describe audio with complex mathematical relationships. The workshop will show how, when used wisely and with good software programming, computers can be used as quick, efficient tools.

Participants include John Lanphere, Audio/Video Design Services, Inc.; Ted Uzzis, Altec Lansing; Ken Wahrenbrock, Wahrenbrock Sound Assoc., Ltd.; Ralph Gibson, Gibson Assoc.; Deane Jensen and Rob Robinett, Jensen Transformers; Gerald Stanley and Jim Wordinger, Crown International; Mark Leflin, Hughes Aircraft, Missile System Group; and John Labardie,

### RIAA Releases Its Third Digital Directory

NEW YORK — The Recording Industry Assn. of America (RIAA) has released the third edition of its digital recording facilities directory. All information for the directory was supplied by the five manufacturers currently marketing master digital recording and/or editing units: JVC Cutting Center, Mitsubishi Electric Sales America, Sony Professional Digital Audio division, Soundstream and 3M Digital Audio Systems.

The updated directory lists the seven locations, as well as the names, addresses and telephone contacts for 43 U.S. and 50 foreign facilities. This is an increase over the 30 U.S. and 21 international locations listed in the June edition. In addition, studios in Czechoslovakia and Hungary have been added to the international listing.

### Disc Mastering Facility Opens In Los Angeles

LOS ANGELES — Future Disc Systems, a disc mastering facility, has been formed, according to Gary Rice, president and general manager of the Studio City-based company. Steve Hall, formerly with MCA/Whitney studio, has been named chief cutter and vice president of engineering for Future Disc.

Future Disc Systems is located at 3475 Cahuenga Blvd. West, Hollywood, Calif. The telephone number is (213) 876-8733.

Andrews Audio Consultants.

The Oct. 25 afternoon workshop, "Shielding, Grounding & Safety," combines theory and practical application of shielding and grounding in discussion, with special emphasis on large scale systems permanently installed in buildings. Kenneth F. Fause of Fause, Smith & Assoc., will chair this workshop, in which rational combination of signal grounding with power safety requirements will be presented, along with specific techniques for combined, interconnected audio and video systems.

#### Theoretical Ping-Pong

"Stereo Broadcasting," the Oct. 25 evening workshop, explores practical and theoretical information in the areas of AM, FM, television and satellite transmission. Also presented will be an analysis of the proposed methods required to receive the new media. The latest developments in multi-channel TV sound transmission techniques will be covered in an overview incorporating a review of procedures followed by the broadcast transmission standards committee of the Electronics Industries Assn. (EIA). A panel discussion of the future of multi-channel broadcasting (with an emphasis on production, hardware and transmission, among other things), chaired by Ricard Burden, Burden Assoc. will close the workshop.

Among the participants slated to appear are Martin Polon; Ed Gordon, Times-Mirror Satellite Programming; and Ed Tingely, Electronics Industries Assn.

A discussion of the many technical and non-technical aspects of "Live Entertainment Reinforcement," such as hired-in sound reinforcement for live shows and rock concerts is featured in the Oct. 26 morning session. Participants will address such problems as dealing with concert venues with long reverb decay times, poor seating arrangements and artists who play low energy acoustic instruments but desire high

SPL output.

In addition to performance problems, equipment planning and design, venue load in/load out problems, union considerations in different cities, weather and other aspects of live entertainment sound will also be discussed. JBL's Mark Gander is slated to serve as chairman, while scheduled to participate are Jack Maxon, Showco, Inc.; Riddi Farr, TFA Electrosound; Stan Miller, Stanal Sound; Bob Stern, Northwest Sound/Maryland Sound.

The final workshop of the convention, the morning of Oct. 27, delves into the trends and techniques of "The Monitoring Environment," beginning with a historical overview and the evolution of the monitoring device. Specialty areas to be examined are the control room and monitor design for contemporary pop recording, in addition to broadcast and remote monitoring practices. John Eargle of JME Assoc. chairs, with participants set to include George Augspurger, Perception, Inc.; Ken Fause, Smith, Fause & Assoc.; Tomlinson Holman, Lucasfilm Ltd.; M.T. (Bill) Putnam, United Western Recording; and Ron McKay, Bolt Beranek & Newman, Inc.

Among the other highlights of the 72nd AES Convention are the Awards Banquet the evening of Oct. 26 and a social/cultural program of daily activities for attendees, their families and friends Oct. 24-26. A pre-banquet reception is slated for 7:00 p.m., with the awards banquet to follow at 8:00 p.m. in the Center Ballroom of the Disneyland Convention Center. The social/cultural program includes trips to the Getty Museum, Newport Beach and Knott's Berry Farm.

The AES convention exhibits, located on the lower and upper levels of the Disneyland Convention center, are open noon to 6:00 p.m., Oct. 23-24, noon to 9:00 p.m., Oct. 25, noon to 5:00 p.m., Oct. 26, and 10:00 a.m. - 2:00 p.m. Oct. 27.

### SPARS Sets Slate Of Activities For 72nd AES Confab

ANAHEIM — The Society of Professional Audio Recording Studios (SPARS) has issued a slate of activities for members during the 72nd Audio Engineering Society (AES) Convention at the Disneyland Hotel in Anaheim, Oct. 23-27. Heading the list is the SPARS annual general membership meeting on Oct. 25 at IAMC in Irvine from 10:00 a.m. to noon, where new SPARS officers for 1982/83 will be elected and plans for the year outlined, while a progress report for 1981/82 will be given.

Prior to the start of the show, a SPARS board meeting will be held at noon, Oct. 21, in the SPARS hospitality suite, located in one of the Regal Suites in the Disneyland Hotel's Sierra Tower (check hotel information for exact location). The board meeting is followed by an advisory & board meeting at 4:00 p.m., with a board of directors dinner scheduled for 8:00 p.m. at the Cattleman's Wharf restaurant (nearby the hotel).

Show activities for SPARS members begin with a Sony Audio Products presentation and demonstration-reception Oct. 22, 6:00-8:00 p.m., in the Sony Digital Audio Theatre, Santa Rosa Room, Bonita Tower of the hotel.

On Oct. 24, there will be a SPARS/Recording Industry Assn. of America (RIAA) Interface, 9:30 a.m.-noon in the Hyatt-Anaheim Hotel, Lanai Rooms 2, 3 and 4. A Recording Practice Guidelines Project Review and Digital Recording Update & Company report will be presented during the Interface. Among the topics discussed are "Quality Improvement — Tape Duplicating and Record Pressing" and

"New Technology — Overview of Audio/Video Products and Systems."

Following the Interface will be two afternoon product presentations. Otari will demonstrate its MTR-90-II multi-track recorder, plus its capabilities with respect to video post-production, from 1:00-2:00 p.m. in the Otari Suite of the Bonita Tower. Mitsubishi will hold its digital audio presentations and reception from 5:00-7:00 p.m. (Mitsubishi booth #503-#506 has suite location information). Oct. 24 SPARS activities end with an invitation only Wild West Barbecue at Knott's Berry Farm, given by *Mix* magazine.

The SPARS Oct. 25 morning activities will be taken up with the general membership meeting (for information on change of location from IAMC in Irvine, contact SPARS representative at the convention). Following in the afternoon will be a meeting of the new board of directors at 2:00 p.m. in the SPARS suite, Sierra Tower.

The final day of SPARS member activities will be Oct. 26, beginning with a continental breakfast given by JBL from 8:30-9:45 a.m. in the Pacific Room of the Sierra Tower. JBL executives will discuss studio monitors design philosophy. From 10:00 a.m.-noon, Studer Revox will hold a product demonstration in the Balboa Room of the Sierra Tower. Highlighted will be the new Studer Revox analog tape recorder, model A-810, in addition to its line of digital audio products.

The SPARS hospitality suite is open to SPARS members and their guests, although non-members will not be admitted unless accompanied by a SPARS member or by request through the SPARS office. SPARS will also be sharing exhibit space, donated by SPARS and Record Plant president Chris Stone, near the registration area at the entrance to the Disneyland Hotel in spaces 3-5.

# CASHBOX

The  
International  
Audio  
Video  
Weekly

**IF IT TAKES A FEW TRIPS TO DECIDE TO BUY HARDWARE,  
STOCK THE SOFTWARE THAT WILL KEEP HIM COMING BACK.**



When a person has a Maxell tape in his hand, you've got an exceptional customer in your store.

According to research, people who buy our tape buy over 40% more cassettes in a year than the average cassette buyer.

But what's even more important is how Maxell tape buyers are willing to pay a little more for quality and keep coming back for it.

That's why they're more likely to be interested in everything else you carry than the average cassette buyer.

So maybe you should stock up on Maxell. After all, just because people buy a lot of our tape doesn't mean they can't pick up an accessory now and then. Like a new pair of speakers.



**IT'S WORTH IT.**

## TOP 200 ALBUMS

### Fagen Solo Debut, Hall & Oates Enter Top 50 In First Week

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is the high debut by Donald Fagen's debut solo LP and Daryl Hall & John Oates in the Top 50 on the Albums chart. Fagen's "Nightfly," his first LP since Steely Dan broke up, comes in at #39 bullet, Pop, with good retail activity reported in all regions led by the West, East and South. His "I.G.Y. (What A Beautiful World)" single moves six points to #38 bullet on the Pop Singles chart as well. Hall & Oates' "H2O" LP debuts at #46 bullet, with heaviest response in the East, West and Midwest. The "Maneater" single is doing extremely well and jumps to #33 bullet, up from #45, based on heavy airplay and sales action.

**TOP TEN HIGHLIGHTS** — The Top Five remains the same with John Cougar at #1 for the ninth consecutive week . . . Despite increased sales action, Bruce Springsteen stays at #5 bullet, due to a very tight logjam ahead of him. Good retail strength in the East, West and Midwest . . . Men At Work moves up a point to #7 bullet. Continues to gain momentum thanks to the #1 single, "Who Can It Be Now?" Retail activity is strong in all regions, with Top 35 rack reports as well . . . The Who moves up a notch to #8 bullet, with very good retail out of the East, Midwest and West. The group's current tour of the U.S. seems to be generating further interest in the album . . . Rush also moves up a point to #9 bullet. Best retail out of the Midwest, South and East, along with Top 35 rack sales . . . This week's newcomer to the Top Ten is Billy Joel, at #10 bullet, up from #13 in his third week. Strong sales action out of the East, South and Midwest. His "Pressure" single moves to #28 bullet, up from #32.

**TOP 100 HIGHLIGHTS** — Three of the hotter ladies on the chart right now are Olivia Newton-John, Linda Ronstadt and Diana Ross. Newton-John moves two points to #12 bullet, with good retail in all areas. However, the big story is that she is a solid Top Five item at the rack level after only five weeks. Her "Heart Attack" single jumps to #6 bullet, up from #8, on the Pop Singles chart. In her third week on the **Cash Box** Pop Albums chart, Ronstadt jumps eight places to #16 bullet, with strongest retail out of the West, Midwest and South. Good initial rack reaction as well. Ronstadt also has two singles, "Get Closer," #26 bullet on the Pop Singles chart, and "Sometimes You Just Can't Win," #45 bullet on the Country Singles chart. Ross, at #25 bullet, up from #32, is selling very well in the Midwest, West and East. The LP also goes to #5 bullet, up from #9 on the Black Contemporary (B/C) Albums chart in only her second week. Her "Muscles" single jumps to #21 bullet from #27 on the Pop Singles chart, while leaping to #8 bullet from #15 on the B/C Singles chart . . . Three name male artists jump into the Top 30 — Neil Diamond, Lionel Richie and Luther Vandross. Diamond goes to #21 bullet, up from #34. Good retail out of the East, West and Midwest, but once again the real story is at the rack level — Top Ten in only three weeks.

His "Heartlight" single goes to #15 bullet, up from #18. Richie takes a big 19-point jump to #28 bullet. Strong second week sales out of the South, East and West. His album also moves to #6 bullet from #13 on the B/C Albums chart. The "Truly" single moves to #17 bullet, up from #24 on the B/C Singles chart. Vandross climbs 11 points to #30 bullet. Selling very well in the South, East and Midwest. His album goes to #1 bullet from #3 on the B/C Albums chart, and his "Bad Boy/Having A Party (Medley)" single goes to #7 bullet, up from #9, on the B/C Singles chart . . . Dire Straits moves eight places to #34 bullet, with good sales out of the West, East and Midwest . . . Taking the biggest jump this week is the soundtrack to *An Officer And A Gentleman*, which leaps 76 points to #57 bullet in its second week. Featuring the Top Five single, "Up Where We Belong," which jumped to #6 bullet from #13 two weeks ago and is now at #3 bullet, best sales are out of the Midwest, East and South. This album can be expected to be a big rack seller as well . . . After his appearance on the Country Music Assn. Awards telecast Oct. 11, where he won an award as Best Male Vocalist and received the Horizon Award based on career development over the past year, sales action picked up for Ricky Skaggs, moving him to #67 bullet, up from #76. Good sales out of the South, Midwest and West. His album goes to #4 bullet, up from #6, on the Country Albums chart, and his "Heartbroke" single goes to #9 bullet from #12 on the Country Singles chart . . . Sheena Easton takes a 13-point jump to #75 bullet, with best sales in the Midwest and East. Her new single, "I Wouldn't Beg For Water," hits the Pop Singles chart this week at #88 bullet.

**RECORDS TO WATCH** — Spyro Gyra's "Incognito" jumps to #103 bullet, up from #119. Already #1 on the Jazz Albums chart after three weeks, the album is retailing best in the Midwest and West . . . Dolly Parton's "Greatest Hits" moves to #112 bullet from #128. Behind good sales out of the South, Midwest and West, as well as strong initial rack acceptance. Look for this to be a big Christmas item.

**DEBUTS** — Following Fagen and Hall & Oates, the next highest debut is Jefferson Starship at #82. Off to a good start out of the West, Midwest and South. The group's "Be My Lady" single goes to #55 bullet from #62 . . . Missing Persons debuts at #89 bullet, with initial sales reported out of the West, East and Midwest . . . Adam Ant hits the chart at #118 bullet. Best action out of the Midwest, South and West . . . Janet Jackson debuts at #167 bullet behind good sales on the coasts and in the South . . . Her album debuts on the B/C Albums chart at #43 bullet as well. Her "Young Love" single goes to #34 bullet from #40 bullet on the B/C Singles Chart. Carl Carlton comes in at #171 bullet. Good sales action out of the Midwest and West . . . Saga debuts at #173 bullet behind sales reported in the Midwest and East.



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 LIONEL RICHIE              | 9 MISSING PERSONS     |
| 2 NEIL DIMOND                | 10 PETER GABRIEL      |
| 3 DONALD FAGEN               | 11 HANK WILLIAMS, JR. |
| 4 DARYL HALL & JOHN OATES    | 12 KOOL & THE GANG    |
| 5 LUTHER VANDROSS            | 13 EVELYN KING        |
| 6 DIANA ROSS                 | 14 DOLLY PARTON       |
| 7 DIRE STRAITS               | 15 RICKY SKAGGS       |
| 8 AN OFFICER AND A GENTLEMAN |                       |

### NORTHEAST 1.

- 1 NEIL DIAMOND
- 2 LIONEL RICHIE
- 3 LUTHER VANDROSS
- 4 DARYL HALL & JOHN OATES
- 5 DONALD FAGEN
- 6 DIANA ROSS
- 7 DIRE STRAITS
- 8 AN OFFICER AND A GENTLEMAN
- 9 MISSING PERSONS
- 10 KOOL & THE GANG

### SOUTHEAST 2.

- 1 LUTHER VANDROSS
- 2 LIONEL RICHIE
- 3 NEIL DIAMOND
- 4 DONALD FAGEN
- 5 AN OFFICER AND A GENTLEMAN
- 6 DIRE STRAITS
- 7 DARYL HALL & JOHN OATES
- 8 EVELYN KING
- 9 HANK WILLIAMS, JR.
- 10 ABC

### BALTIMORE/WASHINGTON 3.

- 1 LIONEL RICHIE
- 2 LUTHER VANDROSS
- 3 DARYL HALL & JOHN OATES
- 4 AN OFFICER AND A GENTLEMAN
- 5 NEIL DIAMOND
- 6 DIANA ROSS
- 7 DONALD FAGEN
- 8 PETER GABRIEL
- 9 EVELYN KING
- 10 GRANDMASTER FLASH

### WEST 4.

- 1 DIANA ROSS
- 2 LIONEL RICHIE
- 3 MISSING PERSONS
- 4 DARYL HALL & JOHN OATES
- 5 DONALD FAGEN
- 6 PETER GABRIEL
- 7 DIRE STRAITS
- 8 NEIL DIAMOND
- 9 LUTHER VANDROSS
- 10 JEFFERSON STARSHIP

### MIDWEST 5.

- 1 DIANA ROSS
- 2 LIONEL RICHIE
- 3 NEIL DIAMOND
- 4 DONALD FAGEN
- 5 AN OFFICER AND A GENTLEMAN
- 6 DARYL HALL & JOHN OATES
- 7 DIRE STRAITS
- 8 PETER GABRIEL
- 9 LUTHER VANDROSS
- 10 KOOL & THE GANG

### NORTH CENTRAL 6.

- 1 NEIL DIAMOND
- 2 DOLLY PARTON
- 3 LIONEL RICHIE
- 4 HANK WILLIAMS, JR.
- 5 RICKY SKAGGS
- 6 DIRE STRAITS
- 7 THE TIME
- 8 DIANA ROSS
- 9 DONALD FAGEN
- 10 DARYL HALL & JOHN OATES

### DENVER/PHOENIX 7.

- 1 DIRE STRAITS
- 2 DONALD FAGEN
- 3 LIONEL RICHIE
- 4 MISSING PERSONS
- 5 NEIL DIAMOND
- 6 LUTHER VANDROSS
- 7 DIANA ROSS
- 8 DARYL HALL & JOHN OATES
- 9 AN OFFICER AND A GENTLEMAN
- 10 AMERICA

### SOUTH CENTRAL 8.

- 1 LUTHER VANDROSS
- 2 DIANA ROSS
- 4 NEIL DIAMOND
- 5 ADAM ANT
- 6 DONALD FAGEN
- 7 DARYL HALL & JOHN OATES
- 8 MISSING PERSONS
- 9 AN OFFICER AND A GENTLEMAN
- 10 DIRE STRAITS



WHAT'S IN-STORE

**SUBWAY SCENE** — Gerald Richardson, general manager of Atlanta's **Music Scene**, reports as much as a 20% increase in store traffic at the outlet near The Mall West End since it began handling MARTA (Metropolitan Atlanta Rapid Transit Authority) Transcards last month following completion of an underground commuter train station a block away from the mall. Richardson says that the trains bring in 29,000 commuters per week from the southwest, northwest and western sectors of the city, and that 2,300 customers came in from Thursday through Saturday of the first week of service to pick up either weekly cards costing \$5 or monthly cards for \$21. Weekly cards, which bear a renewable magnetic strip for insertion into turnstiles, come out each Thursday for use the following Sunday through Saturday. The store is one of a handful of independent outlets licensed to carry the cards; the rest are company-owned and closed on weekends. According to Richardson, the Scene was investigated by the Treasury Department before being permitted to disperse the cards. "They knew our customer volume, cash flow, security, and credibility," he states, noting the store's reputation as a computerized Tic-X-press outlet handling many of Atlanta's R&B shows. He says that MARTA kicked in some \$5,000 in print and TV advertising, signage for all Transcard outlets and folders on the trains, and that more ad support was forthcoming. The first Saturday saw the normal \$2,000 record business shoot up 11%, and Scene is now taking greater advantage of record sales potential by giving "categorical discount coupons" for classical, pop, rock, jazz, R&B and gospel products "on the spot" with Transcard purchases. Richardson expects total Transcard purchases to peak at 3,000 for the weeklies and 800 for the monthly passes.



**INDEPENDENT KING** — RCA's Evelyn King recently visited Independent Records & Tapes in Aurora, Colo., in support of her "Love Come Down" single and "Get Loose" LP. Pictured are (l-r): Len Rokosz, RCA; King; an independent rep; Karakawa, RCA; and Mike Ketchum, RCA.

**PIZZA PIES** — Last weekend in Los Angeles, **Licorice Pizza** opened its 32nd store and second indoor mall location. The Lakewood Center Mall outlet was kicked off with an in-store broadcast by station KNAC, a small KROQ-type FM that Pizza advertising director **Rick Zeff** credits with selling a lot of records in the South Bay area stores. Licorice Pizza T-shirts and cassette crates and KNAC bumper stickers were given away at the event, and Dr. Pepper was there to provide the drinks. . . . Also last weekend, the West L.A. outlet drew 300 to a parking lot concert by local faves **Jimmy & the Mustangs**. . . . Licorice Pizza was recently contacted by the producers of **Peter Marshall's** new game show, *Fantasy*, to help fulfill those of two contestants. One received a collection of big band albums on the air, and the other was granted a record run at the Bellflower outlet. . . . Licorice Pizza helped break **Joe Jackson's** "Night And Day" locally by offering a money-back guarantee on the \$5.99 sales price for albums and cassettes and backing the promotion with heavy radio and print co-op advertising. The record shot in-store from #29 to #1, where it stayed for three weeks despite minimal airplay. With airplay now picking up nationally, the album remains in the top five. The chain currently has a similar deal on **Elvis Costello's** "Imperial Bedroom," but here the normal \$5.99 price has been dealt back 50 cents for the cassette. "We wanted to show our commitment to cassette sales," says Zeff, adding that the lower cassette price offers an incentive against home taping.

**NARM GIFT AIDS** — The National Assn. of Recording Merchandisers (NARM) has 14 "Gift of Music" merchandising aids, including five new items, available for Christmas. All flats, title strips, banners, border strips, die-cuts, art sheets, and video trailers are free, freight collect from NARM, 1008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J. 08034.

jim bessman

Cohen Will Exit NARM Post To Guide Consumer Projects

(continued from page 5)

top priority of NARM executive members. Reingold said that the goal of the campaign was to get "people back, and newly introduced, into buying prerecorded music as a gift."

Toward this goal, he said that two advertising approaches have been researched. One will be employed in television advertising through 30-second spots to air in Phoenix and Greensboro/Winston-Salem, for six weeks, featuring a trio of vignettes displaying the emotional value of giving prerecorded music as a gift. "Through our research," explained Reingold, "we determined that the entire gift-giving process evokes emotion, a sense of risk and fear. These are all personal feelings, and we feel records and tapes are a most personal gift."

Various Vignettes

The vignettes feature a young couple expressing love for each other through giving the gift of music; a middle-aged man trying to improve his sagging physique for his svelt and attractive wife (she tells him, "I love you just the way you are."); and an overburdened housewife being told by her slick executive husband, "Thanks for the effort" with a gift of music.

In each instance, the tagline "Give the Gift of Music — There's No Better Way To Wrap Up Your Feelings" will be employed. TV and radio will be used, for the campaign in Portland, Ore., and in Cincinnati, Ohio.

The second campaign proposed by Reingold focuses on using multi-media celebrities who got their start in music to endorse the medium as a gift item. Plans to implement this approach will not reach fruition until further research is completed.

According to Anna Unger, senior vice president/director of marketing at the advertising agency, there will be pre-ad campaign consumer research conducted on consumer gift buying habits, and after the six-week campaign, another round of research will be aimed at determining the strategies' effectiveness.

Cohen introduced the NARM Grammy promotions slogan and basic poster image design during the same session. He said

that when the Grammy nominations are announced on Jan. 11, the NARM campaign will commence with posters and air tags featuring the slogan "Discover Grammy Music." The posters will feature the now-familiar and classic gramophone silhouette set against a star background and the slogan.

"Our objective is first to increase viewership of the Grammy telecast," said Cohen, noting that the 25th anniversary of the Grammy Awards, telecast on CBS-TV, will be extended to three hours on Feb. 23 from the Shrine Auditorium in Los Angeles.

Cohen said the show should command a 30 million-plus audience of primetime viewers who are potential record buyers. In building the consumer momentum behind the Grammy-nominated artists' product, NARM, in conjunction with the National Academy of Recording Arts & Sciences (NARAS) and CBS, plans a TV radio, print and in-store blitz. The initial step in the Grammy promotion will be the "Grammy nominee" stickers to be sent to dealers and racks and placed on the appropriate product. Other display material will also include information about artists nominated for Grammy awards. Display and consumer contests revolving around the Grammy awards are also planned. Winners' stickers will be rushed to the marketplace following announcement of Grammy winners.

Budget Set

NARM's board has allotted \$25,000 to initiate the merchandising campaign, and Cohen urged further manufacturer's support of the merchandising campaign. NARM and recording academy staff will meet in New York this week with Grammy telecast producer Pierre Cossette and CBS TV executives to discuss the network's involvement in a coordinated Grammy campaign.

Cohen said during the business meeting that he would be focusing his time on developing the interest some Grammy telecast sponsors have expressed in tying their advertisements to the Grammys. On the "Gift of Music" advertising campaign, he said there will be a greater effort on his part to encourage artists to lend themselves to an institutional ad campaign.

PLUS PROFIT

TOP SELLING VIDEO GAMES

- Pitfall! • Activision AX018
- Frogger • Parker Brothers 5300
- Donkey Kong • Coleco 2451
- Megomania • Activision AX017
- Berzerk • Atari CX 2640
- Defender • Atari CX 2609
- Lock 'N Chase • Mattel 5663
- Venture • Coleco 2457
- The Empire Strikes Back • Parker Brothers 5050
- Star Raiders • Atari CX 2660
- Mousetrap • Coleco 2459
- Pro Football • Mattel 5658
- Pac-Man • Atari CX 2646
- Zaxxon • Coleco 2435
- Atlantis • Imagic IA 3203
- Chopper Command • Activision AX015

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

TOP SELLING ACCESSORIES \*

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

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

TOP SELLING MIDLINES

- The Blasters • Over There — Live at the Venue, London • Slash/Warner Bros. 1-23735
- Kurtis Blow • Tough • Mercury/PolyGram MX-1-505
- T-Bone Burnett • Trap Door • Warner Bros. 9 23691-1B
- Paul Carrack • Suburban Voodoo • Epic/CBS ARE 38161
- Crosby, Stills & Nash • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 75007
- Duran Duran • Carnival • Capitol ST-15006
- Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
- Quincy Jones • The Best • A&M SP-3200
- Carole King • Tapestry • Columbia PE 34946
- Barry Manilow • Oh, Julie • Arista AB 2500
- Missing Persons • DLP-15001
- Motley Crue • Too Fast For Love • Elektra 9 60174-1V
- The Psychedelic Furs • Forever Now • Columbia ARC 38261
- Spyro Gyra • Morning Dance • MCA 9004

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

\* Excludes T-Shirts & Paraphernalia Heavy Sales

## SOUNDVIEWS

**A BIT OF HOOPLA FOR DISNEY'S TRON RELEASE** — Imagine our surprise when the desk of *SoundViews* was suddenly surrounded last week by emissaries from the villainous Sark, who presented a press kit on the impending (December) home video release of the futuristic video game adventure *Tron* on Walt Disney Home Video. An elaborate press kit it was, too, with *Tron* poster, puzzle, black & white stills, color slides and demonstration tape. In this not too subtle way, Disney is serving notice of its commitment to selling *Tron*, which will be released Nov. 29 simultaneously in all video systems (i.e., VHS and Beta video cassettes, CED and Laser videodiscs). A variety of in-store promotional materials will be going out to dealers with the release, and with a



**TRAVERS' 'BLACK PEARL' BLOW-UP** — Polydor/PolyGram recording artist Pat Travers stands outside his "girlfriend's" Jaguar minutes before it exploded as part of a video clip for his song "I'd Rather See You Dead." The track is from his current LP, "Black Pearl."

temporary restraining order against further manufacture and sale of the program, while certain rights are being contested. Too bad, because until the suit's settled, a lot of folk may be deprived of getting a chance to see this quick (even at 119 minutes), but ultimately satisfying, account of the musical shot heard 'round the world that came out of Liverpool in the early '60s. Based on the two-volume Delilah Books set of the Beatles' compositions, *The Compleat Beatles* chronicles the birth and death of the Fab Four in much the same way the author Philip Norman did in his comprehensive national bestseller *Shout! The Beatles In Their Generation*, without delving too heavily into the more controversial areas (such as manager Brian Epstein's personal life). If there is a major criticism of *The Compleat Beatles*, it may be that the narration becomes a bit too florid at times when the writers overreach for superlatives. This sometimes hinders narrator Malcolm McDowell's otherwise competent reading. But the smooth editing, excellent sound quality and authority lent by such revealing interview subjects as producer George Martin all make up for a very level look at a musical and cultural phenomenon.

**RUMORS 'N FAX** — First, the facts. Warner Home Video is releasing Woody Allen's *A Midsummer Night's Sex Comedy* in December. And there should be a new Allen film in the movie houses by that time to stimulate interest in Allen's blithe, lyrical play on the Bard's own *A Midsummer Night's Dream*. The same month, we hear, WHV will be converting *Superman*, *Superman II*, and *Chariots of Fire* to the sales mode (they've previously been rental-only), leaving *A Clockwork Orange* and *Blazing Saddles* as the only remaining rental titles in Warner's catalog (and not 10, the number stated in an Oct. 17 article in the *Los Angeles Times* entitled "Hollywood Wages Battle Over Videocassette Rentals")... Rumors persist that Paramount will be releasing the box-office winner *An Officer And A Gentleman* to the home video market by January. Seems unlikely, with business still strong, but who knows?

**VIDEO SOFTWARE NOTES** — Media Home Entertainment, the L.A.-based indie, has reduced prices on 12 titles to \$39.95 for the Christmas season. According to Media president Ron Safinick, the price restructuring was a result of the success the company had achieved last year with the animated *The Night Before Christmas* at \$39.95, which the company claimed sold out within weeks after it shipped. "Last year proved to us that the right product at the right price being available at the right time can only mean bigger sales," Safinick said. The repriced titles include nine animated films (*Swan Lake*, *Aladdin* and *The Wonderful Lamp*, *Hansel and Gretel*, *Fables of The Green Forest*, *Spunky and Tadpole Adventures*, *Captain Future*, *Angel*, *Little Lulu* and *The Fantastic Animation Festival*) and three family-oriented motion pictures (*Go For It*, *The Man From Clover Grove* and *The Wackiest Wagon Train In The West*)... Vestron Video in Stamford, Conn. has seven new titles slated for November release. Included are *Angel of H.E.A.T.*, porno star Marilyn Chambers' spy-cy action flick (R-rated); *Improper Channels* with Alan Arkin and Mariette Hartley; *The Europeans*, with Lee Remick and Liza Elchorn; *The Innocent*, Lucino Visconti's film starring Laura Antonelli; *Pepper*, yet another female secret agent film; *Seniors*, with Dennis Quaid and Priscilla Barnes; and *The New Video Aerobics*, Vestron's entry into the popular workout genre. The company is also releasing its first CED titles in time for Christmas: *Meatballs*, *Butterfly*, *Angel of H.E.A.T.*, *The Happy Hooker*, *The Private Eyes*, *Sex On The Run*, *The Cannonball Run*, and *God Created Woman*, *Till Marriage Do Us Part* and *Fort Apache*, *The Bronx*... November will see five new releases from Embassy Home Entertainment as well. Heading the list are such recent films as the *Blue Lagoon*-ish *Paradise*, with Willie (Eight Is Enough) Aames and Phoebe (Fast Times at Ridgemont High) Cates, and *Swamp Thing*, a cartoonish feature based on the DC Comics character, with Adrienne Barbeau. Embassy will also ship *Horror Rises From The Tomb* and *Raccoons On Ice*, a two-episode animated feature that also includes *The Christmas Raccoon*. Like Media's animated features, *Raccoons* is priced for gift-giving at \$39.95.

**MCA TO DISTRIBUTE PACIFIC ARTS** — When we ran into Pacific Arts prexy David Bean at the Consumer Electronics Show (CES) in Chicago early in the summer, he told us that the Carmel, Calif. indie was talking to a major regarding a distribution pact (*Cash Box*, June 26). Well, we're pleased to announce that an agreement's been signed between the company that gave us *Michael Nesmith in Elephant Parts* and MCA Distributing Corp. Under the terms of the pact, which is effective Nov. 1, P.A.V.R. will continue to manufacture, package and market all of its product independently. The deal covers videocassette programs only.

michael glynn

## TOP 30 VIDEOCASSETTES

	Weeks On		Weeks On
	10/23	Chart	10/23
			Chart
1 <b>CHARIOTS OF FIRE</b> Warner Home Video 7004	1	10	
2 <b>CONAN THE BARBARIAN</b> MCA Distributing Corporation 77010	2	6	
3 <b>ON GOLDEN POND</b> 20th Century-Fox Video 9037	4	22	
4 <b>STAR WARS</b> 20th Century-Fox Home Video 1130	3	21	
5 <b>ARTHUR</b> Warner Home Video 72020	7	26	
6 <b>NICE DREAMS</b> Columbia Pictures Home Entertainment 10456	9	4	
7 <b>DEATH WISH II</b> Warner Home Video 26032	15	4	
8 <b>THE SEDUCTION</b> Media Home Entertainment M-196	11	5	
9 <b>CAT PEOPLE</b> MCA Distributing Corporation 77008	5	22	
10 <b>DEATHTRAP</b> Warner Home Video 11256	12	4	
11 <b>TAXI DRIVER</b> Columbia Pictures Home Entertainment 10542	6	8	
12 <b>PARTNERS</b> Paramount Home Video 1446	13	7	
13 <b>JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	8	18	
14 <b>SHARKY'S MACHINE</b> Warner Home Video 72024	10	13	
15 <b>RAGTIME</b> Paramount Home Video 1486	14	16	
16 <b>QUEST FOR FIRE</b> 20th Century-Fox Video 1148			1
17 <b>ABSENCE OF MALICE</b> Columbia Pictures Home Entertainment 1005			16
18 <b>CANNERY ROW</b> MGM/UA Home Video MVR/MBR 00143			19
19 <b>PRIVATE LESSONS</b> MCA Distributing Corporation 71008			20
20 <b>BUTTERFLY</b> Vestron V6007			17
21 <b>DIAMONDS ARE FOREVER</b> 20th Century-Fox Home Video 4605			21
22 <b>THE HINDENBURG</b> MCA Distributing Corporation 55056			23
23 <b>SUPERMAN II</b> Warner Home Video WB-61120			24
24 <b>THE BOYS IN COMPANY C</b> Columbia Pictures Home Entertainment 10065			26
25 <b>TRUE CONFESSIONS</b> MGM/UA MVR/MBR 00145			18
26 <b>CUTTER'S WAY</b> MGM/UA 700154			28
27 <b>STRIPES</b> Columbia Pictures Home Entertainment 10600			27
28 <b>SOME KIND OF HERO</b> Paramount Home Video 1118			22
29 <b>DRAGONSLAYER</b> Paramount Home Video 1367			25
30 <b>MAKING LOVE</b> 20th Century-Fox Home Video 1146			29

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; Everybodys-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Boston Video-Boston; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way; Movies To Go — St. Louis.

## NEW VIDEO SOFTWARE RELEASES

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

- ANNIE**  
Cassette — RCA/Columbia CO-10008 ..... \$79.95
- RICHARD PRYOR LIVE ON SUNSET STRIP**  
Cassette — RCA/Columbia CO-10469 ..... \$84.95
- FAIL SAFE**  
Cassette — RCA/Columbia CO-10205 ..... \$69.95
- MONTY PYTHON AND THE HOLY GRAIL**  
Cassette — RCA/Columbia CO-3153 ..... \$59.95
- HANOVER STREET**  
Cassette — RCA/Columbia CO-10298 ..... \$59.95
- CASEY'S SHADOW**  
Cassette — RCA/Columbia CO-10127 ..... \$59.95
- DIANA ROSS IN CONCERT**  
Cassette — RCA/Columbia CO-10170 ..... \$39.95
- MR. MAGOO, Vol. 5**  
Cassette — RCA/Columbia CO-15004 ..... \$39.95
- LOVE AND ANARCHY**  
Cassette — RCA/Columbia CO-3120 ..... \$59.95
- SWAMP THING**  
Cassette — Embassy BA 1605 . \$59.95
- PARADISE**  
Cassette — Embassy BA 1603 . \$59.95
- HORROR RISES FROM THE TOMB**  
Cassette — Embassy BA 1607 . \$49.95
- RACCOONS ON ICE**  
Cassette — Embassy BA 1350 . \$39.95
- IMPROPER CHANNELS**  
Cassette — Vestron VE 5011 ... No List

- SENIORS**  
Cassette — Vestron VE 4011 ... No List
- THE EUROPEANS**  
Cassette — Vestron VE 4012 ... No List
- THE INNOCENT**  
Cassette — Vestron VE 4013 ... No List
- PEPPER**  
Cassette — Vestron VE 4006 ... No List
- NEW VIDEO AEROBICS**  
Cassette — Vestron VE 3009 ... No List
- ANGEL OF H.E.A.T.**  
Cassette — Vestron/Wonderlust WL 5504 ..... No List



- Raccoons On Ice**  
Cassette — Walt Disney WD 122 \$84.95
- TRON\***  
Cassette — Warner Home Video WA 1013 ..... \$70.00
- SUPERMAN\***  
Cassette — Warner Home Video WA 11120 ..... \$70.00
- SUPERMAN II\***  
Cassette — Warner Home Video WA 20004 ..... \$70.00
- CHARIOTS OF FIRE\***  
Cassette — Warner Home Video WA 22025 ..... \$70.00

\*December releases

## AIRPLAY

**NETWORK NEWS** — The Mutual Broadcasting System bowed its 13-week classical concert series featuring the **National Symphony Orchestra** on Sunday, Oct. 17. In upcoming weeks, four performances will be broadcast live via satellite to 45 stations nationwide, 20 of which are in the top 25 markets, while the remaining ones will be recorded on disc and then aired at a later date. "The reason why only four are live is that we wanted the Top 40 of classical music, and by the time we had made the deal with the National Symphony Orchestra, they had already made their plans for this season," Mutual spokesman **Dan Flambert** told *Airplay*. "Next year, we hope to make most of them live." The Mutual series is reportedly the first foray into live classical concerts since the days of **Arturo Toscanini**. . . . The Showtime cable company is making its first venture into the radio simulcast game Nov. 21, when it feeds a concert by RCA recording artist **Rick Springfield** in conjunction with NBC's *The Source*. The show, recently recorded at Los Angeles' Universal Amphitheatre, was produced by Starfleet Blair, Inc. It is expected to simulcast in 50 cities nationally. . . . **Johnny Biggs** has been named executive in charge of operations at Watermark/ABC Radio Enterprises. He will be charged with the supervision and administration of the arm's production studios and engineering and distribution departments. . . . At the same time, **CJCL/Toronto**, an affiliate for Watermark's *Musical* show, a weekly countdown of top Broadway show tunes aimed at MOR and beautiful music stations, is featuring **Ray Bolger** as the guest on its Oct. 31 show.

**STATION TO STATION** — Top 40 station **WLS/Chicago** is running its second annual *Rockfest*, a 32-hour rock concert Friday, Oct. 29-Sunday, Oct. 31. Taking place at the Arlington Park Exposition Hall in Arlington Hgts. Ill., participating artists will include the likes of **Donnie Iris**, **Shooting Star**, **Judas Priest**, **Catholic Girls** and **Thrust**. Spicing the show will be musical entertainment from air talents **Larry Lujack**, **Steve Dahl** and



**McDONALD AT KIIS** — Warner Bros. recording artist **Michael McDonald** (l) recently visited **KIIS/Los Angeles** morning man **Rick Dees** to chat awhile about his debut solo LP, "If That's What It Takes" (which was recently certified gold), and his "I Keep Forgettin'" single, which is currently #4 on the **Cash Box** Pop Singles Chart.

**Tommy Edwards**. Tickets to the affair can be had at all Flip Side Records and Oak Forest Records outlets for a mere \$4. . . . In the nation's capital, fellow ABC O&O, Top 40 station **WRQX**, recently debuted "Washington's Hometown Countdown," a broadcast of each week's top 30 songs based on local sales and research data. The show airs Sundays from 7-9 p.m. **Uncle Johnny** is host. . . . Up the road in New York, former ABC O&O, Top 40 outlet **WABC**, is shelving its ABC Talkradio programming to cover the New York City marathon. Commentary will be provided by **Larry Rawson**, marathon maven for the ESPN cable channel, and **Gloria Auerbach** of the N.Y. Roadrunners Club. . . . While we're on the subject of sports, we see that Houston urban contemporary outlet **KRLY** has come up with its own version of *Monday Night Football* in the wake of the National Football League players' strike. Dubbed *Fantasy Football*, the show, which airs between 7 and 10 p.m. each Monday, allows frustrated football fans to hear players from the **Oilers** act as guest DJs. In between musical sets, **Kenny Burrough** will man the microphones and take questions from listeners who call in. The station is also giving away football paraphernalia while the strike lasts. . . . In Los Angeles, AOR station **KLOS** has produced a rainbow decal record featuring the AM drive jock **Frazer Smith**. Playing at 33-1/3 RPM, the disc features the jock singing "The Cool Patrol Song" b/w "Party Machine". . . . While on the subject of L.A., the celebrated **KROQ** Top 40 new music format has been adopted at **KEGL/Dallas**, as well as at **KYYX/Seattle**. . . . A/C-formatted **WSNI/Philadelphia** recently expanded its playlist to include more current hits and more of what GM **Michael Marden** terms "Philadelphia oldies." "That would be **Lee Anders & The Heart** and the **Dovells** and the **Five Satins**," he told *Airplay*. "A lot of people might think of Motown as oldies, but we don't." He has also made the station a bit more personality-oriented. . . . **Bert Gould** has been named operations director at A/C station **WPIX/New York**. He moves up from the post of advertising and promotions director, which he has held since last March. . . . And **James M. Decaro** has been named executive vice president and general manager at **WEAZ/Philadelphia**. He moves over from **WUSL/WFIL** in the same city.

**SYNDICATION INDICATIONS** — Drake-Chenault is marketing two Christmas specials on a market-exclusive basis: *Christmas At Our House* and *Country Christmas*. Each is 12 hours long and tailored to special markets. The former is intended for A/C and MOR stations and features the likes of **Dionne Warwick**, **Bob Hope** and **Johnny Mathis**. It is hosted by **Sonny Melendrez**. The latter includes **Johnny Cash**, **Loretta Lynn** and other musical guests and will be hosted by **Eddie Arnold** and **Brenda Lee**.

**FOR YOUR INFORMATION** — Audio Independents, Inc., a non-profit organization for independent radio producers for non-commercial stations, is sponsoring a conference for indie and station producers Dec. 16-19 at the Asilomar Conference Center in Pacific Grove, Calif. Panelists include audio artist **Bill Fontana**, indie producer **Tom Lopez** and consultant **Jim Cameron**, formerly with NBC's *The Source*. For more information, call (415) 864-0700.

**NAB NOTES** — The National Assn. of Broadcasters (NAB) executive committee has reiterated its long-standing opposition to what it terms a "Spectrum fee," or fee to use a radio or television frequency, although **Mark Fowler**, Federal Communications Commission (FCC) chairman, recently came out in favor of one at a convention of the National Radio Broadcasters Assn. (NRBA). The NAB group expects to meet with Fowler in the near future to "discuss" his proposal. . . . The NAB has also scheduled its 1983 Radio Programming Conference (RPC) for San Francisco. The decision to move the confab from its traditional location in a heartland city was made by steering committee chairman **Gary Stevens**, president of Doubleday Broadcasting. He cited low airfares and large hotel space as his reasons for choosing the Bay City. . . . The NAB exec committee also endorsed the Sen. Bob Packwood (R-Ore.) proposal for a constitutional amendment that would give protection to broadcasters. Packwood recently held the first set of hearings on this proposal. . . . And the committee also asked the FCC to authorize multi-point and multi-channel distribution services as expeditiously as possible and to adopt a regulatory structure that would not "inhibit" broadcasters.

**larry riggs**

## Texas 'Who' Ticket Buyouts Spark Mixed AOR Reaction

(continued from page 5)

the ABC meetings, and Texas went with it," said Steve Gaspar, creative services director at ABC-owned AOR outlet **KLOS**, Los Angeles. "We would have done it if we had had enough time to control it, which we did not."

What **KSRR** did, according to promotion director **Bill Moffett**, was to borrow \$975,000 from ABC Corp. to pay the band a flat fee for the tickets for the Dec. 3 show, which it later resold at \$17.50 apiece. It also contracted for **Pace Concerts**, a local promoter, to produce the concert. The firm received an undisclosed portion of the \$975,000. "Of course, we're going to have to reimburse ABC the \$975,000," said **Moffett**.

The tickets, to be sold for \$17.50 via mail order to the station, are for 80,000 seats at Houston's **Astrodome**. "Of course, **KZEW** didn't put the money up front like we did," added **Moffett**. "They signed a letter of credit guaranteeing the sale of 50,000 seats, not 80,000."

### Competition For Numbers

**KSRR's** motivation for making the ticket buy, was to steal some thunder from dominant market rocker **KLOL**, which scored 6.9 in the Summer 1982 Arbitron book. **KSRR** captured a 3.4 share. "The promoter usually decides which station will be fronting the concert, and we probably wouldn't have received the fronting," said **Moffett**. "We've been on AOR for about a year now, and we wanted to make a statement showing that we're here to stay and are dead serious about rock 'n' roll."

In Dallas, **KZEW** handled its ticket buy differently. "We bought out the entire **Cotton Bowl** on Oct. 1 for the Dec. 11 show," said **KZEW** promotion director **Margie Poole**. "We're selling the reserved tickets through mail order, but we're selling the rest through **Ticketron** and **Rainbow Ticketmasters**, and we're donating 20 cents on each dollar to the **Dallas Zoological Society**." They had arranged the ticket buy through local promoter **Feyline Prods**.

**KZEW** reportedly made the decision to sell them rather than give them away to prevent the criticism received by Chicago AOR outlet **WLUP** during the Spring of 1981, when it spent \$150,000 to give away 14,000 tickets for a concert by **Backstreet** recording group **Tom Petty & the Heartbreakers** (**Cash Box**, May 23, 1981). Although that concert provoked criticism from fellow Chicago rocker **WMET** and Top 40-outlet **WLS**, it was the first of its kind.

It is more difficult to grasp **KZEW's** motives for buying all the tickets for the **Cotton Bowl** date. While it rose in the Arbitron ratings from 4.9 to 6.4 between the Winter and Spring 1982 books, it finished one tenth of a point ahead of its primary competition, AOR station **KTXQ**. Dallas was not rated during the Summer 1982 Arbitron sweep.

While **WLUP** made the groundbreaking move with the **Petty** concert, it did not make a complete ticket buyout for the **Who's** Chicago Oct. 6 show. "Even though the **Loop** (**WLUP**) is known for its phenomenal promotions like the **Tom Petty** giveaway last year, a total ticket buyout for the **Who** was just never brought up," said **Tim Kelley**, **WLUP** vice president of programming. "But we did present **The Who** to Chicago and did give away 400 pairs of tickets on the air."

There were other reasons why AOR stations did not even attempt total stadium buyouts. "If we wanted to do something like that, we'd have to tie-in with a beer company or something like that because we don't have the money to make a straight cash expenditure," said **Cathy Keller**, promotion director at AOR station

**KZOK/Seattle** "Besides, **The Who** was not an immediate sellout as you would expect, but believe me, we did some promotions at the **Kingdome**." **The Who** played **Seattle** on Oct. 20.

### Not In The Budget

Echoing her sentiments was **Cathy Paige**, promotion director at **KRQR/San Francisco**. "We're a CBS o&o station and because nobody knew when our 1982 budget was laid out that we would be as successful as we are, we simply didn't have enough money to do that. Besides, **Schlitz** does tie-ins with **The Who**, and they go by **Arbitron** ratings and they did it two books ago when we were just starting out."

Aside from the financial considerations, **Mary Menna**, promotion director at AOR powerhouse **WCOZ/Boston**, cites other factors that would inhibit radio stations from buying out entire stadiums. "The Texas thing was, I think, more of a fluke than a trend," she said. "Looking at the Boston market, I don't think it could happen here simply because the concert promoters wouldn't let it. Now, I could see giving away a number of tickets on the air but never more than a certain small amount."

Despite the obstacles, other AOR stations have expressed interest in the complete stadium buy-out concept. "The complete purchase idea is still being decided upon," said **Jim Marcyshyn**, director of marketing and promotion at AOR powerhouse **WMMS/Cleveland**. "We just today announced that we bought all the available tickets for **The Who** shows Dec. 13 and 14 at the **Richfield College Stadium**, and that's 36,000 seats that cost us \$500,000." **Marchyshyn** added that his station is "leaning towards selling" its 36,000 tickets although no final plans had been made at presstime.

In the same vein as the two Texas stations, **Marchyshyn** is looking to capitalize on **The Who's** name and the fact that this is the group's last tour of the States. "This is a big event and since we are the concert station in the area, we felt this is something the station should be involved in." He credited general manager **Walt Tibursky** with the idea. Unlike its Texas colleagues, **WMMS** is the dominant AOR and market leader in Cleveland, so it had no positioning statement to make.

Looking to the future, it is unclear whether more AOR stations will make complete stadium buy-outs, and if they do, whether it will be only for superstar acts like **The Who**, or for smaller acts too. "It all depends on the economics of the situation," said **WLUP's** **Kelley**. "We have to consider whether we'll get our money back, whether we can get a promotional tie-in with an advertiser and whether we can sell them ourselves."



**A MOTLEY MARAUDER** — Los Angeles-based metalmen **Motley Crue** headlined two nights at the **Roxy** recently in shows billed as "Hell's Revenge From The Band You Love To Hate" — complete with a bevy of **KISS**-like pyrotechnics and props. Backstage at the club, emotional **KMET/Los Angeles** MD **Hugh Surratt** (l) appeared choked up over **Crue's** lead screacher **Vince Neal's** enthusiastic greeting.

# CASH BOX ROCK ALBUM RADIO REPORT



— **FOGHAT • IN THE MOOD FOR SOMETHING RUDE • BEARSVILLE**  
**ADDS:** WKLS, WOUR, KLOL, KSHE, WGRQ, WBLM, KEZY, KMET. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



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

## # 1 MOST ADDED

LP Chart Position

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

71 **BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATCO**  
**ADDS:** None. **HOTS:** KMET, KBPI, WPLR, KEZY, WBLM, KSJO, KSHE, KLOL. **MEDIUMS:** WABX, WOUR, WKLS. **PREFERRED TRACKS:** Electricland, Face. **SALES:** Weak in South; fair in others.

35 **THE CLASH • COMBAT ROCK • EPIC**  
**ADDS:** None. **HOTS:** KMET, WNEW, WSHE, WPLR, KNAC, KEZY, WLIR, KRQQ, WGRQ, WCCC, WHFS, WKLS. **MEDIUMS:** KLQL, WQUR. **PREFERRED TRACKS:** Should, Casbah. **SALES:** Good to moderate in all regions.

34 **DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMET, WGRO, WHFS. **MEDIUMS:** WYFE, WSHE, WPLR, KNAC, KNCN, WOUR, WKLS. **PREFERRED TRACKS:** Waffle, Johnny. **SALES:** Good to moderate in all regions.

39 **DONALD FAGEN • THE NIGHTFLY • WARNER BROS.**  
**ADDS:** None. **HOTS:** KBPI, KNX, WGRQ, WKLS. **MEDIUMS:** WNEW, WABX, KNCN, WOUR. **PREFERRED TRACKS:** I.G.Y. **SALES:** Major breakouts in all regions.

60 **FAST TIMES AT RIDGEMONT HIGH • SOUNDTRACK • FULL MOON/ASYLUM**  
**ADDS:** None. **HOTS:** KBPI, WNEW, KEZY, KROQ, KNCN. **MEDIUMS:** KNX, WPLR, KNAC, WABX, WBLM, KSJO. **PREFERRED TRACKS:** Waffle, Johnny. **SALES:** Weak in South; fair in others.

2 **FLEETWOOD MAC • MIRAGE • WARNER BROS.**  
**ADDS:** None. **HOTS:** KBPI, KNX, KNAC, WABX. **MEDIUMS:** WBLM, KSJO, WQUR, WKLS. **PREFERRED TRACKS:** Gypsy, Hold, Store. **SALES:** Good in all regions.

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

## # 4 MOST ADDED

46 **DARYL HALL & JOHN OATES • H2O • RCA**  
**ADDS:** KRQQ, WABX, WPLR, WSHE. **HOTS:** KNX, WNEW, WLIR. **MEDIUMS:** KBPI, WYFE, KEZY. **PREFERRED TRACKS:** Maneater. **SALES:** Major breakouts in all regions.

26 **DON HENLEY • I CAN'T STAND STILL • ASYLUM**  
**ADDS:** None. **HOTS:** WKLS, WOUR, KBPI, KNX, WNEW, WYFE, WSHE, WPLR, KEZY, KSJO, WGRO, WCCC, KNCN. **MEDIUMS:** WABX, WBLM, KSHE, KLOL. **PREFERRED TRACKS:** Laundry, Johnny, Title. **SALES:** Good to moderate in all regions.

LP Chart Position

27 **JOE JACKSON • NIGHT AND DAY • A&M**  
**ADDS:** None. **HOTS:** KBPI, WNEW, WYFE, WSHE, KNAC, KEZY, WGRO, WHFS, WKLS. **MEDIUMS:** KMET, WABX, WBLM, KSJO, WOUR. **PREFERRED TRACKS:** Steppin'. **SALES:** Good to moderate in all regions.

82 **JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**  
**ADDS:** KNCN. **HOTS:** KMET, KBPI, WNEW, WYFE, KEZY, KSJO, WGRQ, KSHE. **MEDIUMS:** WABX, WBLM, KLQL, WKLS. **PREFERRED TRACKS:** Lady. **SALES:** Good to moderate breakouts in all regions.

10 **BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**  
**ADDS:** KSHE. **HOTS:** KNX, WNEW, WYFE, WPLR, KEZY, WGRO, WCCC, KNCN, WQUR, WKLS. **MEDIUMS:** KBPI, WABX, WBLM. **PREFERRED TRACKS:** Pressure. **SALES:** Good in all regions.

18 **KENNY LOGGINS • HIGH ADVENTURE • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, KBPI, WSHE, KEZY, KNCN, WOUR. **MEDIUMS:** WBLM, KSJO, KSHE. **PREFERRED TRACKS:** Fight, Try. **SALES:** Good to moderate in all regions.

7 **MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** None. **HOTS:** KNAC, KEZY, KROQ, KSJO, WGRQ, KSHE, KNCN, WOUR, WKLS. **MEDIUMS:** KBPI, WSHE, WPLR, WABX, WBLM. **PREFERRED TRACKS:** Who, Down. **SALES:** Good in all regions.

## # 3 MOST ADDED

89 **MISSING PERSONS • SPRING SESSION M • CAPITOL**  
**ADDS:** WQUR, KNCN, WGRQ, WSHE. **HOTS:** KMET, KNAC, KEZY, WLIR, KRQQ. **MEDIUMS:** KBPI, WYFE, WCCC, WHFS. **PREFERRED TRACKS:** Destination, Walking, Words. **SALES:** Moderate breakouts in all regions; strongest in West.

— **THE PAYOLAS • NO STRANGER TO DANGER • I.R.S./A&M**  
**ADDS:** WSHE. **HOTS:** WGRQ, WOUR. **MEDIUMS:** KMET, KBPI, WPLR, KEZY, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.

45 **ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**  
**ADDS:** None. **HOTS:** KMET, WSHE, WBLM, KSJO, WGRQ, KLOL. **MEDIUMS:** WABX, KSHE. **PREFERRED TRACKS:** Burning. **SALES:** Fair in all regions.

16 **LINDA RONSTADT • GET CLOSER • ASYLUM**  
**ADDS:** WCCC. **HOTS:** KMET, KNX, WYFE, KEZY, WGRQ. **MEDIUMS:** KBPI, WPLR, WBLM, KNCN, WOUR. **PREFERRED TRACKS:** Title, Lies. **SALES:** Good in all regions.

9 **RUSH • SIGNALS • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** KMET, KBPI, WNEW, WYFE, WSHE, WPLR, KSJO, WGRQ, KSHE, WCCC, KNCN, KLQL, WOUR, WKLS. **MEDIUMS:** WBLM. **PREFERRED TRACKS:** New World. **SALES:** Good in all regions.

## # 1 MOST ACTIVE

LP Chart Position

173 **SAGA • WORLDS APART • PORTRAIT/CBS**  
**ADDS:** None. **HOTS:** WSHE, KSJO, WGRQ, KLQL, WOUR, WKLS. **MEDIUMS:** KMET, KBPI, WYFE, WPLR, KEZY, WABX, WBLM, KSHE, KNCN. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.

22 **SANTANA • SHANGO • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WABX, WBLM, KSJO, KSHE, KNCN. **MEDIUMS:** KMET, WPLR, WQUR, WKLS. **PREFERRED TRACKS:** Hold, Run, Body. **SALES:** Moderate in all regions.

5 **BRUCE SPRINGSTEEN • NEBRASKA • COLUMBIA**  
**ADDS:** KEZY. **HOTS:** WOUR, KNCN, KMET, WNEW, WGRQ, WCCC, WHFS. **MEDIUMS:** WKLS, KEZY, KBPI, WYFE, WSHE, WPLR, WBLM, KSJO, KSHE. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

4 **BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL**  
**ADDS:** None. **HOTS:** WKLS, WOUR, KMET, KBPI, WYFE, WSHE, WPLR, KEZY, WABX, WBLM, KSJO, WGRQ, KSHE, KNCN, KLOL. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Everybody, Learn, Title. **SALES:** Good in all regions.

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

19 **STRAY CATS • BUILT FOR SPEED • EMI AMERICA**  
**ADDS:** KLQL, WCCC, KSHE, WBLM. **HOTS:** WKLS, WOUR, KMET, KBPI, WSHE, WPLR, KNAC, KEZY, WLIR, KROQ, WGRQ, WHFS, KNCN. **MEDIUMS:** WNEW, WABX, KLQL. **PREFERRED TRACKS:** Town, Strut. **SALES:** Good to moderate in all regions.

## # 5 MOST ADDED

— **TALK TALK • THE PARTY'S OVER • EMI AMERICA**  
**ADDS:** KLQL, WHFS, WPLR, WNEW. **HOTS:** KRQQ. **MEDIUMS:** WHFS, KEZY, WKLS. **PREFERRED TRACKS:** Talk, Title, Serious. **SALES:** Just shipped.

## # 2 MOST ADDED

— **PAT TRAVERS' BLACK PEARL**  
**POLYDOR/POLYGRAM**  
**ADDS:** WKLS, WGRQ, KEZY, WYFE, KMET. **HOTS:** WSHE. **MEDIUMS:** KEZY, KNCN. **PREFERRED TRACKS:** La La, Rather. **SALES:** Just shipped.

101 **UTOPIA • NETWORK/ELEKTRA**  
**ADDS:** KSHE, WLIR. **HOTS:** None. **MEDIUMS:** KMET, KBPI, WNEW, WYFE, WPLR, KEZY, WLIR, WBLM, KNCN, WOUR, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions.

62 **STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**  
**ADDS:** None. **HOTS:** WSHE, WPLR, WBLM, KLQL. **MEDIUMS:** KMET, KBPI, KNX, KEZY, KSJO, KSHE, WOUR, WKLS. **PREFERRED TRACKS:** Game, Valerie. **SALES:** Fair in all regions.

## TOP 15 ALBUMS

### Spiritual

### Inspirational

	Weeks On Chart	10/23		Weeks On Chart	10/23
<b>1 PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Unavailable At Press Time	1	12	<b>1 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	2	24
<b>2 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	2	25	<b>2 MIRACLE</b> B.J. THOMAS (Myrrh 6705) "I'm In Tune"	1	46
<b>3 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3	25	<b>3 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	3	62
<b>4 BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) Unavailable At Press Time	6	14	<b>4 I SAW THE LORD</b> DALLAS HOLM (Greentree R3723) Title Cut	4	46
<b>5 THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "Call The Lord"	7	6	<b>5 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	5	42
<b>6 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA, VOL. II</b> (Myrrh MSB 6700) Unavailable At Press Time	9	5	<b>6 LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	8	9
<b>7 A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	5	26	<b>7 UNFAILING LOVE</b> EVIE TORNOQUIST (Word WSB 8867) "How I Love You Lord"	6	46
<b>8 GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	8	18	<b>8 JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) Title Cut	7	46
<b>9 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	4	46	<b>9 AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	10	47
<b>10 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	11	5	<b>10 MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Title Cut	9	19
<b>11 HOPE SONGS, VOL. I</b> D.J. ROGERS (Hope Song/Benson HS2000) "I Told Him I Would Sing"	10	7	<b>11 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	11	26
<b>12 10TH ANNUAL PRAISE AND REDEDICATION CONCERT</b> SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	12	6	<b>12 PLAY THRU ME</b> PHIL KEAGGY (Sparrow SPR1062) "Morning Light"	12	2
<b>13 THE JOY OF THE LORD IS MY STRENGTH</b> DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospeal Records PL-16008) Unavailable At Press Time	13	2	<b>13 ONLY JESUS</b> DION (Dayspring DST-4027) Unavailable At Press Time	13	15
<b>14 FINALLY</b> ANDRAE CROUCH (Light/Electra IC-60170) Unavailable At Press Time	—	1	<b>14 FRONT ROW</b> DAVID MEECE (Myrrh/Word MSB 6676) Unavailable At Press Time	14	3
<b>15 REQUEST LINE</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) Unavailable At Press Time	—	1	<b>15 BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	15	32

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.

## Sparrow Flies Into Video Promo Of Silverwind LP Following Sales Meet

by Andrew Roblin

NASHVILLE — Sparrow Records unveiled its first venture into the field of video promotion during a sales conference called by label president Billy Ray Hearn, Oct. 6-8, at the company's home office in Canoga Park, Calif.

The subject of the video is the just-completed title track from Silverwind's "Joy In The Night" LP, and, according to Bill Hearn, Sparrow's vice president of marketing, it has met with an enthusiastic response from retailers of Christian product who, up to now, "have seen nothing like it." Sparrow will supply participating dealers with a videotape loop of the product on a loan basis as a point-of-sale device and has a commitment from a West Coast cable television station to air the clip.

Further in the area of in-store promotion,

the label described a contest it is sponsoring for stores prominently displaying Sparrow product during the holiday season. The label will supply a banner reading "Our Best To You," and listing a number of artists from the Sparrow roster. The stores, to be eligible for seven regional prizes of RCA videocassette recorders and a grand prize of a tropical vacation, are to submit a picture of their display, which must run for a minimum of four weeks. Winners will be announced at the annual Christian Bookstore Assn. (CBA) regional conventions.

Additionally, Sparrow used the sales conference to introduce its new "giant pre-Christmas stocking program," designed to move the label's catalog by offering special incentives for retailers placing minimum orders of albums by the company's artists.

## Radio Programmers Laud First FICAP, Opry Backed Hook-Up From Opryland

by Tom Roland

NASHVILLE — Radio programmers who took part in the radio hook-ups that allowed them to broadcast live reports from the Opryland Hotel during Country Music Week had nothing but praise for the program, instituted this year by the Federation of International Country Air Personalities (FICAP), in cooperation with the Grand Ole Opry. Under the system, set up for the festivities Oct. 11-15, radio stations were able to broadcast during midday or afternoon periods in entirety or through "cut-aways," relaying interviews and news from the event to listeners in their local market.

Jim Murphy, the program director for WDLW/Boston, which broadcast live for four hours daily as opposed to the "cut-away" approach, noted that his remote broadcast aided the station on six different levels. Of primary importance was the reaction of the listeners, who, according to Murphy, responded with great enthusiasm over the program, which was "the first time something of this magnitude has been done in New England."

Murphy commented that the sound quality was "super" because the station had installed equalized studio lines through a satellite link to maintain the audio excellence present in the usual show, and the show also proved popular with sponsors as it was "practically sold out."

Likewise, the remote proved successful as a promotional vehicle when the local press produced a couple of features on the station and the "uniqueness" of the event, which also added to the credibility of the station as a knowledgeable country outlet. "Country was where it was happening last week with Nashville," he said, "and our being there and being a part of it and bringing it back to Boston really elevated us in the eyes of our listeners."

Murphy also indicated that the station's presence in Nashville was a boon to its stature within the industry, as it increased its visibility among many of the agencies within country music.

"Stations will do remotes from clubs and they'll do remote concerts and they'll go to pizza parlors and things like that, but very rarely will a radio station take all of its equipment and hustle down to Nashville. There aren't a whole lot of stations that will do a remote from 1,000 miles away for a whole week."

He added that the artists had been very responsive, giving WDLW a mix of big name artists and developing acts, although they did not interview any unfamiliar artists. He indicated that only one artist that the station had personally contacted turned down the opportunity because of a conflict in schedules.

Murphy was also very laudatory of the

Opryland Hotel, noting that hotel employees had worked overtime on Sunday evening to correct a "minor emergency," aiding both WDLW and WHN/New York.

### Back Next Year

Stan Davis, music director at WVAM/Altoona, said that while he encountered difficulties at scattered times in attempting to get artists to interview for his station, much of that was due to the fact that he was running his two-hour live spot during the afternoon, when many of the other stations had already closed down their remote operations. However, he added that overall he was pleased with the operations and that his station will definitely participate again next year.

Even after he returned to Pennsylvania, Davis maintained that he was "still getting calls" from listeners who "thought it was the greatest thing in the world." Davis interviewed such artists as T.G. Sheppard, Billy "Crash" Craddock and the Wright Brothers, among others, but he added that "it don't matter because you're in Nashville and that's magic to them (the listeners). You could be talking to the guy that empties the garbage cans at Opryland and they'd think it's great." In addition to the artists, Davis also gave airtime to behind-the-scenes industry members like producer Chuck Howard and Charlotte Howe, who coordinated the hook-up for Opryland.

Davis noted that the overall cost of the hook-up was \$50 plus expenses, which were covered because the time was covered by sales ("That's something that's easy as sin to sell.") Most of the ad spots were picked up by Coca-Cola, Nationwide Insurance and a local meat-packing plant.

His only complaint was that record labels and booking agencies should be more aware next year of what stations are there and do whatever is necessary to gain their artists' participation. "There are a lot of people that come from a long way," he pointed out, "and once you get down there, some of the independents and even some of the major labels don't have their biggies down there. By rights, everybody should be there; if it was me, I'd make it a part of their contract to be at that taping session. I don't care if you're Merle Haggard or George Jones or anybody. None of them are going to make it without radio — not that we're the greatest thing in the world, but I think they owe us one day a year."

"You're never too big to say thanks to the people who are trying to help you out. Radio people will remember that; there are guys out there that'll say, 'He didn't show up down there; to hell with him, I'm not playing his next record!'"

### Over 100 Acts

Lee Shannon, program director for WVOJ/Jacksonville, was able to air more

(continued on page 22)



**WILLIAMS ON AUSTIN CITY LIMITS** — MCA recording artist Don Williams was recently in the studio taping a segment of the PBS series Austin City Limits. Williams will appear this season on the country music series. Pictured discussing the shoot are (l-r): Terry Lickona, producer; Williams; Gary Menotti, director; and Garth Fundis, Williams' record producer.

## Pros, Cons Of 'More Music' Approach Examined At Annual FICAP Seminar

by Tom Roland

NASHVILLE — Attendees at the Federation of International Country Air Personalities (FICAP) "Is There Life After Three-In-A-Row" seminar during Country Music Week came to the conclusion that the "more music" format is an acceptable one for some markets in spite of having been abused through over-promotion and the clustering of advertisements.

Bob Cohen, a communications instructor at Ohio State University, noted that in many instances where a well-established, full-service country station exists with a strong news and information image, the only options available for counter-programming are to rely on sports programming or provide a "more music" format, adding that a variety of factors, such as market size and overall competition are important in weighing such a decision.

While he admitted that uninterrupted music sweeps can "alleviate un knowledgeable jock talk," he suggested that "three-in-a-row"-formatted stations need to be careful of several pitfalls. He indicated that music clusters often relegate ad spots to clusters, and that listeners, once they become aware of the station's programming tendencies, will tune out the station once it begins airing a spot and return to it at a later period when it is again playing music. He also said that lack of station identification can become crucial to the station, since listeners may encounter 10-minute periods where they are unaware of what station they are listening to, which can have a negative effect on the station's ratings.

Cohen additionally noted that the musically oriented consecutive record stations can also be quite damaging to new artists, as their material often goes unidentified, which will hurt the artist's concert draw, not from lack of acceptance but from

### Three DJs Named To FICAP Hall Of Fame

NASHVILLE — The Federation of International Country Air Personalities (FICAP) inducted three disc jockeys into its Hall of Fame at its annual banquet and awards presentation Oct. 15 at the Opryland Hotel here.

President Dale Turner, WSAI-FM/Cincinnati, and executive director Georgia Twitty were on hand to aid in presenting the Hall of Fame plaques to the late "Uncle" Jim Christy in the Posthumous category, and to Smokey Smith and Bill Mack in the Living category. As a rule, only one living Hall of Fame member is inducted, but FICAP member Chuck Chellman noted that in spite of the fact that the electing committee was set up in a manner that should avoid ties, they have occurred anyway the last three years.

lack of recognition. "What's bad for country music," he said, "is, in the long run, bad for country stations."

Dene Hallam, program director for WHN/New York, noted that "three-in-a-row isn't a bad concept, but if you don't have much to say, you'll lose listeners," pointing out that he has countered his three-in-a-row competition, WKHK-FM, with the slogan "WHN is more than just a jukebox." While Hallam admitted the viability of the "three-in-a-row" country format, he suggested that the best stations should attempt to compromise between "sloppy radio" (talking too much) and the three-in-a-row approach, which he termed a "background type of format."

#### More Than Hot Air

Hallam encourages his disc jockeys to become involved with country, so that their on-air patter is more substance than mere recognition of the time and temperature, and, while he said that music trade publications are prohibitively priced for the individual on-air personality, he stressed the importance of subscribing to consumer publications such as *Country Rhythms*, *Music City News* and *Country Song Roundup* to keep abreast of country performers and to add interesting anecdotes to the usual topical pattern. In fact, Hallam stated, he "will fire a couple jocks if they don't start going to concerts."

While DJs like to think that they are personally recognized via their daily shows, he cited a recent series of focus groups commissioned by WHN in which eight groups of 10 people were studied. Of the 80 people, only three could name a disc jockey, but he added that they do "hear the disc jockey subliminally" because, while they could not name individual DJs, they said WHN's were more knowledgeable and friendly than the competitor's.

"Uncle" Len Ellis, of WJLE & WAKE/Valparaiso, Ind., lamented that the infiltration of rock disc jockeys is "ruining" the credibility of country DJs. Biff Collie countered that statement, saying that "there ain't nothing wrong with coming from somewhere else, but you have to come because you want to." Collie noted that with the three-in-a-row music format, stations are often relegated to three-in-a-row ad clusters, and that spots appearing after the first commercial do not receive the same attention from the listener that the initial spot did.

That fact was reiterated by Lynn Wagoner of KEBC-FM/Oklahoma City, who said that Kroger's had pulled its advertising from a station that was boasting "commercial-free hours" because the promotion made listeners think the "station is ashamed of its commercial spots."

The panel was moderated by Tom Phifer of KRMD/Shreveport, who suggested that "if radio is the theater of the mind, most programmers must think the general public is made of idiots."



**HALL OF FAMERS** — Country radio stalwarts Smokey Smith and Bill Mack were inducted into the Federation of International Country Air Personalities (FICAP) Hall of Fame Oct. 15 in Nashville. Pictured at the ceremony are (l-r): Smith, Mrs. Smith, Mrs. Mack and Mack.



**TWO TO REMEMBER** — At the Nashville Songwriters Assn., International (NSAI) awards ceremonies Oct. 10, Chuck Berry and the late Billy Hill were inducted into the group's Hall of Fame. Pictured with the Hall of Fame portraits are (l-r): Maggie Caverder, executive director, NSAI, and Ann Stuckey, president, NSAI.

## Radio Programmers Laud First FICAP, Opry Sponsored Hook-Up From Opryland

(continued from page 21)

than 100 personalities via his network of stations, which included four Marshall Rowland Broadcasting outlets plus KQSW-FM/Rock Springs, Wyo., and WASK-FM/Lafayette, Ind. While he noted that a number of well-known artists such as Loretta Lynn, Alabama, Eddy Arnold, Grand Ole Opry member Stonewall Jackson, and Eddy Raven appeared on the program, the station also worked in a number of producers such as Chips Moman and Joe Bob Barnhill, along with songwriters Frank Dycus and Ben Peters, wives of several artists and even a **Cash Box** representative to provide the listeners with insight as to how the country artists' business is conducted.

#### Best Method

Shannon suggested that the best method for stations to use in gaining interviews is to line them up ahead of time. With the assistance of FICAP, WVOJ was able to contact labels, artists and booking agencies to generate interest in their show. Including the phone line and expenses for a crew to drive from Jacksonville to Nashville, Shannon estimated the total cost between \$2,500 and \$3,000, which, he said, was probably recouped when split between the four Rowland-owned stations, and the public relations and goodwill generated were immeasurable.

Within five days of the last broadcast, WHN/New York program director Dene

### For The Record

In a story regarding the Talent Buyer Seminar in last week's issue of **Cash Box**, it was incorrectly reported that the Missouri State Fair in Sedalia had sued Willie Nelson for playing more than three hours, keeping potential customers off the midway. Although the purported litigation was discussed during the seminar by participants in the seminar, their comments were based on hearsay, and officials with both Buddy Lee Attractions and the Missouri State Fair were aware of the length of time that Nelson would play prior to his performance.

Hallam had received 10 letters from listeners responding favorably to his Nashville remote, which was handled on the air by Lee Arnold. "They liked the fact that a New York station is so involved," he commented. "It was a credit to the Opryland Hotel that they did such a great job. I'm the one who complains, and I feel funny that I don't have any complaints — it's not my nature. I'd recommend it to anyone except my competitors to do it next year."

Hallam estimated the cost of his "real quality stuff" at \$5,000, including an engineer and a special mixing board.

## 15 New Members Named To CMA Board Of Directors

(continued from page 10)

(BMI); Wesley Rose, Acuff-Rose Publications; and Joe Talbot, Joe Talbot and Assoc. Officers for the 1982-83 year will be elected by the entire CMA board of directors at a meeting in Nashville on Nov. 5.

Following the election of the new directors, Bill Utz, representing Connie B. Gay, presented the Founding President's Award, given each year to a person outside the CMA board who has made significant contributions to the association, to Bob Boatman, director of the long-running *Hee-Haw* television show. Boatman was lauded by Gay as a "distinguished craftsman and 'mover and shaker' behind the scenes in country music."

CMA president Ken Kragen displayed the 1982 CMA Journalist Award, presented annually to the journalist who has most aided the promotion of country music, which was given prior to the CMA Awards Show Oct. 11 to Neil Hickey, New York bureau chief of *TV Guide*.

CMA chairman of the board Rick Blackburn presented the 1982 Producer of the Year Award to Chips Moman, producer of the Willie Nelson album and single, "Always On My Mind," which were honored at the awards show as CMA Album and Single of the Year.



**AWARD WINNERS** — A number of organizations chose Country Music Week to dole out awards for outstanding contributions to the country field. In addition to the much-publicized Country Music Assn. (CMA) awards, presentations were made during the week by the American Society of Composers, Authors and Publishers (ASCAP) on Oct. 13, Broadcast Music, Inc. (BMI) on Oct. 12, and SESAC on Oct. 14 to their top country songwriters and publishers. Pictured are (l-r): Joe Bonsall, Duane Allen and Richard Sterban of the Oak Ridge Boys, Frances Preston of BMI, William Lee Golden of the Oaks, songwriter Dallas Frazier and publisher Wesley Rose receiving the BMI award for Most Performed Country Song for "Elvira," written by Frazier, published by Rose and performed



by the Oaks; Dianne Petty of SESAC, songwriter Glenn Ray and Vincent Candilora of SESAC after Ray was awarded the organization's Songwriter of the Year for his composition "I Just Came Home To Count The Memories," recorded by John Anderson; and Jerry Bradley of RCA, songwriters Walt Aldridge and Tommy Brasfield, ASCAP president Hal David, publisher Rick Hall of Rick Hall Music, producer Tom Collins, recording artist Ronnie Milsap and Connie Bradley of ASCAP at the presentation of ASCAP's award for Most Performed Country Song for "There's No Getting Over Me," written by Aldridge and Brasfield, published by Hall, recorded by Milsap and produced by Collins.



# TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1 JUST SYLVIA</b> SYLVIA (RCA AHL 1-4312)	10/23 1 30	<b>36 UNLIMITED</b> REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	10/23 28 16
<b>2 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	2 9	<b>37 PERFECT STRANGER</b> T.G. SHEPPARD (Warner/Curb 23726-1)	40 2
<b>3 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229)	3 34	<b>38 SHE'S NOT REALLY CHEATIN'</b> MOE BANDY (Columbia FC 38009)	35 20
<b>4 HIGHWAYS &amp; HEARTACHES</b> RICKY SKAGGS (Epic FE 37996)	6 5	<b>39 IT AIN'T EASY</b> JANIE FRICKE (Columbia FC 38214)	39 3
<b>5 QUIET LIES</b> JUICE NEWTON (Capitol ST-12210)	5 23	<b>40 NUMBER ONES</b> CONWAY TWITTY (MCA-5318)	38 23
<b>6 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951)	4 33	<b>41 CONWAY'S #1 CLASSICS</b> CONWAY TWITTY (Elektra ET-60115)	42 7
<b>7 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	7 46	<b>42 HE SET MY LIFE TO MUSIC</b> BARBARA MANDRELL (MCA/Songbird MCA-5330)	45 2
<b>8 LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty LO-51124)	8 16	<b>43 BOBBIE SUE</b> OAK RIDGE BOYS (MCA 5294)	37 37
<b>9 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!</b> DAVID FRIZZELL (Warner/Viva 23688-1)	9 17	<b>44 THE BEST OF TANYA TUCKER</b> (MCA-5357)	44 4
<b>10 PUT YOUR DREAMS AWAY</b> MICKEY GILLEY (Epic FE 38082)	10 11	<b>45 WILD &amp; BLUE</b> JOHN ANDERSON (Warner Bros. 23721-1)	57 2
<b>11 INSIDE</b> RONNIE MILSAP (RCA AHL 1-4311)	12 19	<b>46 TOM JONES COUNTRY</b> (Mercury/PolyGram ARM-1-4062)	49 2
<b>12 THE BELLAMY BROTHERS GREATEST HITS</b> (Warner/Curb 9 23697 1)	14 10	<b>47 MAKING LOVE FROM MEMORY</b> LORETTA LYNN (MCA-5354)	43 5
<b>13 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA 6112)	13 10	<b>48 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL1-3644)	46 121
<b>14 HANK WILLIAMS, JR.'S GREATEST HITS</b> (Elektra/Curb 60193-1)	15 4	<b>49 SOUNDS LIKE LOVE</b> JOHNNY LEE (Full Moon/Asylum 60147-1)	56 2
<b>15 MICHAEL MARTIN MURPHEY</b> (Liberty LT-51120)	17 8	<b>50 COME BACK TO ME</b> MARTY ROBBINS (Columbia FC 37995)	50 14
<b>16 SOMEWHERE IN THE STARS</b> ROSANNE CASH (Columbia FC 37570)	11 19	<b>51 BUSTED</b> JOHN CONLEE (MCA 5310)	51 29
<b>17 DREAM MAKER</b> CONWAY TWITTY (Elektra 60182-1)	24 4	<b>52 THE DUKES OF HAZZARD</b> VARIOUS ARTISTS (Scotti Bros./CBS E237712)	55 31
<b>18 BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	18 52	<b>53 SOUTHERN COMFORT</b> CONWAY TWITTY (Elektra E1-60005)	41 40
<b>19 SOMEWHERE BETWEEN RIGHT AND WRONG</b> EARL THOMAS CONLEY (RCA-AHL1-4348)	20 7	<b>54 YOU'RE MY SUPER WOMAN, YOU'RE MY INCREDIBLE MAN</b> LOUISE MANDRELL and R.C. BANNON (RCA AHL1-4377)	54 3
<b>20 GREATEST HITS</b> DOLLY PARTON (RCA AHL1-4422)	27 4	<b>55 FANCY FREE</b> OAK RIDGE BOYS (MCA 5209)	58 73
<b>21 HIGH NOTES</b> HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	21 28	<b>56 IN BLACK &amp; WHITE</b> BARBARA MANDRELL (MCA-5295)	47 33
<b>22 THE LEGEND GOES ON</b> THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	19 48	<b>57 JUICE</b> JUICE NEWTON (Capitol ST 12136)	60 35
<b>23 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	25 48	<b>58 STICKIN' TOGETHER</b> THE KENDALLS (Mercury/PolyGram SRM-1-4046)	52 13
<b>24 JUST HOOKED ON COUNTRY</b> ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	30 11	<b>59 THIS DREAM'S ON ME</b> GENE WATSON (MCA-5302)	59 12
<b>25 INSIDE AND OUT</b> LEE GREENWOOD (MCA-5305)	16 27	<b>60 LISTEN TO THE RADIO</b> DON WILLIAMS (MCA-5306)	53 29
<b>26 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	22 84	<b>61 FAMILY &amp; FRIENDS</b> RICKY SKAGGS (Rounder 0151)	61 16
<b>27 STRAIT FROM THE HEART</b> GEORGE STRAIT (MCA 5320)	23 18	<b>62 GREATEST HITS</b> JIM REEVES & PATSY CLINE (RCA AHL1-4127)	62 48
<b>28 16TH AVENUE</b> LACY J. DALTON (Columbia FC 37975)	26 14	<b>63 FULL CIRCLE</b> DOTTIE WEST (Liberty LT-51129)	63 5
<b>29 TOO GOOD TO HURRY</b> CHARLY McCLAIN (Epic FE 38064)	29 2	<b>64 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	64 29
<b>30 WW II</b> WAYLON AND WILLIE (RCA AHL1-4455)	36 26	<b>65 BLACK ON BLACK</b> WAYLON JENNINGS (RCA AHL1-4247)	65 35
<b>31 THE MAN WITH THE GOLDEN THUMB</b> JERRY REED (RCA AHL1-4315)	31 22	<b>66 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	66 85
<b>32 THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	32 60	<b>67 STRAIT COUNTRY</b> GEORGE STRAIT (MCA 5348)	67 55
<b>33 THE HOTTEST NIGHT OF THE YEAR</b> ANNE MURRAY (Capitol ST-12225)	33 9	<b>68 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b> (Warner Bros./Viva BSK 3643)	68 39
<b>34 SURE FEELS LIKE LOVE</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	34 2	<b>69 SUGAR FREE</b> DAVE ROWLAND (Elektra E1-60011)	69 13
<b>35 RADIO ROMANCE</b> EDDIE RABBITT (Elektra 60160-1)	48 2	<b>70 OH GIRL</b> CON HUNLEY (Warner Bros. 9 23693)	70 12
		<b>71 CHARLEY SINGS EVERYBODY'S CHOICE</b> CHARLEY PRIDE (RCA AHL1-4287)	71 30
		<b>72 STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	72 48
		<b>73 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	73 28
		<b>74 HEARTBREAK EXPRESS</b> DOLLY PARTON (RCA AHL 1-4289)	74 28
		<b>75 LOVE TO BURN</b> RONNIE McDOWELL (Epic FE 38017)	75 18

## "The CHAPPELL/INTERSONG Winners Are..."

**BLESSED ARE THE BELIEVERS\* †**  
Writers: CHARLIE BLACK, RORY BOURKE and SANDY PINKARD  
Anne Murray—Capitol

**YOU NEEDED ME\***  
(Third Award)  
Writer RANDY GOODRUM  
Anne Murray—Capitol

**'ROUND THE CLOCK LOVIN' ††**  
Writers: RORY BOURKE and K T OSLIN  
Gail Davies—WB.

**DO YOU LOVE AS GOOD AS YOU LOOK\***  
Writers: CHARLIE BLACK and RORY BOURKE  
Bellamey Bros.—WB

**YOU DON'T KNOW ME †**  
(Second Award)  
Writers: EDDY ARNOLD and CINDY WALKER  
Mickey Gilley—Elektra

**(I'M GONNA) PUT YOU BACK ON THE RACK\***  
Writers: RANDY GOODRUM and BRENT MAHER  
Dottie West—U.A.

**SOMEBODY'S KNOCKIN'\***  
Nominated for ASCAP MOST PERFORMED COUNTRY SONG OF THE YEAR  
Writers: ED PENNEY and JERRY GILLESPIE (SESAC)  
Terri Gibbs—MCA

**WHAT ARE WE DOING IN LOVE\***  
Nominated for ASCAP MOST PERFORMED COUNTRY SONG OF THE YEAR  
Writer: RANDY GOODRUM  
Dottie West Kenny Rogers—U.A.

Congratulations to  
**K.T. OSLIN**  
SESAC MOST PROMISING  
COUNTRY MUSIC WRITER

\*ASCAP Award †BMI Award ††SESAC Award

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Chappell Music (ASCAP) Unichappell Music (BMI) Tr-Chappell (SESAC)

Intersong Music (ASCAP) Rightsong Music (BMI)

Nashville Division:  
Henry Hurt, Pat Rolfe, Cella Hill, Jody Williams, Charlene Dobbins, Sharon Percifull

NEW YORK

NASHVILLE

LOS ANGELES

TORONTO

Polygram Companies

# TOP 100 COUNTRY SINGLES

October 30, 1982

	Weeks On Chart	10/23		Weeks On Chart	10/23		Weeks On Chart	10/23
1	4	11	MISTAKES	4	11	68	6	IT'S BEEN ONE OF THOSE DAYS
2	5	10	CLOSE ENOUGH TO PERFECT	5	10	69	14	PUT YOUR DREAMS AWAY
3	3	12	LET IT BE ME	3	12	70	1	GONNA HAVE A PARTY
4	6	10	YOU'RE SO GOOD WHEN YOU'RE BAD	6	10	71	5	DON'T BLAME IT ON ALCOHOL
5	1	11	HE GOT YOU	1	11	72	86	TODAY MY WORLD SLIPPED AWAY
6	7	13	SHE'S LYING	7	13	73	83	634-5789
7	8	9	WAR IS HELL	8	9	74	85	GREEN EYES
8	10	10	BREAK IT TO ME GENTLY	10	10	75	81	RIGHT BACK LOVING YOU AGAIN
9	12	7	HEARTBROKE	12	7	76	82	DARLENE
10	13	11	LOVE'S GONNA FALL HERE TONIGHT	13	11	77	1	HOLD ON
11	2	14	I WILL ALWAYS LOVE YOU	2	14	78	80	THAT'S HOW MUCH I LOVE YOU
12	15	10	EVER, NEVER LOVIN' YOU	15	10	79	5	GOODTIME BABY
13	14	13	SOUL SEARCHIN'	14	13	80	2	HONKY TONK MAGIC
14	16	8	WE DID BUT NOW YOU DON'T	16	8	81	2	NO ROOM TO CRY
15	17	9	OPERATOR, LONG DISTANCE PLEASE	17	9	82	2	I JUST CAN'T TURN TEMPTATION DOWN
16	18	8	STEP BACK	18	8	83	4	MAXIMUM SECURITY
17	20	7	IT AIN'T EASY BEIN' EASY	20	7	84	2	THE DEVIL'S ANGEL
18	21	8	SURE FEELS LIKE LOVE	21	8	85	4	LOVE WHEEL
19	22	8	A WOMAN'S TOUCH	22	8	86	4	I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD
20	24	5	SOMEWHERE BETWEEN RIGHT AND WRONG	24	5	87	20	WHAT'S FOREVER FOR
21	25	6	REDNECK GIRL	25	6	88	61	I WISH I HAD A JOB TO SHOVE
22	19	12	YOU STILL GET TO ME IN MY DREAMS	19	12	89	1	OLD HOME TOWN
23	33	4	YOU AND I	33	4	90	3	GETTING HIGH ON LOVING YOU
24	31	4	THE AMERICAN DREAM	31	4	91	2	TOO MANY IRONS IN THE FIRE
25	27	8	16TH AVENUE	27	8	92	1	IT KEEPS RIGHT ON A HURTIN'
26	28	6	STAY A LITTLE LONGER	28	6	93	1	JUST FOR THE MOMENT
27	29	6	WILD AND BLUE	29	6	94	3	GOODTIMES ARE FLEETING THINGS
28	34	5	TIE YOUR DREAM TO MINE	34	5	95	3	CHOOSEY
29	36	5	I DON'T REMEMBER LOVING YOU	36	5	96	11	(I'M NOT) A CANDLE IN THE WIND
30	30	8	SHE CAN'T GET MY LOVE OFF THE BED	30	8	97	1	SOUTHBOUND FREIGHT
31	39	3	THE BIRD	39	3	98	15	SOME OF MY BEST FRIENDS ARE OLD SONGS
32	32	9	IT'S LIKE FALLING IN LOVE	32	9	99	18	BIG OLE BREW
33	38	3	A LOVE SONG	38	3	100	66	SOUTHERN FRIED
34	37	5	CAN'T EVEN GET THE BLUES	37	5			

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSES)

A Child Of (American Cowboy — BMI)	58	Hold On (Rick Clark/Tricia — ASCAP/Mark Marchetti/Little Chickadee — BMI)	77	Making Love (Coal Dust/King Coal — SESAC/ASCAP)	50	Stay A Little (Red River — BMI)	26
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	33	Honky Tonk Magic (House of Gold — BMI)	80	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	35	Step Back (Tree — BMI)	16
A Woman's Touch (Blackwood/Fullness — BMI)	19	I Don't Remember (Tree — BMI)	29	Maximum Security (King's X — ASCAP)	83	Sure Feels Like (Larry Gatlin — BMI)	18
Are We In Love (Collins Court — ASCAP)	47	I Just (Hall-Clement c/o Welk — BMI)	67	Memory Machine (Contention — SESAC)	61	That's How Much (Vogue c/o Welk BMI)	78
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	62	I Just Can't (Blackwood — BMI)	82	Mistakes (Jensing/Narwahl/Sweet Glenn — BMI)	1	That's What I (Hall-Clement c/o Welk — BMI)	52
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP)	99	I Will Always (Velvet Apple Music — BMI)	11	New Way Out (Gee Sharp Music — BMI)	41	The American Dream (Bocephus — BMI)	24
Break It To (Northern (MCA) — ASCAP)	8	I Wish (Sister John/Antebellum — BMI)	88	No Room To Cry (Music Corp. of America — BMI)	81	The Beer Drinkin' Song (Songpainter — BMI)	49
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	34	I Wish You (Tree Publ. — BMI)	64	Old Home Town (WB/Upward Spiral — ASCAP)	89	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	31
Cherokee Fiddle (Mystery — BMI)	37	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	36	Only If There (Barry — BMI)	59	The Devil's Angel (Al-Marie — BMI)	84
Choosey (Western Pride/Lightswitch — BMI)	95	It Ain't Easy (Warner-Tamerlane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	17	Operator (Hall-Clement c/o Welk — BMI)	15	The Killin' (Hoosier — ASCAP/New Albany — BMI)	46
Close Enough To (Accredit/Raindance — BMI)	2	It Keeps Right On (Ridge — BMI)	92	Pretty Lady (Blue Lake — BMI)	55	Tie Your Dream (House Of Gold — BMI/Bobby Goldsboro — ASCAP)	28
Confidential (Senior — ASCAP)	43	It's Been One (House of Gold — BMI)	68	Put Your Dreams (UA/Lion-Hearted/Ideas of March — ASCAP)	69	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	72
Darlene (Metaphor — BMI)	76	It's Like Falling (Blackwood/Magic Castle — BMI/April/Widmont — ASCAP)	32	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	21	Too Many Irons (Hitkit — BMI)	91
Don't Blame It (Dream City — BMI)	71	Just For The Moment (Silverline — BMI/Goldline — ASCAP)	93	Right Back Loving (Old Friends — BMI/Golden Bridge — ASCAP)	75	Was He Hit (Tree — BMI/Cross Keys (Tree) — ASCAP)	7
Don't It Break (Collins Court/Jack and Bill c/o Welk — ASCAP)	51	Let It Be Me (MCA Music, Div. of MCA — BMI)	3	She Can't Get (Southern Nights — ASCAP)	30	We Had It (Hat Band — BMI)	66
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	12	Like Nothing Ever (Tome Collins — BMI)	65	She's Lying (Unichappell/Jan Crutchfield/Music Corp. of America-MCA — BMI)	6	We Did But (Music City — ASCAP)	14
Getting High On (Tramline — BMI)	90	Livin' In These (Roger Cook/Cookhouse — BMI)	42	Sittin' On (East/Memphis/Irving — BMI)	39	What's Forever For (Tree — BMI)	87
Going Where (Shade Tree — BMI)	44	Lost His Love (Acuff-Rose — BMI)	40	634-5789 East/Memphis/Irving/Pronto — BMI)	73	Wild And Blue (Sweet Baby — BMI)	27
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	70	Lost My Baby Blues (Ben Peters — BMI)	38	16th Avenue (Debdave/Briarpatch — BMI)	25	With You (Onhisown — BMI/Arian/Ron Muir — ASCAP)	57
Goodtime Baby (Second Base — BMI)	79	Love Wheel (Love Wheel — BMI)	85	Some Of My Best (Tree — BMI)	98	Yesterday's Wine (Willie Nelson — BMI)	48
Goodtimes Are Fleeting (Rosebud — BMI)	94	Love's Gonna Fall (Gase de Oro — SESAC)	10	Somewhere Between (Blue Moon/April — ASCAP)	20	You And I (Four Way — ASCAP)	23
Green Eyes (Opa-Locka — ASCAP)	74			Sometimes You Just (Glad Music — BMI)	45	You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP)	56
Heartbroke (Chappel — ASCAP)	9			Soul Searchin' (Swallowfork — ASCAP)	13	You Still Get (First Lady — BMI/Topage — ASCAP)	22
He Got You (Chriswood — BMI/Murfeesongs — ASCAP)	5			Southbound Freight (Shrimp — BMI)	97	Your Picture Still (Music City — ASCAP/Sherman Oaks — BMI)	80
Hey! Baby! (Le Bill Music/Unart Music — BMI)	53			Southern Fried (Stallion/Lowery — BMI)	100	You're So Good (Royalhaven — BMI)	4



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



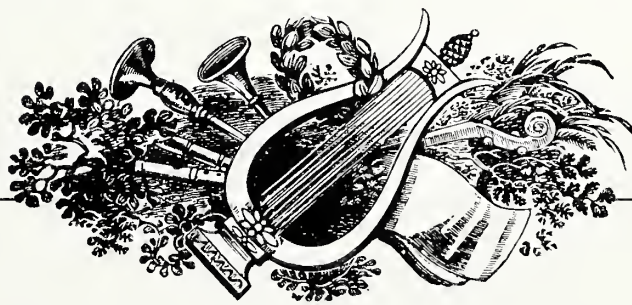
Music Publishing's  
**TRIPLE CROWN WINNER!**

*Decorative flourish*  
Top Publisher  
**BMI POP AWARDS**  
(June 1982)

*Decorative flourish*  
Top Publisher  
**BMI COUNTRY AWARDS**  
(October 1982)

*Decorative flourish*  
Top Publisher  
**ASCAP COUNTRY AWARDS**  
(October 1982)

Thanks to everyone that made these honors possible!



THE **WELK** MUSIC GROUP

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THE COUNTRY MIKE

**AUSTIN STATION GOES TO FOUR IN A ROW** — Within the next 20 days, country station KOKE/Austin will award \$4,000 to the listener who can call in and catch the station playing less than four tunes in a row without commercial interruption. According to music director Tim Williams, the station plans to make the mistake between now and early November.

**CLEVELAND COUNTRY CONTEST** — WHK/Cleveland and the local Mr. Hero restaurants have teamed up to bring a "Football Fortune" contest to the north Ohio area. The special scratch 'n' win game cards, available at the Mr. Hero restaurants, have two purposes. First, lucky participants can win instant cash up to \$500. WHK's part deals with special bonus ticket holders. Each game card has a special score on the front, and



**BACK ON THE TRAIL** — Lynn Anderson recently visited Dallas, where she talked with members of the KPLX-FM air staff. Pictured are (l-r): Mike McBride, KPLX; Anderson; and Jason Walker, KPLX.

card holders can tune into WHK three times daily, and if they hear a score which is also on their card, the card holder has 30 minutes to call WHK and claim a \$1,000 bonus prize.

**KSON SIGNS RADIO PACT WITH LOCAL SOCCER TEAM** — KSON-AM/San Diego has been signed to broadcast all 48 games of the San Diego Sockers Major Indoor Soccer League team for the San Diego area, according to KSON vice president and general manager Don Nelson. Although KSON has yet to name its play-by-play announcers, Nelson said a final selection will be forthcoming in the near future.

**SHRIER TO MANAGE SALES FOR VIACOM OUTLET** — WKHK-FM/New York has named Barry Shrier to the position of general sales manager for the Manhattan-based country station, according to vice president and general manager George Wolfson. Shrier, who joined the sales staff at WKHK this past August, previously held a similar position at WBSL/New York and also worked in radio sales for WRKS/New York and WKTU/New York.

**WAYNE BACK INTO COUNTRY AT WICHITA STATION** — After working adult contemporary radio with KKRD/Wichita for the past year, Troy Wayne has been added to the air line-up in a part-time capacity at country music station KFDI/Wichita starting Oct. 25. Before moving to Wichita to work with KKRD, Wayne held the music director position with KFRM/Salina.

**CINCINNATI COUNTRY STATION DRAWS CROWD ON 'FREE DAY'** — As part of the station's sixth annual "Free Day in the Country," WUBE/Cincinnati hosted over 45,000 country music lovers at the city's Old Coney Park as part of its listener appreciation celebration. Along with 10 country bands from the Cincinnati area, WUBE hosted Terri Gibbs, The Bellamy Brothers and Bobby Mackey.

**KNOXVILLE STATION CONTEST FEATURES** — Country station WRJZ/Knoxville ended its summer sweepstakes contest by awarding Mrs. Gladys Wolfenbarger a brand new 1982 truck. During Tennessee Valley Industrial Fair, WRJZ held a Louise Mandrell look-alike contest with Patsy Mainor of Knoxville winning first place and an evening with the singer. Along with these contests, WRJZ is in the process of implementing its "Big Money Hi-Lo" contest, with over \$50,000 to be given away during this fall season.

**COATES TRANSFERS TO BALTIMORE** — Plough Broadcasting has named Larry Coates to the position of program and music director for WCAO/Baltimore. Coates goes to Baltimore to start up WCAO's new modern country format after serving as afternoon drive air jock for Plough Broadcasting's Georgia outlet, WPLO/Atlanta. Before working at WPLO, Coates worked with WWOK/Miami, WVOV and WBHP/Huntsville, WYDE/Birmingham and WKDA/Nashville.

**CONGRATULATIONS??** — Congrats go out to Jay Phillips at WMAQ/Chicago who was named "Ugly DJ of the Year" at FICAP's annual DJ Week banquet. This marks the first time in the award's six-year history that two DJs from the same station have won the award, the first winner for WMAQ being Ted Cramer. Other previous winners of the illustrious award include Charlie Douglas, WWLI/New Orleans; Bill Mack formerly of WBAP/Dallas; Wayne Edwards/RCA; and Stan Byrd, Warner Bros.

country mike

PROGRAMMERS PICKS

Scott Jeffries	KXXY/Oklahoma City	A Child Of The Fifties — Statler Bros. — Mercury
Country Joe Filnt	KSOP/Salt Lake City	Like Nothing Ever Happened — Sylvia — RCA
John Buchanon	KNIX/Phoenix	Going Where The Lonely Go — Merle Haggard — Epic
Tom Newman	KGA/Spokane	Hurry On Home — Randy Wright — MCA
Doug Moreland	WCMS/Norfolk	Just For The Moment — Brenda Lee — MCA
Rick Stevens	KWKH/Shreveport	Your Picture Still Loves Me — Billy Swan — Epic
Mike Lee	KVOC/Casper	Sittin' On The Dock Of The Bay — Waylon Jennings & Willie Nelson — RCA
Jim Stricklin	KBRQ/Denver	Today My World Slipped Away — Vern Gosdin — AMI
Glen Garrett	WCOS/Columbia	With You — Charly McClain — Epic
David Haley	WJQS/Jackson	Romance — Louise Mandrell — RCA

MOST ADDED COUNTRY SINGLES

1. LIKE NOTHING EVER HAPPENED — SYLVIA — RCA — 35 ADDS
2. GOING WHERE THE LONELY GO — MERLE HAGGARD — EPIC — 35 ADDS
3. GONNA HAVE A PARTY — KIERAN KANE — ELEKTRA — 25 ADDS
4. WITH YOU — CHARLY McCLAIN — EPIC — 19 ADDS
5. A CHILD OF THE FIFTIES — THE STATLER BROTHERS — MERCURY — 19 ADDS

MOST ACTIVE COUNTRY SINGLES

1. YOU & I — EDDIE RABBIT with CRYSTAL GAYLE — ELEKTRA — 62 REPORTS
2. SOMEWHERE BETWEEN RIGHT AND WRONG — EARL THOMAS CONLEY — RCA — 46 REPORTS
3. THE AMERICAN DREAM — HANK WILLIAMS, JR. — ELEKTRA/CURB — 45 REPORTS
4. THE BIRD — JERRY REED — RCA — 45 REPORTS
5. IT AIN'T EASY BEIN' EASY — JANIE FRICKE — COLUMBIA — 44 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



**GENE WATSON** (MCA-52131)  
**What She Don't Know Won't Hurt Her** (3:40) (Booth & Watson Music/Crosstimbers Music/Blue Creek Music — BMI) (D. Lindsey, E. Rowell) (Producers: R. Reecder, G. Watson)

Playboy magazine recently asked, "How long can this fine singer remain a secret?"; but the fact is that records like this should continue to place Gene Watson's name at the tip of country listeners' tongues. It is said that the prime consideration in evaluating a country singer is believability, but Watson's reedy-textured voice combines believability with beauty to come up with a simple yet enticing disc.

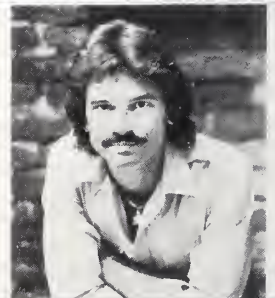
FEATURE PICKS

- MICKEY GILLEY** (Epic 34-03326)  
**Talk To Me** (3:10) (Jay & Cee Music Corp. — BMI) (J. Seneca) (Producer: J.E. Norman)
- TERRI GIBBS** (MCA-52134)  
**Baby I'm Gone** (2:56) (Chamblin Music Co. — ASCAP) (G. Worf) (Producer: E. Penney)
- McGUFFEY LANE** (Atlantic 7-99959)  
**Making A Living's Been Killing Me** (3:22) (Cedarwood Publ. Co., Inc./JenSing Music Inc. — BMI) (Z. Van Arsdale, N. Montgomery, M. Morgan) (Producers: M. Morgan, P. Worley)
- THE CORBIN/HANNER BAND** (Lifesong LS-45120)  
**One Fine Morning** (2:21) (Sabal Music — ASCAP) (B. Corbin) (Producer: T. West)
- GARY WOLF** (Columbia 38-03272)  
**The Perfect Picture (To Fit My Frame Of Mind)** (3:47) (Blackwood Music, Inc./Magic Castle Music — BMI/April Music, Inc./Widmont Music — ASCAP) (R. Murrah, J. McBride) (Producer: J. Chambers)
- NOEL** (Deep South A.G. #706)  
**One Tear (At A Time)** (2:58) (Sirdale Music/Foxtail Music — ASCAP) (N. Haughey) (Producer: A. Cash)

NEW AND DEVELOPING

**RANDY WRIGHT** (MCA-52128)  
**Hurry On Home** (2:37) (Blackwood Music, Inc. — BMI) (K. Stegall, C. Waters) (Producer: J. Crutchfield)

Barbara Mandrell's drummer crafts an infectious piece of pop with a unique blend of vocal harmony on the hook. Keith Steagall and Chris Waters have created a flawless piece, augmented by Jerry Crutchfield's addition of guitar and piano fills. Dr. Do-Rite does more than just attack toms and smash snares on a very creditable debut outing.



ALBUM REVIEWS

**STEVE WARINER** — RCA AHL 1-4154 — Producer: Tom Collins — List: 8.98 — Bar Coded

It seems like ages since country stations first began playing "Your Memory," but Wariner's debut album was worth waiting for, as the package has become nothing less than a greatest hits compilation. Tom Collins has fashioned a collection that hinges on A/C and pop sounds that relate well to the adult audience with strong, memorable melodies and a lyrical barrage of geographic locations.

**THE ADVENTURES OF JOHNNY CASH** — Columbia FC 38094 — Producer: Jack Clement — List: None — Bar Coded

The Man in Black is back with another solid effort full of stories and characterizations related in a manner that only Cash can. As expected, Cash stays mainly within the lower end of his vocal range, in spite of the yodeling that leads off "Georgia On A Fast Train," keeping his image consistent for the fans who have stayed with him since his "Folsom Prison" days.

NO  
"MISTAKES"  
ABOUT IT!!



*Listen To The Radio*

MCA-5306

*Don Williams*  
"MISTAKES"

*Is The #1 Single In The Country*

*The Second Consecutive Chart Topper From The Hit Album*

COUNTRY COLUMN

**HARVEST MOON FEST ATTRACTS 120,000** — The music industry can continue to lament the woes of a soft economy that won't bear the brunt of over-priced performers, but **Lewis Pitzele** of Harvest Moon Festivals said that his Chicago-based company pieced together an alternative that offered top-name entertainment at bottom-dollar prices for Chi-town residents. Pitzele acquired the backing of Stroh's Beer and Pepsi-Cola when he staged the Harvest Moon Festival Sept. 25-26 at the area's Grand Champion Horse Complex, attracting some 120,000 fans to an event that combined music, a rodeo, carnival rides and attractions for a mere 99 cents a ticket. With **Boss Hogg**, of *Dukes of Hazzard* fame, acting as grand marshal, the festival staged such acts as **Sylvia**, **Mel McDaniel**, **Jerry Lee Lewis**, **Jethro Burns**, the **Rangers**, **Joe Waters** and **Kelly Lang** on four separate stages. While Pitzele admitted that the concerts were not billed as "country" entertainment, he said that he intends to "expose people to country through festivals" and is currently negotiating for 10-20 similar events in different markets. The Harvest Moon production in Chicago is a prime example of the growing trend of the use of cross-merchandising. In addition to Stroh's and Pepsi, Pitzele's attraction was co-sponsored by local radio outlet WUSN-FM, and tickets were sold through Dominick's 75-store food chain, and he noted that Lucky Strike cigarettes, aiming for a 25-35 age demographic, and Campbell's Soup have already expressed interest in working with him on his future projects. The Rangers, following their appearance at the festival, played the Oklahoma State Fair in Tulsa, where they were greeted by members of the rock group **Chicago**. Their first single, "Crazy Woman," was shipped by CBO Records Oct. 13.

**ALABAMA READIES FOR THE TIDE** — Most of us probably associate Alabama with the Crimson Tide football team, but the band **Alabama** is preparing for another tide — the Yuletide season, when its first Christmas record, "Christmas In Dixie," will be released. In the meantime, the band was featured on ABC-TV's *20/20* Oct. 14, just three days after it captured a trio of CMA awards. Currently the band is working with producer **Harold Shedd** on its fourth album, which can be expected next February.

**HALL SPEAKS AS AN AUTHOR** — Following a tour of California, which included a date at the Palomino in Los Angeles, **Tom T. Hall** returned to Nashville where he spoke Oct. 18 at the Nashville Book and Author Dinner at the Opryland Hotel. Hall was noted for his initial novel, *The Laughing Man Of Woodmont Coves*, in his debut as author/guest speaker, and he shared the stage with other writers **Jerry Johnson** (*My Life In The Klan*), **Dr. Edgar Berman** (*The Complete Chauvinist, A Survival Guide For The Bedeviled Man*), and **Rev. Will Campbell** (*The Glad River*).

**ASHLEY SINGLE 'DEMO'-ED BY MANDRELL** — **Rebecca Ashley** has released her first single, "Fire Me," on LS Records, the label owned by **Cristy Lane's** manager/husband **Lee Stoller**. The tune, penned by **Bonnie Jeane Campbell**, won the Kentucky Fried Chicken songwriting contest last year, and, as a result, was cut by **Barbara Mandrell** for the winner before Ashley heard it. Officials with the label note that, in effect, Mandrell provided the demo for Ashley.

**STATLERS SET NEW MCN CONTEST RECORD** — PolyGram Records and the **Statler Brothers** recently held a contest for *Music City News* subscribers in which the readers submitted suggestions for the group's second single release from its current "The Legend Goes On" LP. Arriving at "Child Of The Fifties," the contest drew 11,000 entries, which the consumer publication is touting as its most successful contest ever, with winners chosen by a random drawing from all the entries. The grand prize winner, **Bertha H. Davis** of Crystal Falls, Mich., was offered an all-expenses-paid trip to Nashville for the Statlers' next album recording session, but chose \$1,000 cash instead. Ten second prize winners were awarded an entire Statler Brothers catalog, 25 third prize winners received copies of "The Legend Goes On," and 50 fourth prize winners were given new or renewed one-year subscriptions to the *Music City News*.



**TACKETT, TICKETS, TEDDY** — RCA recording artist **Marlow Tackett** (l) recently performed at a fund-raiser for the Democratic party and candidates in Kentucky. His appearance came alongside an appearance by Sen. **Ted Kennedy** (D-Mass.).

**NOW THAT THEY'RE HALL-OF-FAMERS**

— Since **Lefty Frizzell** was inducted into the Country Music Hall of Fame during the Country Music Assn. (CMA) awards show Oct. 11, the **Burrito Brothers** will need to find a new cause to support. The "brothers" — **John Beland** and **Gib Guilbeau** — worked for nearly a half a year in support of Frizzell's induction, begging fans to support them in their efforts during each of their interviews with consumer publications. And **Marty Robbins**, who was also inducted into the Hall during the ceremonies, will continue in the eye of the public into the new year. Robbins, a part-time stock car driver, appeared in the Firecracker 400 at Daytona last July and is set to enter the *Atlanta Journal* 500 Nov. 7. Around the holiday season, Robbins will be featured on *The Christmas Legend Of Nashville*, hosted by **Lee Majors**. The taping is set for Oct. 26 at the James K. Polk Theatre, and Robbins also sang the title song for **Clint Eastwood's** upcoming movie *Honky Tonk Man*, which will be released in December.

**A NOBLE THING TO DO** — Noble Vision Records, a new Atlanta-based label, debuted this week with the release of **Jim Glaser's** "When You're Not A Lady." The record company is headed by **Don Tolle**, who also acted as producer on Glaser's solo debut.

**CONDOLENCES** — to the family and friends of **Doyle Wilburn**, who died of cancer at the age of 52 Oct. 16. Wilburn was a member of the **Wilburn Brothers**, a group that was a fixture at the Grand Ole Opry. We also send regrets to **Dan May**, who has been with Acuff-Rose Publications for 34 years. May's father, **W.A. May**, of Manchester, Tenn., also died the same weekend.

tom roland



**COUNTRY MUSIC WEEK** — Country Music Week in Nashville, Oct. 10-16, celebrating the 57th anniversary of the first Grand Ole Opry radio broadcast and "barn dance," brought a number of industry notables to Music City. Pictured during the week's festivities are (l-r): **Jim Foglesong** of MCA Nashville, MCA recording artist **Kippi Brannon** with her **Cash Box** award for top New Female Vocalist in the singles category; **George Albert**, **Cash Box** presi-

dent and publisher, and **Ron Stander**, **Brannon's** manager; **John Conlee** performing at the RCA label showcase Oct. 13; and **Joe Moscheo** and **Frances Preston** of Broadcast Music, Inc. (BMI), **Rick Blackburn** of CBS Nashville, CBS recording artist **Rosanne Cash** and **Chet Atkins** at the CBS showcase Oct. 13. In other Country Music Week activities, the CMA named 50 new board members.



**NASHVILLE FESTIVITIES** — A number of showcases and parties were naturally a part of the Country Music Week/Grand Ole Opry Birthday Celebration Oct. 10-16 in Nashville. Pictured in the top row are (l-r): CBS recording artists **Lacy J. Dalton**, **Bobby Bare** and **Janie Fricke** and CBS/Records Group deputy president/chief executive officer **Dick Asher** at the CBS label showcase Oct. 13; MCA recording artist **Lee Greenwood** performing at the label showcase Oct. 14; and RCA recording artists **Randy Owen** of Alabama, **Razzy Bailey**, **Steve Wariner** and **Sylvia** performing at the RCA label showcase Oct. 13. Pictured in the bottom row are (l-r): **Eddy Arnold** and **Jerry Bradley** reminiscing about their days together at RCA; **Randy Davidson** of Central South retailers, **Ronnie Scaife** of PolyGram recording

group **Shylo**, **Joe Polidor** of PolyGram, **Don Singleton** of Shylo, **Lanny Estes** of PolyGram and **Chuck Adams** of Central South at a reception where the newly signed group was introduced to the retailers; and (seated) **Mel Iberman** of PolyGram, **Royce** and **Jeannie Kendall** of PolyGram recording group **The Kendalls**, PolyGram head **Gunter Hensler**, PolyGram recording artist **Reba McEntire**, **Jack Kiernan** of PolyGram, **Polidor** of PolyGram and attorney **Bill Utz** and (standing) **Frank Leffel** of PolyGram, **Harry Losk** of PolyGram, **Singleton** of Shylo, **Shelly Rudin** of PolyGram, **Jerry Hayes** of Shylo, **Herb Hedt** of PolyGram, **Jerry Kennedy** of PolyGram and **Wade Conklin** of PolyGram at the label's party. What a time to be country!

## TOP 75 ALBUMS

		Weeks On 10/23 Chart	Weeks On 10/23 Chart
1	<b>FOREVER, FOR ALWAYS, FOR LOVE</b> LUTHER VANDROSS (Epic FE 38235)	3	3
2	<b>GET LOOSE</b> EVELYN KING (RCA AFL1-4337)	2	8
3	<b>WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	1	7
4	<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9602)	4	13
5	<b>SILK ELECTRIC</b> DIANA ROSS (RCA AFL1-4384)	9	3
6	<b>LIONEL RICHIE</b> (Motown 6007ML)	13	3
7	<b>AS ONE</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	7	5
8	<b>ZAPP II</b> ZAPP (Warner Bros. 9 23583-1)	5	13
9	<b>INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057)	6	17
10	<b>TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	10	13
11	<b>SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1)	12	11
12	<b>VANITY 6</b> (Warner Bros. 9 23716-1)	17	5
13	<b>THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	14	11
14	<b>CHANGE</b> BARRY WHITE (Unlimited Gold/CBS FZ 38048)	8	9
15	<b>JEFFREY OSBORNE</b> (A&M SP-4896)	16	20
16	<b>GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	11	21
17	<b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML)	15	13
18	<b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	29	3
19	<b>THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL)	19	22
20	<b>GWEN GUTHRIE</b> (Island/Atco 90004-1)	20	8
21	<b>IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1)	18	7
22	<b>THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	21	11
23	<b>NEW DIRECTIONS</b> TAVARES (RCA AFL1-4357)	25	6
24	<b>DONNA SUMMER</b> (Geffen GHS 2005)	22	13
25	<b>WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck/CBS FZ 38115)	24	17
26	<b>WILD NIGHT</b> ONE WAY (MCA-5369)	41	2
27	<b>WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	28	14
28	<b>SECOND TO NUNN</b> BOBBY NUNN (Motown 6022)	34	4
29	<b>SUNRIZE</b> (Boardwalk NB-33257-1)	30	6
30	<b>STREET OPERA</b> ASHFORD & SIMPSON (Capitol ST-12207)	26	23
31	<b>TOUGH</b> KURTIS BLOW (Mercury/PolyGram MX-1-505)	35	6
32	<b>THE BAD C.C.</b> CARL CARLTON (RCA AFL1-4425)	42	3
33	<b>KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895)	23	15
34	<b>ALICIA</b> ALICIA MYERS (MCA-5181)	36	6
35	<b>MY FAVORITE PERSON</b> THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	32	25
36	<b>THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AL 9590)	37	28
37	<b>EDDIE MURPHY</b> (Columbia FC 38180)	33	10
38	<b>HONESTY</b> CURTIS MAYFIELD (Boardwalk NB 33256-1)	44	4
39	<b>STEVIE WONDER'S ORIGINAL MUSIQUARIUM!</b> STEVIE WONDER (Tamla/Motown 6002TL2)	27	23
40	<b>MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9606)	31	6
41	<b>WORDS, SOUNDS, COLORS, AND SHAPES</b> DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	47	4
42	<b>FRIENDS</b> SHALAMAR (Solar/Elektra S28)	45	37
43	<b>JANET JACKSON</b> (A&M SP-6-4907)	—	1
44	<b>CALL ME GOODIE</b> ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	39	9
45	<b>HEARTBREAKER</b> DIONNE WARWICK (Arista AL 9609)	57	2
46	<b>UPSTAIRS AT ERIC'S</b> YAZ (Sire 9 23737-1)	49	5
47	<b>I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354)	38	20
48	<b>KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML)	43	33
49	<b>HERE WE GO AGAIN</b> BOBBY BLAND (MCA-5297)	50	17
50	<b>THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST-12243)	—	1
51	<b>FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936)	53	10
52	<b>GRAND SLAM</b> THE SPINNERS (Atlantic 80020-1)	—	1
53	<b>AFTER 5</b> BRICK (Bang FZ 38170)	59	2
54	<b>ALL NIGHT LONG</b> B.B. & O. BAND (Capitol ST-12212)	46	12
55	<b>WINDSONG</b> RANDY CRAWFORD (Warner Bros. 9 60142-1)	56	20
56	<b>DOWN HOME</b> ZZ HILL (Malaco MAL 7406)	55	38
57	<b>ABRACADABRA</b> THE STEVE MILLER BAND (Capitol ST-12216)	58	4
58	<b>JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 10001)	—	1
59	<b>DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	40	23
60	<b>ALL THIS LOVE</b> DeBARGE (Motown 6012G)	—	1
61	<b>SO EXCITED</b> THE POINTER SISTERS (Planet/RCA BXL1-4355)	64	15
62	<b>ICE 'N HOT</b> JERRY BUTLER (Fountain FR 2-82-1)	63	4
63	<b>PRESSIN' ON</b> BILLY PRESTON (Motown 6020ML)	48	6
64	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWS 3691)	65	4
65	<b>WISE GUY</b> KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	66	19
66	<b>STRAIGHT FROM THE HEART</b> PATRICE RUSHEN (Elektra E1-60015)	62	28
67	<b>ONE MORE MOUNTAIN</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	60	8
68	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	69	79
69	<b>BRILLIANCE</b> ATLANTIC STARR (A&M SP 4883)	61	32
70	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	67	83
71	<b>SOONER OR LATER</b> LARRY GRAHAM (Warner Bros. BSK 3668)	52	20
72	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3578)	68	63
73	<b>LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	51	10
74	<b>TRUE DEMOCRACY</b> STEEL PULSE (Elektra E1-60113)	72	19
75	<b>SINGING IN THE KEY OF LOVE</b> LATIMORE (Malaco MAL 7409)	70	15



**SWITCH HITS** — Switch, the latest group on Lonnie Simmons' Total Experience label, recently celebrated the signing with a fete at Club Max 151 in Beverly Hills. Pictured in the front row are (l-r): Eddie Fluellen of the group; Willie Tucker, regional R&B promotion manager, PolyGram; and Phil Upchurch, Jr. and Gozalez Ozone of the group. Pictured in the back row are (l-r): Chris Jonz, the group's manager; Russ Regan, West Coast vice president/general manager, PolyGram; John Stainze, vice president, Total Experience Records; Simmons, president, Total Experience; Ernie Singleton, national black music marketing, PolyGram; Gregory Williams of the group; Forest Hamilton, Total Experience; and Jody Sims of the group.

## THE RHYTHM SECTION

**PHANTOM SINGLE** — One of radio's hottest turntable fixations is **Grand Master Flash & The Furlous Five's** follow-up to "The Message." "Scorpio" has in recent weeks gained steady airplay nationwide, but is not available as a commercial single. Sugar Hill Records services radio with 12" and 7" versions of the synth funk exercise, but the impact at retail, according to some dealers, is shown by thriving album sales. "The Message" LP debuted two weeks ago at #55 bullet on the **Cash Box B/C Albums** chart is now at #18 bullet.

**THE '800' CLUB** — Universities around the country will be treated to the music of A&M recording artist **Howard Johnson**, who will be on a tour of mainly Southern schools starting Nov. 4. Sponsored jointly by Olde English 800 Malt Liquor and the record company, the concert tour is the joint brainchild of **David Siegel** of National Entertainment Group and **Martin Kirkup** of A&M. The concerts will be offered free of charge to the schools, which may then charge admission for the funding of other school activities. The man who made the airwaves "So Fine" and who has been "Keepin' Love New" will begin the tour at Grambling, then move on to dates at the Tuskegee Institute, Jackson State University, Morehouse College and other colleges and universities.

**NEW CLUSTER IN THE MILKY WAY** — Diversification of one's business in a corporate society is a fundamental principle. So it goes with **Dick Griffey's** Solar family, which recently welcomed a new label and its artist to the Dick Griffey group of companies. The Roxy in Los Angeles was the site of a debut party for the new Constellation label and its first signing, the group **Wolf**, headed by **Bill Wolfer**. The group performed selections from its self-titled debut LP, due to ship Nov. 5 for members of the Solar Records staff, press, top executives of Elektra/Asylum Records (which will distribute Constellation product along with Solar) and artists from the Solar roster. **Ray Harris**, who in recent months joined Solar Records as president, will serve in the same role with Constellation. No other staff has been announced at the present. Wolfer, who credits his current success to having worked with such artists as **Stevie Wonder**, was joined by guest vocalists **Finls Henderson**, **Jon Gibson** and **Crystal Lake**. Gibson is to join the Constellation group as a solo artist at the beginning of the year. A spokesman for Griffey said that the company chairman felt a move into a contemporary label separate from the Solar moniker would allow the firm more flexibility in signing acts outside the umbrella of black contemporary or R&B music.

**TALE OF TWO LABELS** — **Cameo** leader **Larry Blackmon** is setting himself up to have the best of times during the worst of times. Blackmon recently signed an agreement with PolyGram Records to release Cameo product under the banner of Atlanta Artists Records, for which he will serve as president. Other acts like **Midnight Blue** and the **L.A. Connection** will also be released on the Atlanta Artists label. But not all Atlanta Artists records will be distributed through PolyGram. Blackmon and company have also inked a deal with MCA Records for distribution of some Atlanta Artists product. The way it stacks up, Cameo and Midnight Blue product will come through PolyGram, while L.A. Connection, which was previously signed exclusively to MCA, will continue with that company for distribution. Blackmon's Atlanta Artists Management recently held a party in Atlanta to preview the upcoming album by **Chocolate Milk**, the RCA group signed to the management company, and to hear some numbers by Midnight Blue, also signed to the management company. Another Atlanta Artists Management client is **Bobby DeBarges**, former member of **Switch** and part of Motown's **DeBarges Family**. PolyGram and MCA are currently bidding for rights to distribute his product, which will come out on the new label. **James Mason**, former co-manager of the **Bar Kays**, is serving as executive vice president and chief executive officer of the label and management company. Atlanta Artists Records, according to a company spokesperson, will draw primarily from Southern acts for future signings.

**FLURRY OF LIGHT** — Heavyweight champion **Larry Holmes** got some motivation vinyl leading up to his bout with contender **Gerry Cooney** via the music of group **Sun Burst**. "The Easton Assassin," was performed in Holmes' Round One nightclub in his Easton, Pa., home by the group. Larry's brother, **Bobby**, heard the tune and told the boxer about the song, which was later recorded on a private label and distributed prior to the title defense against Cooney. Folks at King Records liked what they heard also, prompting the company to sign Sun Burst to its own label. Holmes is forever enshrined in funk.

michael martinez



# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- MOVIN' VIOLATION — SKYY — SALSOL/RCA**  
WWDM, WJMO, WTLG, WDAS, KGFJ, WIGO, WRAP, WRBD, WAMO, WATV, WGV, WZEN
- SWEET BABY — HARRY RAY — SUGAR HILL**  
WWDM, WJMO, WDAO, WAIL, WYLD, WUFO, KOKA, WRAP, WPAL, WZEN
- DO IT (LET ME SEE YOU SHAKE) — THE BAR-KAYS — MERCURY/POLYGRAM**  
WDAS, V103, WRBD, WPLZ, WEDR, WGPR, KPRS, WILD, WZEN
- NIPPLE TO THE BOTTLE — GRACE JONES — ISLAND/ATCO**  
WLEL, WAIL, WJLB, WAWA, WRAP, WEDR, WGPR, WBMX
- YOUNG LOVE — JANET JACKSON — A&M**  
WDIA, WDAO, V103, WYLD, WKYS, WEDR, WGV
- 1999 — PRINCE — WARNER BROS.**  
WDAO, KOKA, WPAL, WILD, WNHC
- SPECIAL OCCASION — MILLIE JACKSON — SPRING/POLYGRAM**  
WLEL, V103, KDIA, WAWA, WGV

## MOST ADDED ALBUMS

- HEARTBREAKER — DIONNE WARWICK — ARISTA**  
WWDM, WDAS, WUFO, WOKB, WRBD, WPLZ, WEDR, WGPR, WNHC, KDKO
- JANET JACKSON — A&M**  
WJMO, WTLG, WLOU, WAIL, WAWA, WPAL, WGPR, WSOK, KPRS
- SEVENTEEN — BILL SUMMERS & SUMMERS HEAT — MCA**  
WTLG, WWIN, WAWA, WOKB, KUKQ, WPAL, WGPR, WATV

## UP AND COMING

- AIN'T NOBODY, BABY — CON FUNK SHUN — MERCURY/POLYGRAM**  
**TRY SMURFIN' — GQ — ARISTA**  
**SHAKE YOUR BODY — SUNFIRE — WARNER BROS.**  
**LET ME BE CLOSE TO YOU — VALENTINE BROS. — BRIDGE**

## BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — THE TIME**  
 HOTS: C. Lynn, Tavares, M. Gaye, L. Vandross, Prince, D. Ross, E. King, Kool & The Gang, M. McDonald, S. Wonder, M. Moore, B. Bland, Gap Band, B. White, Bloodstone, C. Carlton, S. Lattisaw, L. Richie, Zapp, J. Osborne. ADDS: Z. Washington, Chicago, Klymaxx, T. Brunson, T. Pendergrass, D. Fagan, B. Collins, Millie Jackson, Janet Jackson, Bar-Kays, F. Payne, J. Butler, I-Level, D. Fogelberg, Zinc. LP ADDS: A. Franklin.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — C. LYNN**  
 HOTS: Zapp, E. King, M. McDonald, Sunrize, L. Vandross, Prince, B. White, S. Mills, The Time. ADDS: B. Nunn, Extra-T's, Skyy, B. Summers. LP ADDS: E. King.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — M. GAYE**  
 HOTS: T. Brunson, M. McDonald, L. Richie, E. King, Charlene/S. Wonder, The Time, A. Myers, S. Woods, Rocker's Revenge, Prince, D. Ross, Pieces Of A Dream, A. Mouzon, J. Taylor, Janet Jackson, G. Clinton, N. Martin, L. Vandross, C. Lynn, J. Osborne. ADDS: B. Collins, R. James, Rocket, G. Jordan, Osiris, Captain Sky, T. Scott, Sweet Pea Atkinson, M. Nightingale, J. Cocker/J. Warnes. LP ADDS: B. Summers, D. Fagan, Puff.

**WATV — BIRMINGHAM — RON JANUARY, MD — #1 — MAGIC LADY**  
 HOTS: Jonzun Crew, The Time, E. King, Kool & The Gang, L. Vandross, C. Lynn, M. McDonald, A. Myers, M. Moore, Cheri, Vanity 6, Prince, M. Gaye, B. Collins, S. Lattisaw, B. White, Goodie, Sunrize, B. Williams, S. Mills. ADDS: The Limit, S. Woods, Klymaxx, Mandrill, T. Pendergrass, G. McCrae, Sunfire, Steptoe, Planet Patrol, Skyy, Midnight Star. LP ADDS: One Way, Crown Heights Affair, B. Summers, G. McCrae.

**WILD — BOSTON — STEVE CRUMBLY, PD — #1 — E. KING**  
 JUMPS: 10 To 2 — Tavares, 21 To 3 — S. Lattisaw, 12 To 4 — M. Moore, 11 To 5 — The Time, Ex To 6 — L. Richie, Ex To 7 — D. Ross, Ex To 8 — Spinners, Ex To 9 — B. Nunn, Ex To 10 — ABC, 15 To 11 — M. McDonald, Ex To 23 — B. Preston, 20 To 13 — The Limit, Ex To 17 — M. Gaye, Ex To 18 — S. Mills, 29 To 19 — D. Warwick, 27 To 20 — J. Osborne, 25 To 21 — P. Bryson, Ex To 23 — Isley Brothers, Ex To 24 — R. Parker, Ex To 25 — Janet Jackson, Ex To 26 — D. Summer, Ex To 27 — T. Pendergrass, Ex To 28 — Vanity 6, Ex To 29 — S. Charles, Ex To 30 — S.O.S. Band. ADDS: Prince, Zapp, A. Jarreau/R. Crawford, J. Jackson, Kool & The Gang, M. Starr, Bar-Kays, H. Johnson, Mandrill.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — THE TIME**  
 HOTS: Jonzun Crew, C. Lynn, M. Moore, A. Myers, Funky Four, Kool & The Gang, Bloodstone, S. Lattisaw, K. Blow, C. Carlton, Ashford & Simpson, Yaz, Tavares, J. Osborne, Atlantic Starr, Gap Band, Fatback, J. Cliff, P. Bryson. ADDS: Prince, G.Q., D. Williams, Chaz, Dynasty, Valentine Brothers, B.B.&Q. Band, H. Ray, Hurt'Em Bad, F. Grace, O'Jays. LP ADDS: Janet Jackson, B. Summers.

**WGV — CHARLOTTE — HAL HARRILL, PD — #1 — SUNRIZE**  
 HOTS: Kool & The Gang, A. Mouzon, Magic Lady, M. Moore, R. Cameron, S. Miller, The Time, Atlantic Starr, S. Mills, P. Bryson, R. Parker, J. Osborne, Tavares. ADDS: Skyy, Janet Jackson, Intensive Heat, A. Jarreau/R. Crawford, Millie Jackson, D. Warwick, M. Nightingale.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — THE TIME**  
 HOTS: Kool & The Gang, Yaz, S. Arrington, P. Bryson, M. Moore, C. Lynn, S. Wonder, Fatback, E. King, Ashford & Simpson, J. Osborne, L. Vandross, G. Guthrie, Raw Silk, J. Taylor, Elektra, Heatwave, D. Ross, Jonzun Crew, B. Nunn, The Limit, First Love, S.O.S. Band, G. Clinton, L. Richie, M. Gaye. ADDS: "D" Train, Con Funk Shun, G. Jones, Planet Patrol, H. Johnson, R. Parker, C. Carlton, A. Myers. LP ADDS: D. Fagan, M. Moore.

**WGCI — CHICAGO — GRAHAM ARMSTRONG, PD — #1 — JONZUN CREW**  
 HOTS: S. Mills, J. Osborne, The Time, J. Taylor, L. Vandross, D. Ross, Zapp, E. King, Gap Band, Kool & The Gang, G. Clinton, M. Gaye, L. Richie, P. Bryson, A. Jarreau/R. Crawford, Debarge. ADDS: Valentine Brothers. LP ADDS: J. Taylor, M. Gaye.

**WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — C. LYNN**  
 HOTS: Pieces Of A Dream, P. Bryson, B. White, B. Bland, Kool & The Gang, Zapp, L. Vandross, Ashford & Simpson, The Time, M. Moore, G. Guthrie, S. Charles. ADDS: Pointer Sisters, A. Jarreau/R. Crawford, Midnight Star, Shock, D. Warwick, R. Lewis, T. Pendergrass. LP ADDS: L. Vandross.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — L. VANDROSS**  
 HOTS: Sunrize, J. Osborne, S. Arrington, J. Taylor, Disco 4, S. Mills, S. Lattisaw, X-25 Band, S. Woods. ADDS: Jonzun Crew, Zapp, Prince, Con Funk Shun, Prince, Kool & The Gang, G. Clinton, B. Summers, Janet Jackson, H. Ray, Omni. LP ADDS: J. Taylor.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — THE TIME**  
 HOTS: M. Moore, Jonzun Crew, B. Nunn, Magic Lady, L. Vandross, S. Charles, S. Mills, Prince, Janet Jackson. ADDS: G. Forbes, Plush, D. Washington, L. Richie, B. Williams, G. Jones, B.B.&Q. Band, Bar-Kays, Fatback, F. Grace. LP ADDS: Janet Jackson, L. Richie, B. Summers, D. Warwick.

**WJLB — DETROIT — JOHN EDWARDS, PD — #1 — M. McDONALD**  
 HOTS: Zapp, P. Bryson, B. Nunn, Tavares, S. Mills, Prince, J. Osborne, A. Jarreau/R. Crawford, M. Moore, P. Austin, Vanity 6, M. Gaye, S. Charles, L. Vandross, Sunrize, E. King, D. Ross. ADDS: T. Brunson, G. Jones, "D" Train, Chocolate Milk, X-25 Band, Pieces Of A Dream. LP ADDS: One Way, M. Moore.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — L. VANDROSS**  
 JUMPS: 7 To 3 — Prince, 20 To 4 — M. Gaye, 18 To 5 — L. Richie, 16 To 7 — C. Carlton, 22 To 9 — D. Ross, 17 To 10 — J. Taylor, 24 To 18 — Yaz. ADDS: A. Jarreau/R. Crawford, W. DeVaughn, P. Austin, Charlene/S. Wonder.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — E. KING**  
 JUMPS: 8 To 3 — The Time, 24 To 14 — B. Nunn, 27 To 17 — J. Osborne, 28 To 23 — R.J.'s Latest Arrival, 29 To 24 — Cheri, 30 To 26 — S. Wonder, 31 To 27 — L. Vandross, 33 To 28 — S. Woods, 34 To 29 — West Street Mob, 35 To 30 — Young Delegation, 36 To 31 — W. Hutch, 37 To 32 — First Love, 38 To 33 — Superior Movement, 39 To 34 — S. Arrington, Ex To 35 — D. Ross, Ex To 36 — B. Collins, Ex To 37 — M. Gaye, Ex To 39 — G. Clinton, Ex To 40 — Prince. ADDS: G.Q., L. Hutson, Dynasty, ABC, N. Martin, One Way, Jermaine Jackson, R. James, Hall & Oates, W. DeVaughn, P. Gabriel, G.S. Heron, Rose Royce, Bar-Kays, Debarge. LP ADDS: Janet Jackson, C. Carlton, Imagination.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. GAYE**  
 HOTS: Kool & The Gang, Zapp, D. Ross, L. Richie, M. McDonald, S. Wonder, G. Guthrie, Prince, Atlantic Starr. ADDS: Pointer Sisters, Spinners, S.O.S. Band.

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

**WDIA — MEMPHIS — CARL CONNER, PD**  
 HOTS: The Time, M. Gaye, Prince, L. Vandross, B. Collins, S. Mills, C. Lynn, Sunrize, Zapp, E. King, L. Richie, B. Nunn, S. Lattisaw, Bar-Kays. ADDS: A. Jarreau/R. Crawford, Chocolate Milk, C. Mayfield, Janet Jackson, Kool & The Gang, S. Woods.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — THE TIME**  
 HOTS: C. Carlton, Kool & The Gang, L. Vandross, D. Byrd, F. Smith, S. Lattisaw, Pieces Of A Dream, Vanity 6, M. Moore, The Limit, Magic Lady, E. Murphy, Chaz, S. Mills, X-25 Band, M. Gaye, The Jammers, W. Hutch, P. Bryson. ADDS: Planet Patrol, Janet Jackson, Sam Gully Band, Chocolate Milk, G. Jones, Sunfire, Steptoe, Bar-Kays, Grand Master Flash, D. Train, Valentine Brothers. LP ADDS: Brick, D. Warwick, M. Moore, A. Silas, Ullanda, L. White, Klymaxx, D.&B. Street.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — THE TIME**  
 HOTS: Kool & The Gang, Debarge, L. Vandross, G. Guthrie, B. Nunn, S. Lattisaw, Vanity 6, S. Mills, The Limit, C. Carlton, Janet Jackson, S. Arrington, Isley Brothers, D. Ross, R.J.'s Latest Arrival, J. Osborne, S.O.S. Band, G. Clinton, D. Byrd, M. Gaye. ADDS: T. Pendergrass, R. James, The Wrecking Crew, Con Funk Shun, G.Q., H. Johnson, Millie Jackson, G. Jones. LP ADDS: Amusement Park, One Way, Janet Jackson, B. Summers.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — THE TIME**  
 HOTS: M. Moore, S. Wonder, C. Lynn, L. Vandross, Debarge, G. Guthrie, Tavares, Kid Creole & The Coonuts, D. Ross, L. Richie, J. Osborne, W. Hutch, M. McDonald, D. Summer, Spinners. ADDS: G. McCrae, J. Jackson, J. Taylor, Valentine Brothers.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — KOOL & THE GANG**  
 HOTS: M. Moore, C. Lynn, C. Carlton, Yaz, Vanity 6, S. Lattisaw, M. McDonald, A. Myers, I-Level, Tavares, E. King, ABC, S. Miller, Pieces Of A Dream, A. Franklin, D. Ross, P. Bryson, S. Mills, "D" Train, Janet Jackson. ADDS: B. Collins, Spinners, Weather Girls, Prince, Captain Sensible, The Strikers, Inner Life, Warp 6, The Wreckin' Crew, H. Johnson, Dynasty. LP ADDS: D. Warwick, Spyro Gyra.

**WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — C. LYNN**  
 HOTS: L. Vandross, S. Wonder, Sunrize, The Time, Pieces Of A Dream, H. Johnson, J. Osborne, M. McDonald, Tavares, Magnum Force, Magic Lady, Jermaine Jackson, S. Miller, M. Gaye, A. Franklin, C. Carlton, D. Ross, E. King, Bloodstone. ADDS: R. James, Janet Jackson, H. Ray, D. Byrd.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — C. LYNN**  
 JUMPS: 14 To 3 — M. Gaye, 15 To 5 — L. Richie, 13 To 9 — L. Vandross, Ex To 13 — D. Ross, 19 To 16 — S. Redd, 23 To 20 — "D" Train, 30 To 22 — Planet Patrol, Ex To 26 — Pieces Of A Dream, Ex To 27 — B. Nunn, Ex To 29 — P. Bryson. ADDS: Shakatak, T. Brunson.

**WRAP — NORFOLK — CHESTER BENTON, PD**  
 HOTS: E. King, The Time, Kool & The Gang, C. Lynn, S. Wonder, L. Vandross, M. Moore, Tavares, M. McDonald, Jonzun Crew, S. Miller, D. Ross, Prince, M. Gaye, P. Bryson, J. Osborne, S. Lattisaw, B. Nunn, Spinners, Sunrize. ADDS: Skyy, H. Ray, G. Jones. LP ADDS: Spinners, T. Troutman, Amusement Park.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — THE TIME**  
 HOTS: M. McDonald, Vanity 6, L. Vandross, Pieces Of A Dream, Sunrize, C. Carlton, J. Osborne, B. Collins, P. Bryson, Tavares, M. Moore, D. Ross, Jonzun Crew, Spinners, M. Gaye, L. Richie, Prince, S. Woods, Grand Master Flash, D. Summer. ADDS: T. Brunson, Skyy, S. Johnson, Society of Seven, K. Jones, A. Cymone, N. Martin, W. Hutch, Bar-Kays. LP ADDS: D. Warwick, L. Vandross.

**KUKQ — PHOENIX — STEVE SMITH, MD — #1 — KOOL & THE GANG**  
 HOTS: E. King, Tavares, The Time, L. Vandross, Zapp, D. Byrd, M. Gaye, G. Guthrie, S. Lattisaw, D. Ross, S. Mills, Prince. ADDS: Hall & Oates, A. Cymone, C. Mayfield, B. Summers, One Way, D. Williams, R. James, Midnight Star, Chaz, LP ADDS: One Way, B. Summers.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — E. KING**  
 JUMPS: 8 To 4 — Sunrize, 28 To 15 — M. Gaye, 35 To 16 — Vanity 6, 30 To 24 — A. Silas, 33 To 27 — S. Mills, 39 To 29 — Feel, 37 To 31 — B. Summers, 38 To 34 — Bar-Kays, Ex To 35 — L. Richie, Ex To 37 — Sunfire. ADDS: J. Holliday, Skyy, P. Williams, Pointer Sisters, Shock, S. Charles, Starpoint, Began Begun. LP ADDS: Cooper & Ross, Spinners, D. Fagan, D.&B. Street, S. Woods.

**WLEL — RALEIGH — CHESTER DAVIS, PD — #1 — THE TIME**  
 HOTS: A. Myers, Kool & The Gang, P. Bryson, C. Lynn, S. Wonder, L. Vandross, L. Richie, D. Ross, M. Gaye. ADDS: G. Jones, M.&B. Sutton, Millie Jackson, Plush. LP ADDS: A. Cymone, Janet Jackson, One Way, B. Summers, Ullanda.

**WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — E. KING**  
 HOTS: Jonzun Crew, L. Vandross, C. Lynn, Jermaine Jackson, Gap Band, Tavares, Kool & The Gang, A. Franklin, The Time, Yaz, R. Parker, M. Moore, J. Osborne, Ashford & Simpson, S. Wonder, M. McDonald, P. Bryson, S.O.S. Band, L. Richie, S. Mills, D. Ross, M. Gaye. ADDS: Enchantment, Dynasty, Bar-Kays, Debarge. LP ADDS: L. Vandross, D. Warwick.

**WZEN — ST. LOUIS — A.J. KEMP, PD — #1 — KOOL & THE GANG**  
 JUMPS: 16 To 11 — M. Gaye, 23 To 13 — D. Ross, 17 To 14 — Vanity 6, 19 To 15 — Zapp, 20 To 17 — L. Richie, 26 To 18 — D. Summer, 27 To 21 — Debarge, 29 To 24 — C. Mayfield, Ex To 26 — Prince, Ex To 28 — B. Collins, Ex To 30 — Jammers. ADDS: Galaxy, P. Gabriel, Mandrill, Hurt'Em Bad, G. Clinton, Skyy, W. DeVaughn, H. Ray, C. Dawson, Dynasty, L. Hutson, F. Payne, Gang's Back, Shakatak, B. Medley, Bar-Kays, R.J.'s Latest Arrival. LP ADDS: Grand Master Flash.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — E. KING**  
 HOTS: The Time, M. Moore, S. Mills, Kool & The Gang, J. Osborne, P. Bryson, C. Carlton, D. Ross, Grand Master Flash.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — E. KING**  
 HOTS: M. McDonald, The Time, C. Lynn, Kool & The Gang, M. Gaye, J. Taylor, Jonzun Crew, S. Lattisaw, D. Ross. ADDS: Prince, Hall & Oates, R. Bell, Isley Brothers, R.J.'s Latest Arrival, Weather Girls, H. Ray, Intensive Heat, "D" Train. LP ADDS: Kool & The Gang.

**WWDM — SUMTER — BARBARA TAYLOR, PD — #1 — S. LATTISAW**  
 HOTS: S. Redd, M. Moore, S. Wonder, Jonzun Crew, M. McDonald, Vanity 6, Pieces Of A Dream, A. Myers, D. Ross. ADDS: D. Fagan, H. Ray, M. Moore, T. Brunson, Skyy. LP ADDS: D. Fagan, D. Warwick.

**WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE**  
 HOTS: The Time, E. King, T. Brunson, L. Richie, C. Carlton, Pieces Of A Dream, A. Franklin, K. Blow, C. Lynn, D. Ross, Grand Master Flash, Gap Band, Kool & The Gang, Jermaine Jackson, M. Moore, L. Vandross, D. Summer, M. McDonald, Bloodstone, J. Osborne. ADDS: Janet Jackson, Charlene/S. Wonder, Imagination, D. Morgan, Chaka Khan, Yaz. LP ADDS: Imagination.

## CBS Demonstrates Anti-Tape 'Spoiler' For U.K. Industry

(continued from page 6)

Music & Video Week editor Rodney Burbeck last month, and more recently in New York last week Asher told Burbeck that the U.K. was chosen as the place to debut the device because of its strong copyright tradition. He added that CBS will offer the device to the U.K. industry free of charge, but will not be taking plans further if the BPI

## CRI Artists Receive Gold, Platinum Awards

NEW YORK — Several CBS Records International (CRI) companies receive gold and platinum certifications around the world during September.

Certified quadruple platinum in Canada was the album "Wish You Were Here," by CBS recording group Pink Floyd. Certified triple platinum were "I Love Rock 'N Roll," by Joan Jett and "Abraxas" by Santana.

Albums certified platinum in Canada were "Eye Of The Tiger," by CBS recording group Survivor; "Always On My Mind," by Willie Nelson and "Tapestry," by Carole King. "Waitin' For The Sun To Shine," by Ricky Skaggs; "British Steel," by Judas Priest "One False Move," by the Harlequin and the original soundtrack to the motion picture *Annie* each received gold certifications.

Singles certified gold in Canada were "Eye Of The Tiger," the title cut from the Survivor LP; "Who Can It Be Now," by Men at Work; "Rosanna," by Toto and "On TV," by The Buggles.

In Australia, the "Eye Of The Tiger" LP was certified platinum. The title cut was certified Gold in the U.K., where Geffen/CBS recording group Asia's self-titled debut album was also certified gold.

In the Netherlands, "Toto IV," by Toto was certified gold.

## WEA U.K. Reorganizes With Three New Units

LONDON — WEA Records is set to implement a radical change in its U.K. structure. The company will be split into three divisions — Music, Video and Services. The change in the operations structure was brought about due to the growth of Warner Home Video, along with the addition of Atari and Warner Lauren products to WEA's distribution services.

WEA managing director Charles Levison has been upped to the position of chairman and chief executive officer, supervising all three divisions; while Mike Heap has been promoted internally to managing director of the music division. Ed Byrnes has been appointed managing director of the video division, and John Begg is heading the services division. WEA group financial director John Anderson rounds out the central management team.

decides that the system is impractical. Following the CBS meetings, the BPI had yet to decide on the issue of practicality and would not make any clear statements until further discussions had taken place between the BPI and U.K. government officials.

CBS U.K. senior director Tony Woolcott, after attending the demonstration meeting, told **Cash Box**: "Reactions to the device were unanimously positive. What happens now is that we have to reflect and absorb what has been demonstrated and to formulate how we're going to use this new technology, which is still in the research and development stage. It is now the responsibility of the BPI to examine what it has seen and heard today and translate it into practical strategies in consultations with our other record industry colleagues at WEA and Polydor, etc.

"We must not jump to premature conclusions, however; this is an attempt to provide some form of security for the record industry in the mid-to long-term. This is not the crock of gold yet, but an attempt to protect our business in a 5-10 year mold. There will be no impact in the foreseeable future, but at least we're getting somewhere in breaking the vicious home-taping circle."

After the BPI meeting, Asher, along with CBS U.K. chairman Maurice Oberstein and managing director Paul Russell, immediately flew to Paris to present the device to the French IFPI.

## U.K. Firm Formed To Push Country Music

LONDON — A new public relations and consultancy company was formed recently with the specific goal of bringing the American, British and European markets for country music closer together.

The London-based organization, called Byworth-Wootton International (BWI), was formed by Tony Byworth and Richard Wootton, with the prime objective of helping U.S. country music acts break into the European and British pop markets. The overriding philosophy of the company will be to treat American country music with the same attention that rock and pop acts are given.

Just after the company's inception, director Tony Byworth stated: "Country music's potential is towards a mass audience, as already proven in the U.S.A., and it is our company's objective to follow a similar course in the U.K. and European marketplace. We are convinced that we can play a significant role in enabling country acts to follow their American success in Britain and then Europe."

Among BWI's first clients are George Hamilton IV, whom Byworth has represented for a number of years, and David Allan Coe, who is set to commence his first British and European tour at the beginning of 1983. BWI's London address is 90 The Limes Avenue, London N11.



**INTERNATIONAL NETWORK** — CBS Records International (CRI) has signed a deal with Network Records to manufacture, distribute and market Network records worldwide except in the U.S. and Canada. The pact pertains to records by Utopia, Irene Cara, Toronto and Moving Pictures. Pictured at the signing are (l-r): Norman Stollman, vice president, administration, CRI; Bunny Dreidus, vice president, creative operations, CRI; Dick Asher, deputy president/chief operating officer, CBS Records Group; Al Coury, president, Network; and Tim Bowen, vice president, business affairs, CRI.

## INTERNATIONAL DATELINE

### Italy

MILAN — The 20th edition of the Record Critics Awards took place in Como at the end of September. Among the winners this year were: **Franco Battiato** (for the LP "La Voce Del Padrone," on EMI) **Teresa De Sio** ("Teresa De Sio," Philips), **King Crimson** ("Discipline," EG) and **Randy Crawford** ("Windsong," Warner Bros.). In the classical categories, awards were given to "Aureliano In Palmira" by **Rossini** (on Sciascia), a collection of **Dufay** works by the **Medieval Ensemble of London** (on Decca) and others.

During its annual convention in Rome, Fonit Cetra announced a strong effort in the classical field for the new season. Many projects have also been studied for the pop music, the jazz series (with the birth of a new line called "Blues E' Bello") and the midlines. Fonit Cetra organized also this year an Expo for the record retailers in five Italian cities, from Oct. 4-19.

Ariston started a new cassette midline called "Car Music." The first releases include 25 recordings by artists like **Mina**, **Ornella Vanoni**, **Rettore**, **Fred Bongusto** and, among the foreign stars, **Bing Crosby**, **Frank Sinatra** and **Nat King Cole**.

CBS Dischi will open a new office in Rome, from Nov. 1, which will follow the radio-TV promotion and the A&R department together with the Milan headquarters. Head of the Roman CBS office is **Aldo Patrlarca**.

mario de luigi

### United Kingdom

LONDON — The Italian sports car company Lamborghini is entering the record business using its status symbol identity on its own record label. The company's commitment is apparently long-term, with a very large financial outlay. The Lamborghini diversification into pop music has been instigated by 27-year-old **Patrick Mimran** who runs the sports car factory in Italy. The label will be based in London, where songwriter **Nick Heiman** has been appointed to set up the High Speed Music

publishing company. Lamborghini has also appointed **Evert Wilbrink**, former international manager of Ariola Holland, to direct the A&R side of the new label. The company has already signed U.K., U.S., Swiss and Israeli artists.

The notorious and lovable **David Allan Coe**, who was recently released from parole in the U.S. and granted full U.S. citizen rights, was in London last month to start his career rolling in Europe beginning with a 1983 tour. "Britain has always treated me fair, the DJs have always played my records," he said stoically during discussions with Allen Promotions, which will be handling his forthcoming tour.

American **Tim Whitsett**, ex-president of the U.S. Stax Records publishing has recently set up a new publication exclusively for music publishers called **UK Songplugger**. The news sheet regularly canvasses some 900 producers, A&R people and managers about their recording plans and song requirements. Says Whitsett: "Publishers have many demands on their time. They can't spend all day, every day, ringing around potential song users to find out who needs songs. **UK SP** provides them with opportunities to pitch songs they might otherwise miss. Each item reported in each issue represents a chance for a cover."

Oriental band **Sandii and The Sunsetz** are set to begin a 20-date U.K. tour supporting Brit act **Japan** later this month, while Sire Records release the group's debut LP in the U.K. this week, titled "Immigrants". . . WEA International is currently gearing up plans to release the soundtrack to the Universal film *Fast Times At Ridgemont High* on Oct. 29. The film opens in London next week and features rock artists **Billy Squier**, **Joe Walsh**, **Quarterflash**, **Don Henley**, **Donna Summer**, **Stevie Nicks** and **Jackson Browne**. . . Executive moves sees **Frank Neilson**, formerly A&R manager at Polydor, join **Jon Brewer's** Avatar Communications company as A&R manager. Neilson was responsible for signing **Ian Dury**, **Cosat Angels** and **Billy Fury** while at Polydor.

nick underwood

## INTERNATIONAL BESTSELLERS

### Germany

- TOP TEN 45s**
- 1 **Words** — F.R. David — Carrere
  - 2 **Nur getraunt** — Nena — CBS
  - 3 **Sternenhimmel** — Hubert Kah — Polydor
  - 4 **Adios amor** — Andy Borg — Papagayo
  - 5 **I Know There's Something Going On** — Frida — Polydor
  - 6 **Hard To Say I'm Sorry** — Chicago — Full Moon
  - 7 **Abacadabra** — The Steve Miller Band — Mercury
  - 8 **Well I'd I Go** — Relax — Ariola
  - 9 **Don't Go** — Yazoo — Mute
  - 10 **Felicitia** — Conny & Jean — Big Mouth

- TOP TEN LPs**
- 1 **Von drinne noh drusse** — BAP — Musikant
  - 2 **Nimm mlch mlt, Kapt'n James** . . . — James Last — Polystar
  - 3 **Fur uszeschnlgge** — BAP — Musikant
  - 4 **Love Over Gold** — Dire Straits — Vertigo
  - 5 **Tutti Frutti** — Spider Murphy Gand — EMI
  - 6 **Ruckkehr der phantastischen 5** — Extrabreit — Reflektor
  - 7 **Grease 2** — soundtrack — RSO
  - 8 **In The Heat Of The Night** — Imagination — Red Bus
  - 9 **Abacadabra** — The Steve Miller Band — Mercury
  - 10 **Der Musikmarkt**

### Italy

- TOP TEN 45s**
- 1 **Der Kommlisar** — Falco — CGD/Vip
  - 2 **Music And Lights** — Imagination — Red Bus
  - 3 **Bravi Ragazzi** — Miguel Bose — CBS
  - 4 **Avrai** — Claudio Baglioni — CBS
  - 5 **Masterpiece** — Gazebo — Baby
  - 6 **E Gia** — Lucio Battisti — Numero Uno
  - 7 **Da Da Da I Don't Love You** — Trio — PolyGram/Mercury
  - 8 **Tanz Bambolina** — Alberto Camerini — CBS
  - 9 **Private Investigation** — Dire Straits — PolyGram/Vertigo
  - 10 **Twist '82** — Twist '82 — Five Records

- TOP TEN LPs**
- 1 **E Gia** — Lucio Battisti — Numero Uno
  - 2 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
  - 3 **La Voce Del Padrone** — Franco Battiato — EMI
  - 4 **Bella 'Mbriana** — Pino Daniele — EMI
  - 5 **Festivalbar '82** — various artists — CGD
  - 6 **In The Heat Of The Night** — Imagination — Red Bus
  - 7 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
  - 8 **Teresa De Sio** — PolyGram/Philips
  - 9 **Cocclante** — Riccardo Cocciante — RCA
  - 10 **View From The Ground** — America — EMI/Capitol
- Musica e Dischi

### United Kingdom

- TOP TEN 45s**
- 1 **Do You Really Want To Hurt Me** — Culture Club — Virgin
  - 2 **Pass The Dutchie** — Musical Youth — MCA
  - 3 **Zoom** — Fat Larry's Band — WMOT
  - 4 **Starmaker** — The Kids From Fame — RCA
  - 5 **Hard To Say I'm Sorry** — Chicago — Full Moon
  - 6 **Life Line** — Spandau Ballet — Reformation
  - 7 **Love Come Down** — Evelyn King — RCA
  - 8 **Annie I'm Not Your Daddy** — Kid Creole & The Coconuts — Ze
  - 9 **Jackie Wilson Said** — Dexy's Midnight Runners — Mercury
  - 10 **Love Me Do** — The Beatles — Parlophone

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





# Cash Box Top Albums/101 to 200

October 30, 1982

Rank	Album	Label	Weeks On Chart	Rank	Album	Label	Weeks On Chart	Rank	Album	Label	Weeks On Chart			
101	UTOPIA	(Network/Elektra 9 60183-1) WEA	110	4	133	I ADVANCE MASKED	8.98 ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	148	2	166	SURBURBAN VOODOO	8.98 PAUL CARRACK (Epic ARE 38161) CBS	173	8
102	TANTALIZINGLY HOT	8.98 STEPHANIE MILLS (Casablanca NBLP 7265) POL	95	13	134	THROWIN' DOWN	8.98 RICK JAMES (Gordy/Motown 6005GL) IND	101	22	167	JANET JACKSON	6.98 (A&M SP-6-4907) RCA	—	1
103	INCOGNITO	8.98 SPYRO GYRA (MCA-5368) MCA	119	3	135	WE GO A LONG WAY BACK	— BLOODSTONE (T-Neck FZ 38115) CBS	118	17	168	ALICIA	8.98 ALICIA MYERS (MCA-5181) MCA	170	5
104	WE ARE ONE	8.98 PIECES OF A DREAM (Elektra 9 60142-1) WEA	91	15	136	VANITY 6	8.98 (Warner Bros. 9 23716-1) WEA	156	5	169	HEARTBEATS AND TRIGGERS	— TRANSLATOR (415/Columbia ARC 38162) CBS	174	9
105	THE BEST LITTLE WHOREHOUSE IN TEXAS	8.98 ORIGINAL SOUNDTRACK (MCA-6112) MCA	80	13	137	PRIMITIVE MAN	8.98 ICE HOUSE (Chrysalis CHR 1390) IND	139	5	170	GWEN GUTHRIE	8.98 (Island/Atco 99004-1) WEA	172	5
106	THE REAL DEAL	— THE ISLEY BROTHERS (T-Neck FZ 38047) CBS	99	11	138	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	— WILLIE NELSON (Columbia KC 237542) CBS	134	59	171	THE BAD C.C.	8.98 CARL CARLTON (RCA AFL 1-4425) RCA	—	1
107	WIN THIS RECORD	8.98 DAVID LINDLEY (Asylum 9 60178-1) WEA	117	4	139	WALT DISNEY PRODUCTIONS' MOUSERCISE	7.98 (Disneyland 61516) IND	137	33	172	SECOND TO NUNN	8.98 BOBBY NUNN (Motown 6022) IND	179	2
108	BEAUTY AND THE BEAT	8.98 THE GO-GO'S (I.R.S./A&M SP 70021) RCA	81	66	140	BENEFACTOR	— ROMEO VOID (451/Columbia ARC 38182) CBS	114	9	173	WORLDS APART	— SAGA (Portrait ARR 38246) CBS	—	1
109	WILD NIGHT	8.98 ONE WAY (MCA-5369) MCA	123	2	141	BELLA DONNA	8.98 STEVIE NICKS (Modern/Atco MB 38139) WEA	147	64	174	YES, GIORGIO	9.98 ORIGINAL SOUNDTRACK FEATURING LUCIANO PAVAROTTI (London PDV 9001) POL	175	3
110	ALL THE BEST COWBOYS HAVE CHINESE EYES	8.98 PETE TOWNSHEND (Atco SD 38-149) WEA	106	18	142	PHYSICAL	8.98 OLIVIA NEWTON-JOHN (MCA-5229) MCA	146	53	175	GET IN ON CREDIT	8.98 TORONTO (Network/Elektra 9 60153-1) WEA	161	13
111	THE JIMI HENDRIX CONCERTS	15.98 (Reprise 9-22306-1) WEA	112	6	143	GREATEST HITS	8.98 KENNY ROGERS (Liberty LOO-1072) CAP	145	107	176	ANNE MURRAY'S GREATEST HITS	8.98 (Capitol SOO-12110) CAP	178	139
112	GREATEST HITS	8.98 DOLLY PARTON (RCA AHL 1-4422) RCA	128	4	144	ZOMBIE BIRDHOUSE	8.98 IGGY POP (Animal/Chrysalis APR 6000) IND	154	3	177	SHEFFIELD STEEL	8.98 JOE COCKER (Island/Atco IL 9750) WEA	165	17
113	IV	— TOTO (Columbia FC 37728) CBS	105	29	145	MSB	8.98 MICHAEL STANLEY BAND (EMI America ST-1707) CAP	113	9	178	SHUTTERED ROOM	8.98 THE FIXX (MCA-5345) MCA	184	3
114	HOOKED ON CLASSICS	8.98 LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	104	50	146	EDDIE MURPHY	— (Columbia FC 38180) CBS	111	13	179	DON'T SAY NO	8.98 BILLY SQUIER (Capitol ST-12146) CAP	168	10
115	WW II	8.98 WAYLON AND WILLIE (RCA AHL 1-4455) RCA	130	2	147	NOTHING TO FEAR	8.98 OINGO BOINGO (A&M SP-4903) RCA	122	14	180	GHOST IN THE MACHINE	8.98 THE POLICE (A&M SP-3730) RCA	164	54
116	FEELS SO RIGHT	8.98 ALABAMA (RCA AHL 1-3930) RCA	121	86	148	OH, JULIE	6.98 BARRY MANILOW (Arista AB 2500) IND	115	6	181	ALDO NOVA	— (Portrait ZRR 37498) CBS	158	37
117	GHOST TOWN	8.98 POCO (Atlantic 80008-1) WEA	127	3	149	MISS PIGGY'S AEROBIQUE WORKOUT ALBUM	8.98 (Warner Bros. 9 23717-1) WEA	152	4	182	I'M THE ONE	8.98 ROBERTA FLACK (Atlantic SD 19354) WEA	163	20
118	FRIEND OR FOE	— ADAM ANT (Epic ARE 3870) CBS	—	1	150	MOVING TARGET	8.98 GIL SCOTT-HERON (Arista AL 9606) IND	132	6	183	HUGHES/THRALL	— (Boulevard ARZ 38116) CBS	191	2
119	MICHAEL MARTIN MURPHEY	8.98 MICHAEL MURPHEY (Liberty LT-5120) CAP	120	8	151	TANE CAIN	6.98 (RCA AFL 1-4381) RCA	125	8	184	SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH	— FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	157	23
120	FOREVER NOW	— THE PSYCHEDELIC FURS (Columbia AREC 38261) CBS	131	3	152	PELICAN WEST	8.98 HAIRCUT 100 (Arista AL 6600) IND	129	30	185	THE NUMBER OF THE BEAST	8.98 IRON MAIDEN (Harvest ST-12202) CAP	159	30
121	THREE SIDES LIVE	10.98 GENESIS (Atlantic SD 2-200) WEA	98	19	153	SEASONS OF THE HEART	8.98 JOHN DENVER (RCA AFL 1-4256) RCA	151	34	186	CALL OF THE WEST	8.98 WALL OF VOODOO (I.R.S./A&M SP-70026) RCA	187	2
122	JUST HOOKED ON COUNTRY	— ATLANTIC POPS ORCHESTRA ... ALBERT COLEMAN, conducting (Epic FE 38154) CBS	109	10	154	KEEP IT LIVE	8.98 DAZZ BAND (Motown 6004ML) IND	126	33	187	FREEZE-FRAME	8.98 THE J. GEILS BAND (EMI America SOO-17062) CAP	180	51
123	THE MESSAGE	8.98 GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	135	3	155	KEEP ON DOING	8.98 THE ROCHES (Warner Bros. 9 23735-1) WEA	167	2	188	BREAKIN' AWAY	8.98 AL JARREAU (Warner Bros. BSK 3576) WEA	190	63
124	DREAMGIRLS	9.98 ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	108	25	156	KEEPIN' LOVE NEW	8.98 HOWARD JOHNSON (A&M SP-4895) RCA	124	14	189	FIRST TAKE	8.98 THE VALENTINE BROTHERS (Bridge BR-101936) IND	181	9
125	BRANIGAN	8.98 LAURA BRANIGAN (Atlantic SD 19289) WEA	136	9	157	STILL LIFE (AMERICAN CONCERT 1981)	9.98 THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	150	19	190	AS WE SPEAK	— DAVID SANBORN (Warner Bros. 9-23650-1) WEA	176	18
126	SPECIAL BEAT SERVICE	8.98 THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	138	2	158	OFFRAMP	8.98 PAT METHENY GROUP (ECM-12216) WEA	149	24	191	DIARY OF A MADMAN	— OZZY OSBOURNE (Jet FZ 37492) CBS	182	50
127	SCOTT BAIO	8.98 (RCA NFL 1-8025) RCA	94	12	159	RANDY MEISNER	— (Epic FE 38121) CBS	142	10	192	FANDANGO	8.98 HERB ALPERT (A&M SP-3731) RCA	192	21
128	HANK WILLIAMS, JR.'S GREATEST HITS	8.98 (Elektra/Curb 9-60193-1) WEA	140	4	160	WAITIN' FOR THE SUN TO SHINE	— RICKY SKAGGS (Epic FE 37193) CBS	162	23	193	MARSHALL CRENSHAW	8.98 (Warner Bros. BSK 3673) WEA	169	24
129	WORD OF MOUTH	8.98 TONI BASIL (Chrysalis CHR 1410) IND	141	2	161	ABOMINOG	8.98 URIAH HEEP (Mercury SRM-1-4057) POL	143	12	194	TOUGH	8.98 KURTIS BLOW (Mercury MX1-505) POL	177	5
130	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I	13.98 STEVIE WONDER (Tamla/Motown 6002TL2) IND	107	23	162	I WANT CANDY	8.98 BOW WOW WOW (RCA AFL 1-4375) RCA	160	8	195	SO EXCITED	8.98 POINTER SISTERS (Planet BXL 1-4355) RCA	195	18
131	AVALON	8.98 ROXY MUSIC (Warner Bros. 9-23666-1) WEA	116	20	163	DARE	8.98 THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA	155	21	196	LI'L SUZY	8.98 OZONE (Motown 6011ML) IND	171	9
132	HEARTBREAKER	8.98 DIONNE WARWICK (Arista AL 9609)	144	2	164	WINTER INTO SPRING	8.98 GEORGE WINSTON (Windham Hill C-1019) IND	166	11	197	THE OTHER WOMAN	8.98 RAY PARKER, JR. (Arista AL 9590) IND	198	29
					165	THE ENVOY	8.98 WARREN ZEVON (Asylum 9 60159-1) WEA	153	13	198	UNDER THE BIG BLACK SUN	8.98 X (Elektra 9 60150) WEA	183	17
										199	STREET OPERA	8.98 ASHFORD & SIMPSON (Capitol ST-12207) CAP	185	23
										200	ONE ON ONE	— CHEAP TRICK (Epic FE 38021) CBS	196	23

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	20	Crosby, Stills & Nash	29	Jackson, Jermaine	88	Mousercise	139	Romeo Void	140	Uriah Heep	161
ABC	64	Dazz Band	154	Jackson, Joe	27	Murphy, Michael	119	Ronstadt, Linda	16	Utopia	101
Aerobics (Greggains)	99	Denver, John	153	James, Rick	134	Murray, Eddie	146	Ross, Diana	25	Valentine Brothers	189
Aerobics (Miss Piggy)	149	Diamond, Neil	21,76	Jarreau, Al	188	Murray, Anne	84,176	Royal Philharmonic Orch.	114, 114	Van Halen	66
Aerosmith	44	Dire Straits	34	Jefferson Starship	82	Myers, Alicia	168	Rush	9	Vanity 6	136
Air Supply	59	Easton, Sheena	75	Jett, Joan	81,94	Nelson, Willie	38,138	Rutherford, Mike	86	Vadross, Luther	30
Alabama	40,116	English Beat	126	Joel, Billy	10	Newton, Juice	52	Saga	173	Wall Of Voodoo	186
Alpert, Herb	192	Fagen, Donald	39	John, Elton	77	Newton-John, Olivia	12,142	Sanborn, David	190	Warwick, Dianne	132
America	79	Fixx	178	Johnson, Howard	156	Nicks, Stevie	141	Santana	22	Waylon And Willie	115
Ant, Adam	118	Flack, Roberta	182	Journey	83	Nova, Aldo	181	Scorpions	7	White, Barry	97
April Wine	96	Fleetwood Mac	2	Judas Priest	31	Nunn, Bobby	172	Scott-Heron, Gil	150	Who	8
Ashford & Simpson	199	Fonda, Jane	51	King, Evelyn	36	Oingo Boingo	147	Simmons, Richard	68	Williams, Hank	128
Asia	11	Franklin, Aretha	15	Kool & The Gang	37	One Way	109	Skaggs, Ricky	67,160	Winston, George	164
Atlanta Pops Orchestra	122	Frey, Glenn	48	Lattisaw, Stacy	63	Osbourne, Jeffrey	85	Springsteen, Bruce	5	Winwood, Steve	62
Bad Company	71	Gabriel, Peter	32	Lindley, David	107	Osbourne, Ozzy	191	Spyro Gyra	103	Wonder, Stevie	130
Baio, Scott	127	Gap Band	53	Loggins, Kenny	18	Ozone	196	Springfield, Rick	87	X	198
Basil, Toni	129	Genesis	121	Loverboy	17	Parker, Ray	197	Squier, Billy	4,179	Yaz	100
Bloodstone	135	Go-Go's	23,108	Lynn, Cheryl	98	Parsons, Alan	6	Stanley, Michael	145	Zappa	56
Blow, Kurtis	194	Grand Master Flash	123	Manchester, Melissa	92	Parsons, Dolly	112	Steel Breeze	91	Zappa, Frank	184
Bow Wow Wow	162	Guthrie, Gwen	170	Manhattan Swing Orchestra	54	Pendergrass, Teddy	78	Stray Cats	19	Zevon, Warren	165
Branigan, Laura	125	Haggard & Jones	80	Manilow, Barry	148	Pieces of a Dream	104	Summer, Donna	55		
Cain, Tane	151	Haircut 100	152	McCartney, Paul	72	Plant, Robert	45	Summers & Fripp	133		
Carlton, Carl	171	Hall & Oates	46	McDonald, Michael	3	Poco	117	Survivor	42		
Carnes, Kim	119	Hendrix, Jimi	111	Meisner, Randy	159	Pointer Sisters	195	Sylvia	73		
Carrack, Paul	166	Hentley, Don	26	Men At Work	7	Police	180	.38 Special	61		
Cheap Trick	200	Hughes/Thrall	183	Metheny, Pat	158	Pop, Iggy	144	Thorogood, George	50		
Chicago	13	Human League	163	Miller, Steve	14	Psychedelic Furs	120	Time	24		
Clash	35	Ice House	137	Mills, Stephanie	102	REO Speedwagon	47	Toronto	175		
Cocker, Joe	177	Iron Maiden	185	Missing Persons	65,89	Richie, Lionel	28	Toto	113		
Costello, Elvis	85	Isley Brothers	106	Money, Eddie	33	Roches	155	Townshend, Pete	110		
Cougar, John	1	J. Geils Band	187	Motels	74	Rogers, Kenny	58,143	Translator	169		
Crenshaw, Marshall	193	Jackson, Janet	167			Rolling Stones	157				

### SOUNDTRACKS

An Officer and	57
Annie	43
Best Little Whorehouse	105
Chariots Of Fire	93
Dreamgirls	124
E.T.	90
Fast Times	60
Rocky III	69
Yes, Giorgio	174

# CASH BOX

October 30, 1982

## AROUND THE ROUTE

by Camille Compasio

Atlas Music's Ed Gensburg attended the recent national distributors meeting hosted by Rowe International at the Parsippany Hilton Hotel in Parsippany, N.J., and was quite impressed with this year's presentation. The product showing, the business session and the banquet were all very well received, Ed told us, but he personally welcomed the opportunity to tour the Rowe factory facilities in Whippany, N.J., which he considered a highlight of this year's conclave — and he's been on hand for many a Rowe annual meeting. Atlas is presently displaying the new R-87 phono and Ed anticipates a very successful run with it. During the national meeting Rowe officials noted that the firm had enjoyed a banner year in phono sales and, based on initial reaction to the R-87, a repeat performance is expected. On the subject of games — videos particularly — Atlas Music is doing superbly with the Nintendo "Donkey Kong Jr.," in both the upright and cocktail table models, according to Ed.

Bally Midwest Dist. president Jerry Marcus has really been a man on the go these past weeks, traveling constantly to attend meetings and conventions both in

(continued on page 37)



**THEME PARK ARCADE OPENS** — Atari and Marriott's Great America amusement park have joined forces to create a state-of-the-art video game arcade bedecked with neon lights, mirrored ceilings and space age interior design. Approximately 88 vid games are showcased in the fantasy fun center located at the theme park in Santa Clara, Calif., and future plans for the "Atari Video Adventure" room include a "high tech exploratorium," which will demonstrate to the public how computers work, and a retail shop where computer and electronic game products will be available for purchase.

## AMOA Announces Jukebox And Game Award Winners; Members Vote The Hits

CHICAGO — AMOA announced the winners of this year's Jukebox Awards, as determined by a full membership vote based on earning power in jukeboxes for the period of Oct. 1, 1981 through Sept. 30, 1982.

The winners are: "Abracadabra" by Steve Miller Band on Capitol, Best Rock Record of the Year; "Eye Of The Tiger" by Survivor on Scotti Bros., Best Pop Record of the Year; "Always On My Mind" by Willie Nelson on Columbia, Best Country Record of the Year;

"Ebony And Ivory" by Paul McCartney (with Stevie Wonder) on Columbia, Best Soul Record of the Year, with the award for Most Popular Artist of the Year going to RCA's Alabama.

The awards presentation will take place at the 1982 AMOA International Exposition of Games and Music banquet on Nov. 20 at Chicago's Hyatt Regency Hotel.

In a separate ballot, AMOA asked members to vote for the "most played" coin-

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# COIN MACHINE



## Wurlitzer Exec C.B. Ross Dies

CHICAGO — C.B. Ross, sales and service manager for Deutsche Wurlitzer in the factory's DeKalb, Ill. facility, died Oct. 8 of an apparent heart attack. He was attending the NAMA convention in New Orleans at the time of his death.

C.B., as he was known in the coin machine industry, was 63 years old and a veteran of 23 years with the Wurlitzer organization. He served for a number of years in the company's No. Tonawanda, N.Y., factory before relocating to DeKalb. News of his death came as a shock to his many friends and colleagues in the business.

A highly-respected member of the industry, Ross was with Wurlitzer when the firm manufactured jukeboxes in this country and remained with the company after it discontinued production in the U.S. but maintained its headquarters in Germany. He was a familiar figure at the annual AMOA convention where he manned the Wurlitzer exhibit for many years.

He is survived by his wife, Mary and daughter, Susan.

## AVMDA Meeting Is Set For Chicago

CHICAGO — The Amusement and Vending Machine Distributors Assn. (AVMDA) will hold its second general membership meeting at the Hyatt Regency in Chicago Nov. 17, one day prior to the official opening of the 1982 AMOA convention.

Guest speakers will include Dr. B. David Brooks, a behavioral scientist, who will cover "Video Games and Their Effect on Society"; Alan Adams, vice president of American National Bank and Trust Company of Chicago, who will introduce a distributor finance program; and Robert Larson of Wholesaler-Distributors Trust, who will cover the highlights of the 1981 Economic Recovery Tax Act.

Edward G. Doris, executive director of AVMDA, stated that several new programs, which will be beneficial to both the members of the association and their customers, will be introduced at the November meeting.

## Rock-Ola Holds Annual Distributors Meeting And Product Presentation

CHICAGO — Rock-Ola Manufacturing Corp. held its annual distributors meeting and product showing Sept. 8-12 at Kiawah Island under the theme of "Looking Good And Playing Great." The product emphasis was on the firm's "Eyes" video game and the Deluxe model phonograph as well as the Rock-Ola can vending machines.

Company president Donald Rockola addressed the distributor meeting, focusing his remarks on future plans the company has "in continuing its efforts to provide top-of-the-line products for the coin-op business" and total involvement in solving industry problems.

Ronald Moskal, vice president, sales, presided over the product presentation. The products featured included "Eyes," Rock-Ola's current video game; the "Deluxe" model phonograph that contains a number of graphic changes from last year's edition including a 3-dimensional effect in shades ranging from orange to midnight blue to create a colorful balance, and the company's first in-house game which was premiered exclusively for distributors and will remain under wraps for the time being.

Rock-Ola also brought back, by popular demand, according to the company, its CCC-5 and CCA-6 can vending machines that will



**PAC-MAN FEVER** — David Maroske (l), president of Bally Midway Mfg. Co., and Stan Jarocki, the firm's vice president of marketing, greet their famous video game character, "Pac-Man" at the opening of the first Bally Midway Character Licensing Conference, which was held Sept. 23-24, at the Holiday Inn O'Hare Kennedy (Cash Box Oct. 9). The event showcased approximately 500 Pac-Man products displayed by some 100 licensed manufacturers and the lineup of merchandise ran the gamut from children's products (pajamas, toys, toothbrushes, coloring books, etc.) to such adult



oriented items as cigarette lighters and cases, outer-wear emblazoned with the famous yellow character, and a stunning, solid gold and diamond necklace valued at over \$20,000. Pictured in the second photo is John Meier of Libbey Glass, with Pac-Man and Ms. Pac-Man. Meier won the contest at the Conference which entitles him to use the famous characters for a Libbey/Pac-Man promotion. The two-day event allowed the licensees the opportunity to see what their peers were doing and to observe the effect of the Pac-Man phenomenon.

## AGMA Responds To FCC Guideline Order

CHICAGO — The Amusement Game Manufacturers Assn. (AGMA) has announced that the Federal Communication Commission (FCC) recently issued an order affecting all games manufactured after Dec. 1, 1982, which requires, in general, that coin-operated electronic games be verified for compliance with FCC requirements for a Class A computing device prior to marketing.

In response to the FCC action, AGMA, as a service to its members, has produced and released an FCC Compliance Guide which answers such questions as "what are Class A standards?", "how do you verify?", "how do you set up and conduct compliance tests?", "what effect does this ruling have on imported games?", etc.

In announcing the release of this 100-plus-page document, AGMA executive director Glenn Braswell stated that "it should prove to be a valuable service to AGMA members in a continuing effort to meet the industry needs of manufacturers."

The document was produced in collaboration with the FCC, Braswell noted, and in-

dicates the "wisdom of the manufacturers' move to Washington."

The Compliance Guide was produced in limited numbers for members only; however, others wishing additional information may contact the AGMA office at 205 The Strand, Suite 3, Alexandria, Va. 22314. The phone number is (703) 548-8044.

## Tom Stroud Resigns From Cinematronics

CHICAGO — Tom Stroud, executive vice president of Cinematronics, Inc. of El Cajon, Calif., has resigned his position in order to pursue personal interests. "My five years at Cinematronics have been a crowning touch to a lifetime in this business," said Stroud. "I will never regret a second I spent there, and I will always respect the company and its management."

During his tenure at Cinematronics, Stroud headed the marketing, manufacturing and game development efforts. He became executive vice president in April 1981.

Company president Jim Pierce, speaking on behalf of Cinematronics' entire staff, commented that everyone at the firm "wishes Tom well in all his future endeavors. Tom's achievements at Cinematronics have been rewarding from both a business and personal point of view," Pierce said, adding "I hope the opportunity for Tom and I to work on a mutual project in the future presents itself."

## Coin Machine Distributors Opens New Subsidiary

CHICAGO — Coin Machine Distributors-South, Inc., a subsidiary of Coin Machine Distributors, Inc. of Elmsford, N.Y., is in the process of opening an office in Baton Rouge, La., which is currently under construction. The location will be on Industriplex Drive and opening date is scheduled for early January, 1983.

Alexander F. Kress, president of the parent company, announced that Harry L. Williamson, vice president of operations, will assume operating responsibilities for the new distributorship. "We expect to have most of the major game lines," Williamson told **Cash Box**, stressing that the Baton Rouge location will house a full service distributorship with ample facilities for warehouse, showroom, service/parts and administrative offices.

Further information may be obtained by contacting Harry Williamson at 425 Fairview Park Drive, Elmsford, N.Y. 10523 or by phoning (914) 347-3777.

## MVS Attends Second Microcomputer Fest

LOS ANGELES — MVS Amusements, Inc.-Modern Vending Sales participated in the Second Annual Microcomputer Festival at the Indianapolis Children's Museum on Sept. 25-26, which was attended by over 11,000 people. Defining video games as one of the many types of microcomputers, MVS. Modern Vending's presentation stressed the amount of research and development that goes into each video game as well as the different applications for the vid game technology.

MVS. Modern Vending's exhibits over the weekend festival included screening a shortened version of Atari's "Development of a Game" videotape; a presentation by Terry Meek from Modern's sales department, who programmed his Texas Instruments home computer to compare itself and other microcomputers with arcade electronic amusements; a display of microprocessors, logic boards and various other electronic parts of coin-operated game devices, along with full-scale "Pong," "Breakout" and "Moon Patrol" games with the backs removed for demonstration purposes; a discussion of video game play and design by programmers John Kotlarik and Harry Cline of Williams Electronics.

In addition to the sundry displays and showcases, a number of promotional items were handed out to festival attendees, such as Atari bumper stickers, Williams Electronics pens, luggage tags and flashlights and MVS helium balloons.

Albert Calderon, owner and chairman of the board of MVS amusements, Inc., remarked, "I saw a lot of eager-eyed youngsters asking questions. I was amazed by how much they knew about computers."

## CALENDAR

Oct. 25: Pennsylvania Amusement & Music Machine Assn., annual meeting; Hotel Hershey, Hershey.

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

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

1983

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

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



Rock-Ola Deluxe Phonograph

## AROUND THE ROUTE

*(continued from page 35)*

he U.S. and on foreign shores. However, we did have a few minutes of conversation in between times so that Jerry could convey the good word that business is definitely on the upswing, attributable to the prevalence of some "super" games in the marketplace. As Jerry pointed out, a "good" game has little allure with buyers these days — only the exceptional pieces are selling. The hit list at Bally Midwest includes Taito America's "Jungle Hunt," Williams' "Joist" and "Moon Patrol," Bally Midway's "Satan's Hollow," and Sega's "Pengo" and "Subroc 3D," to name a few. The distrib is currently testing the upcoming, new Gottlieb video with very satisfactory results, as Jerry stressed. Watch for it.

Dateline Springfield, N.J., where we spoke with **Tony Yula**, general manager at Mondial International, who represented the distrib at the recently-held meeting in California. Mondial is currently testing the "Tac/Scan" convert-a-game, introduced by Sega at its La Costa gathering, and anxiously awaiting delivery of "Pengo," which was also premiered there. Sega's "Subroc 3D," is doing very well, according to Tony. Mondial is also testing the new Gottlieb "Punk" pinball with very favorable results.

Continuing its series of factory service schools, Bally Midway Mfg. Co. has scheduled the following sessions for the October-November period: Oct. 15-16 (Amusement Operators of Virginia convention-Richmond, Va.); Oct. 22 (H.Z. Franz & Co.-Houston, Tex.); Oct. 26 (Wallace & Wallace-Charleston, W. Va.); Nov. 5 (Southwest Vending Sales-Brownsville, Tex.); and Nov. 10 (Godwin Distg. Co.-No. Little Rock, Ark.). A November school is also scheduled to be held at Culp Distg. Co. in Oklahoma City, with the date to be announced; and negotiations are also underway for a December school at C.A. Robinson & Co. in Los Angeles. Additionally, there'll be service classes held during the AMOA convention at the Hyatt Regency in Chicago, Nov. 18, 19 and 20. Assisting field service manager **Andy Ducay** in conducting the various sessions will be **Bob Norton** and **Kevin Moeller** of the Bally Midwest service staff.

The 1982 IAAPA convention, set for Nov. 18-20, at Bartle Hall in Kansas City, Mo. marks the 64th edition of the Parks Show, and the dates happen to be the same as those of AMOA Expo '82, which may (or may not) cause a little conflict for the manufacturers and distributors who annually participate in both conventions. At any rate, IAAPA has expanded its seminar format this year and will be initiating a number of "firsts" including an "early bird workshop" on increasing group sales efforts with **Conrad Adelman** of IBMS, Inc. as featured lecturer; and an expanded game workshop dealing with how to design a game building, improving the profit margin in game operations, tips on modernizing game operations and other pertinent topics.

## Zufall Named VP, Administration For Atari Coin-Op Unit.

LOS ANGELES — Robert B. Zufall has been promoted to the post of vice president of administration for the coin video games division of Atari, Inc. His responsibilities in the new position include employment, compensation, management development and training, and employee relations. Zufall, 39, will report to Art Gemmell, corporate vice president of administration.

Prior to his promotion, Zufall held the post of director of administration for the video game manufacturer. Before coming to Atari six months ago, he served as the director of human resources for Paul Masson Winery, a subsidiary of Seagrams, Ltd. Zufall, who earned his bachelor of science degree in Industrial Relations/Psychology from San Jose State University, lives with his family in Santa Cruz, Calif.

## Pollack Named Sales, Merchandising VP For Gottlieb & Co.

LOS ANGELES — Gilbert G. Pollack has been appointed vice president, sales and merchandising, at D. Gottlieb & Co., the amusement games subsidiary of Columbia Pictures Industries, Inc. Pollack, who's served with D. Gottlieb for a decade, joined the company as director of the personnel department and subsequently held several executive positions, most recently vice president and general manager of the firm's pinball and arcade division.

Pollack's appointment fills the void created by the resignation of Marshall Caras, vice president, marketing, who left his role at D. Gottlieb to pursue other business interests. In announcing the appointment, D. Gottlieb's president, Boyd Browne, pointed out that Pollack has been involved in many different aspects of the company's business, from product development to distribution.

## AMOA Announces Jukebox And Games Awards Winners

*(continued from page 35)*

operated games, which is a first this year, with the winners also being spotlighted at the banquet presentation. In voting, operators were instructed to base their selections on the "most successful earners" during the October '81 to September '82 period.

The winners in this category are: "Ms. Pac-Man" (Midway), Most Played Video Game; "Eight Ball Deluxe" (Bally), Most Played Pinball Game; with **Valley pool tables** winning as Most Played Other Game.

Among the nominees in the three categories were: Pac-Man (Midway), Centipede (Atari), Donkey Kong (Nintendo), Defender (Williams) and Zaxxon (Sega/Gremlin) for Most Played Video Game; Haunted House (Gottlieb), Black Hole (Gottlieb), Mr. & Mrs. Pac-Man (Bally), Alien Poker (Williams), Devil's Dare (Gottlieb), and Flight 2000 (Stern) for Most Played Pinball; and Tornado foosball, Williams shuffle alleys, Dynamo pool tables, U.S. Billiards pool tables, Sunbird's Fowl Play and kiddie rides (in general) for Most Played Other Game.

This year's awards ceremony is especially significant in that it marks the 19th year of the Jukebox Awards and the first time AMOA has presented awards for coin-operated games.

## Tago Purchases Dynamo Vid Unit

LOS ANGELES — Tago Electronics, an 18-month-old Texas-based firm, has purchased Dynamo Corporation's total interest in a video game joint venture previously entered by the two companies. Under the purchase agreement, Tago will manufacture and market all electronic video amusements previously marketed by Dynamo as well as continue to negotiate rights for other games. Tago will also assume responsibility for warranties and parts service on all previously distributed Dynamo Games.

Dynamo will no longer be involved with the video game field, instead concentrating on other markets in the coin-operated game business and putting emphasis on its pool table and soccer table lines. Senior vice president of Dynamo Thomas L. Struhs has resigned his position to serve on a full-time basis as president of Tago, which he formed in 1981.

One of Struh's first announcements as Tago president was the introduction of "The Classic Line," which consists of a master cabinet and chassis paired with an expanding assortment of "Turn-A-Profit" game change kits. Struhs pointed out that each kit contains all the instructions and components needed to simply transform the master unit from one popular

game to another, and each game in the Classic Line is licensed from major manufacturers' hits.

"The Classic Line was conceived with the operator in mind," remarked Struhs. "When you consider the substantial investment operators have in the heavy concentration of games already in the marketplace, together with the high cost of investment capital typically required to purchase these machines, and compare it to their diminishing profits, it's easy to understand why the average operator can no longer afford to invest large sums of money in new, unproven games.

"The introduction of our modular Turn-A-Profit concept now offers the operator a reasonably priced basic game plus the availability of a variety of proven hit games from several different manufacturers. . . Using the Tago concept, when the popularity of one hit game begins to decrease, the operator can purchase another Turn-A-Profit game change kit at a fraction of the cost of a new conventional game, spend about five minutes plugging in new circuit boards, changing the header and, if necessary, adapting the control panel and he has another hit game ready to begin generating profits for him."

Tago Electronics' offices are located at 1909 South Great Southwest Parkway, Grand Prairie, Tex. 75051. The phone numbers are (214) 641- or 800/527-3539.

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# THE JUKEBOX PROGRAMMER

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October 30, 1982

## POP

- 1 **WHO CAN IT BE NOW?**  
MEN AT WORK (Columbia 18-02888)
- 2 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warner Bros. 7-29933)
- 3 **GYPSY**  
FLEETWOOD MAC (Warner Bros. 7-29918)
- 4 **UP WHERE WE BELONG**  
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 5 **JACK & DIANE**  
JOHN COUGAR (Riva/PolyGram R-120)
- 6 **HEARTLIGHT**  
NEIL DIAMOND (Columbia 18-03219)
- 7 **HEART ATTACK**  
OLIVIA NEWTON-JOHN (MCA-52100)
- 8 **YOU CAN DO MAGIC**  
AMERICA (Capitol B-5142)
- 9 **DON'T FIGHT IT**  
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)
- 10 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 11 **HOLD ON**  
SANTANA (Columbia 18-03160)
- 12 **THE ONE YOU LOVE**  
GLENN FREY (Asylum 7-69974)
- 13 **EYE IN THE SKY**  
THE ALAN PARSONS PROJECT (Arista AS 0696)
- 14 **I RAN (SO FAR AWAY)**  
A FLOCK OF SEAGULLS (Jive/Arista VS102)
- 15 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 16 **PRESSURE**  
BILLY JOEL (Columbia 38-03244)
- 17 **LOVE ME TOMORROW**  
CHICAGO (Full Moon/Warner Bros. 7-29911)
- 18 **GLORIA**  
LAURA BRANNIGAN (Atlantic 4048)
- 19 **NEW WORLD MAN**  
RUSH (Mercury/PolyGram 76179)
- 20 **SOMEBODY'S BABY**  
JACKSON BROWN (Asylum 7-69982)
- 21 **NOBODY**  
SYLVIA (RCA PB-13223)
- 22 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 23 **STEPPIN' OUT**  
JOE JACKSON (A&M 2428)
- 24 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 25 **BIG FUN**  
KOOL & THE GANG (De-Lite/PolyGram DE 82200)
- 26 **MANEATER**  
DARYL HALL & JOHN OATES (RCA PB-13354)
- 27 **GET CLOSER**  
LINDA RONSTADT (Asylum 7-69948)
- 28 **VOYEUR**  
KIM CARNES (EMI America B-8127)
- 29 **I.G.Y. (WHAT A BEAUTIFUL WORLD)\***  
DONALD FAGEN (Warner Bros. 7-29900)
- 30 **WHAT'S FOREVER FOR**  
MICHAEL MURPHEY (Liberty B-1466)

## COUNTRY

- 1 **CLOSE ENOUGH TO PERFECT**  
ALABAMA (RCA PB-13294)
- 2 **YOU'RE SO GOOD WHEN YOU'RE BAD**  
CHARLEY PRIDE (RCA PB-13293)
- 3 **HE GOT YOU**  
RONNIE MILSAP (RCA PB-13286)
- 4 **WAR IS HELL**  
T.G. SHEPPARD (Warner/Curb 7-29934)
- 5 **LET IT BE ME**  
WILLIE NELSON (Columbia 18-03073)
- 6 **HEARTBROKE**  
RICKY SKAGGS (Epic 14-03212)
- 7 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B 5148)
- 8 **I WILL ALWAYS LOVE YOU**  
DOLLY PARTON (RCA PB-13260)
- 9 **LOVE'S GONNA FALL HERE TONIGHT**  
RAZZY BAILEY (RCA PB-13290)
- 10 **WE DID BUT NOW YOU DON'T**  
CONWAY TWITTY (Elektra 7-69964)
- 11 **YESTERDAY'S WINE**  
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 12 **IT AIN'T EASY BEIN' EASY**  
JANIE FRICKE (Columbia 28-03214)
- 13 **YOU AND I**  
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 14 **REDNECK GIRL**  
THE BELLAMY BROTHERS (Warner/Curb 7-29923)
- 15 **SOUL SEARCHIN'**  
LEON EVERETTE (RCA PB-13262)
- 16 **HEY! BABY!**  
ANNE MURRAY (Capitol B-5145)
- 17 **THE BIRD**  
JERRY REED (RCA PB-13355)
- 18 **TIE YOUR DREAM TO MINE**  
MARTY ROBBINS (Columbia 18-03236)
- 19 **THE BEER DRINKIN' SONG**  
MAC DAVIS (Casablanca/PolyGram 2355)
- 20 **IN THE JAILHOUSE NOW**  
WILLIE NELSON & WEBB PIERCE (Columbia 38-03231)
- 21 **I WISH YOU COULD HAVE TURNED MY HEAD**  
OAK RIDGE BOYS (MCA-52095)
- 22 **SURE FEELS LIKE LOVE\***  
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)
- 23 **THE AMERICAN DREAM**  
HANK WILLIAMS, JR. (Elektra 7-69960)
- 24 **SHE'S LYING**  
LEE GREENWOOD (MCA-52087)
- 25 **A LOVE SONG**  
KENNY ROGERS (Liberty B-1485)
- 26 **(SITTIN' ON) THE DOCK OF THE BAY**  
WAYLON & WILLIE (RCA PB-13319)
- 27 **PUT YOUR DREAMS AWAY**  
MICKEY GILLEY (Epic 14-03056)
- 28 **OPERATOR, LONG DISTANCE PLEASE\***  
BARBARA MANDRELL (MCA-52111)
- 29 **SHE CAN'T GET MY LOVE OFF THE BED**  
DOTTIE WEST (Liberty B-1479)
- 30 **I DON'T REMEMBER LOVING YOU\***  
JOHN CONLEE (MCA-52116)

## BLACK CONTEMPORARY

- 1 **777-9311**  
THE TIME (Warner Bros. 7-29952)
- 2 **IF THIS WORLD WERE MINE**  
CHERYL LYNN (Columbia 18-03204)
- 3 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 4 **BAD BOY/HAVING A PARTY**  
LUTHER VANDROSS (Epic 14-03205)
- 5 **LOVE'S COMIN' AT YA**  
MELBA MOORE (EMI America B-8126)
- 6 **BIG FUN**  
KOOL & THE GANG (De-Lite/PolyGram DE 822)
- 7 **A PENNY FOR YOUR THOUGHTS**  
TAVARES (RCA PB-13292)
- 8 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 9 **RIBBON IN THE SKY**  
STEVIE WONDER (Tamla/Motown 1639TF)
- 10 **BABY I NEED YOUR LOVING**  
CARL CARLTON (RCA PB-13292)
- 11 **GIVE ME YOUR LOVE**  
PEABO BRYSON (Capitol B-5157)
- 12 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 13 **DO SOMETHING**  
GOODIE (Total Experience/PolyGram TE 8208)
- 14 **SEXUAL HEALING**  
MARVIN GAYE (Columbia 38-03302)
- 15 **ATTACK OF THE NAME GAME**  
STACY LATTISAW (Cotillion/Atco 7-99968)
- 16 **ON THE WINGS OF LOVE**  
JEFFREY OSBORNE (A&M 2434)
- 17 **YOU DROPPED A BOMB ON ME**  
THE GAP BAND (Total Experience/PolyGram TE 8203)
- 18 **KEEP AWAY GIRLS**  
STEPHANIE MILLS (Casablanca/PolyGram NB 2354)
- 19 **CHANGE**  
BARRY WHITE (Unlimited Gold/CBS ZS5-02956)
- 20 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warner Bros. 7-29933)
- 21 **NASTY GIRL**  
VANITY 6 (Warner Bros. 7-29908)
- 22 **LET ME TICKLE YOUR FANCY**  
JERMAINE JACKSON (Motown 1628MF)
- 23 **WHAT ABOUT MY LOVE**  
JOHNNY TAYLOR (Beverly Glen BG-2002)
- 24 **YOUR PRECIOUS LOVE**  
AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29908)
- 25 **WHO'S STICKIN' IT?**  
SUNRIZE (Boardwalk NB-11-151-7)
- 26 **MAGIC IN THE MOONLIGHT**  
THE SPINNERS (Atlantic 7-89962)
- 27 **YOUNG LOVE**  
JANET JACKSON (A&M 2440)
- 28 **SHE'S JUST A GROUPIE\***  
BOBBY NUNN (Motown 1643)
- 29 **LOVE IT AWAY**  
ASHFORD & SIMPSON (Capitol B-5146)
- 30 **DO WA DITTY (BLOW THAT THING)\***  
ZAPP (Warner Bros. 7-29891)

## OPERATORS PICKS

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)  
**DIRTY LAUNDRY** — Don Henley — Asylum  
 Irene Camen (Automatic Vendors, Pierre)  
**UP WHERE WE BELONG** — Joe Cocker & Jennifer Warnes — Island  
 Gary Snortum (Cigarette Services, Inc., Appleton)  
**IT AIN'T EASY BEIN' EASY** — Janie Fricke — Columbia

## RECORDS TO WATCH

**IT'S RAINING AGAIN** — Supertramp — A&M  
**DIRTY LAUNDRY** — Don Henley — Asylum  
**YOU CAN'T HURRY LOVE** — Phil Collins — Atlantic  
**BABY, COME TO ME** — Patti Austin — Qwest  
**DO IT (LET ME SEE YOU SHAKE)** — Bar-Kays — Mercury  
**LOOPZILLA** — George Clinton — Capitol  
**THE ELVIS MEDLEY** — Elvis Presley — RCA

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### COIN MACHINES

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

**OFFERING TWELVE** new American Shuffleboard Bumper Pool coin operated \$950 value at give away price \$450 each. Phone Joe 800-638-0144. MarMatic-Baltimore, Maryland.

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

### PROFESSIONAL

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

**WE HAVE** been representing recording artists, record labels, music publishers since 1953. National promotion and distribution. Send records or tapes to, E. Saphier Record Promotion Enterprises, 1730 Losantville Road, Cincinnati, Ohio 45237.

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more. **RANDEL LOCK SERVICE**, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending

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

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**ALBUMS/SINGLE WANTED.** WE PROMOTE new talent... new material. Will also consider albums that deserve success but failed previously for lack of promotion. No charge unless we succeed. Then we share in your success. Send or album to: James Demos Associates, Suite 1-R, 316 Lexington Avenue, New NY 10016 or phone: 212-935-4662.

### MISCELLANEOUS

**ROCK PHOTOS**—Front row and off-stage color photos of over 400 rock, pop, metal, and new wave acts. Longest in the business. Highest quality. Largest selection. Send \$2 for catalog/2 samples. \$3 gets 3 samples (list 3 artists). \$4 gets 4 (list 4). Limit \$5 for 5 (list 5). List faves and alternates for samples. **Pines/Elliott Photos, Ltd.**, P.O. Box 1122, Dept. Z, Madison Square Station, New York, NY 10159.

## New Equipment

### Arctic Adventure

SEGA's latest video game, "Pengo," has whimsical video cartoon characters from the South Pole chasing fun and excitement sure to please players of all ages and sexes.

This light-hearted cartoon game combines challenging play action and



brightly colored, unique antarctic graphics with enticing musical background sounds to give players a new cartoon-pursuit adventure game.

At the start of the game the screen is filled with a field of bright blue ice blocks accompanied by alluring and humorous musical tunes. Shortly thereafter, some of the ice blocks melt away and an ice block grid appears. Inside the grid there are three randomly scattered Diamond Ice Blocks and also special flashing blocks indicating the presence of a hidden aggressor. Now the stage is set for fun and antics as the wild pursuit begins.

The slippery objective is to maneuver Pengo, the game's lovable but gallant red, white and yellow penguin hero through a series of ice block fields in a fun-filled attempt to line-up the Three Diamond Ice Blocks and yet attempting to elinate his pursuers, vividly colored, aggressive Sno-bees. The Sno-bees pursue Pengo as he goes about his task of aligning the Diamond Ice Blocks but the player must use caution and skill as the Sno-bees can deliver a critical sting upon contact.

Pengo successfully avoids the tenacious Sno-bees by maneuvering through the field without getting stung, and by rearranging the remaining ice blocks. This he does by pushing or kicking away single ice blocks or by crushing trapped ice blocks allowing him to move through the vacated space. At the same time, Pengo gains points by squashing the pursuing Sno-bees with a single sliding block of ice. When an ice block is pushed by Pengo toward a Sno-bee it will carry the bee with it and squash him up against another ice block or the wall.

### Video Mythology

The latest in-house designed and developed video game from Williams



Electronics, Inc. is called "Joust," which, for the first time, provides dual player action affording players the opportunity to challenge each other in direct, head-to-head competition or team up against a common enemy — the game itself.

The game abounds in exciting features. One person can play alone, but when two play, it becomes even more intriguing, increasing the possibility of reaching higher waves and taking on new and different challenges. The new model is geared to generate

dual earnings for the operator, according to the factory.

Players start their journey into Joust's mythological world of fantasy and fun mounted on an ostrich or a stork. Each player, manning a "flap button" and a joystick, flies his bird toward enemy riders astride buzzards and attempts to unseat them. A successful Joust scores points for the player and turns the enemy into an egg that must be picked up before it hatches into an even more dangerous adversary.

## AMOA EXPOSITION 1982

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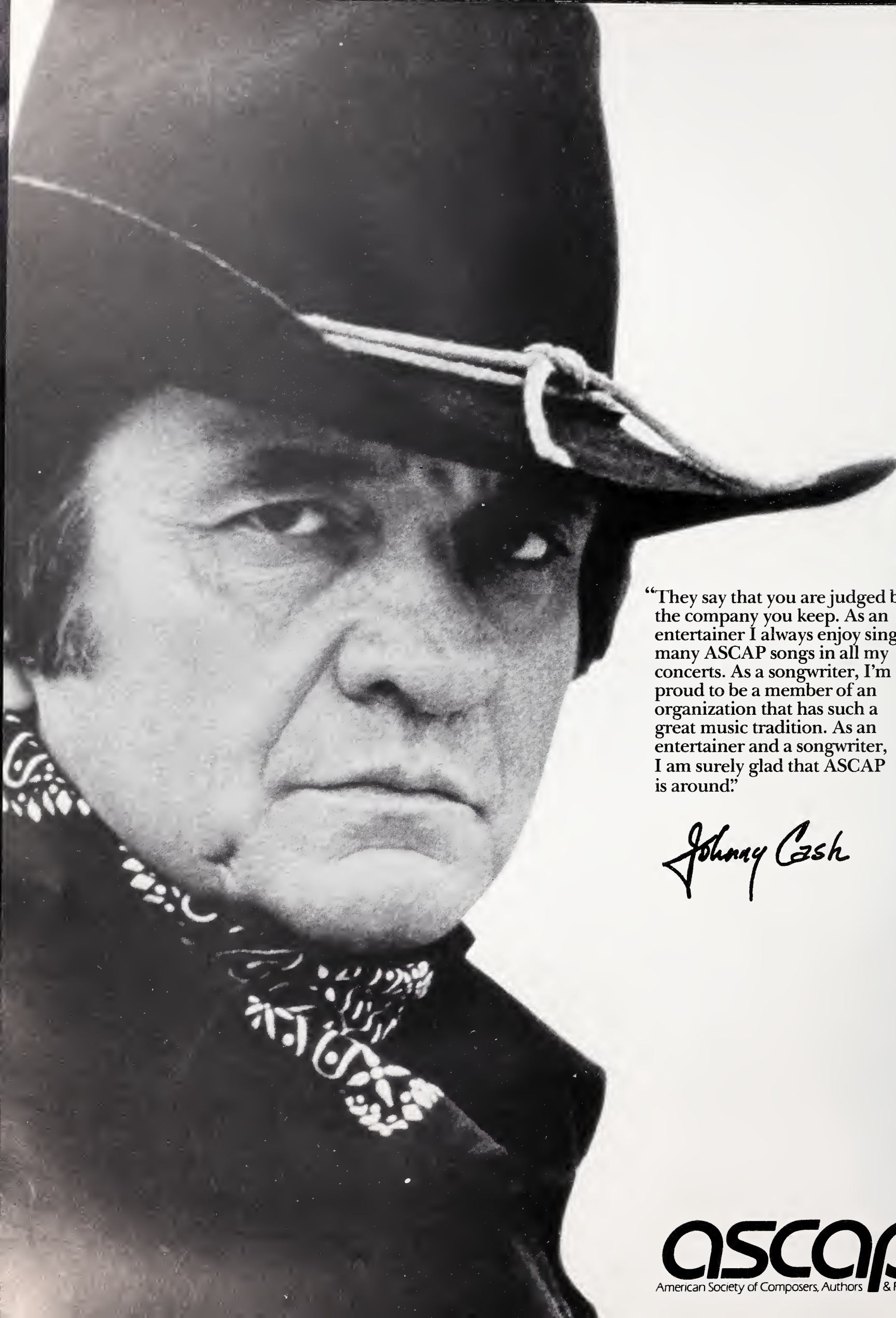
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Nashville 1982



“They say that you are judged by the company you keep. As an entertainer I always enjoy singing many ASCAP songs in all my concerts. As a songwriter, I’m proud to be a member of an organization that has such a great music tradition. As an entertainer and a songwriter, I am surely glad that ASCAP is around.”

*Johnny Cash*

**ascap**  
American Society of Composers, Authors & Publishers

THE WHITE HOUSE  
WASHINGTON

Country Music Month, 1982

I am delighted to issue this message designating October as "Country Music Month."

As a fan of country music, I welcome this opportunity to acknowledge the many unique contributions of country music to the artistic heritage of our nation. This music is inspired by the traditions, folklore, and everyday experiences of our people. It is a singularly American form of music that simply but lyrically tells the story of our lives.

"Country Music Month" promotes heightened awareness of the performing artists and talented writers who bring great enjoyment to the American people. I commend those who create country music for so thoroughly capturing the spirit of America in their work.

*Ronald Reagan*

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KLEB	WKKN	WEYY	WCMS	KORA	WDSD	KTOQ
KVOC	WCUB	KUGN	KVEG	KHEY	WGNA	WMLA
KCLF	WACT	KIKF	WOUA	KFEQ	WYTL	KBMW
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WAOU	KICE	WSDS	KUGR	WPTR	WEZQ	WHTN
WKNU	KYNN	KSJB	KPRB	WKDY	KRST	WWOM
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**ALABAMA**  
★MALE ENTERTAINER OF THE YEAR★



Three years ago, Alabama burst upon the music scene with a unique blend of country-pop stylings; today it is one of the largest concert draws on the touring circuit, breaking attendance records nearly every place it plays on the strength of its unique vocal stylings with tight harmonic interplay and hook-laden mass appeal material.

The association of Randy Owen, Jeff Cook and Teddy Gentry was established long before the group signed with MDJ Records; subsequently the band signed with RCA, and the addition of drummer Mark Herndon solidified a unit that admits the strong influence of Creedence Clearwater Revival, while retaining a distinctive country flavor. Their first three albums — "My Home's In Alabama," "Feels So Right" and "Mountain Music" — have already yielded sales in excess of six million units, and a steady stream of singles, including "Tennessee River," "Love In The First Degree," "Old Flame," "Take Me Down" and "Close Enough To Perfect," has made the group just as familiar with pop listeners.

Through it all, the band members have retained their humility and awe of success, adding to the appeal generated by their consistently infectious recordings and an energetic live show. Alabama has, thus far, been the most phenomenal success story of the eighties, and they are a perfect example of the new image country music maintains as a contemporary medium that bridges the gap between old and young.



(a division of Wildcountry, Inc.)



**RCA Records**



*John Conlee*  
AND HIS  
NEW SINGLE

**"I Don't Remember  
Loving You"**

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AND BOBBY BRADDOCK

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CLASSIC COUNTRY TRADITION ON  
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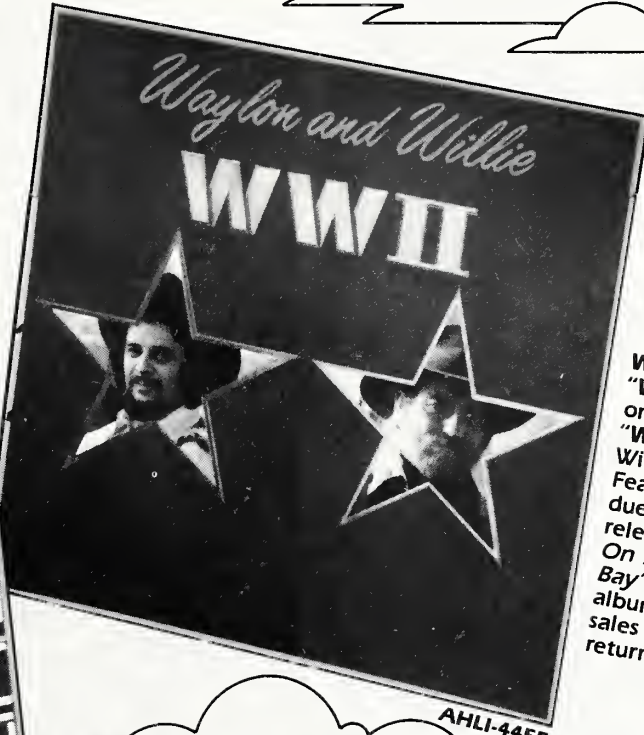
# The bigger they are...The better the fall!

RCA brings you a new fall line-up of the biggest names in Country Music...Dolly, Razy, Louise & R C, Waylon & Willie, Steve Wariner...Names that will bring record buyers into stores this fall...and keep them coming back through Christmas!



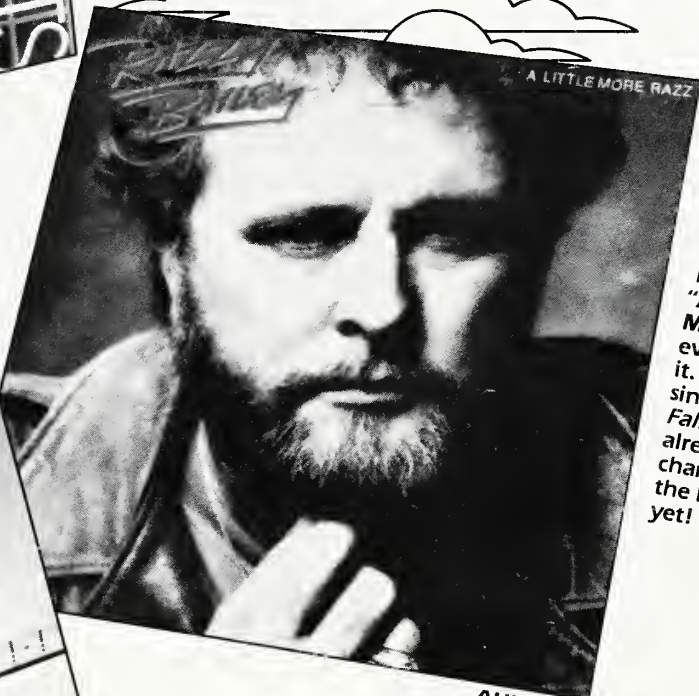
AHLI-4422

**Dolly's "GREATEST HITS"**, features twelve of her biggest, including "9 To 5", "Here You Come Again", "But You Know I Love You", and her current #1 single "I Will Always Love You" and "Hard Candy Christmas" from the smash hit movie "The Best Little Whorehouse in Texas".



AHLI-4455

**WAYLON & WILLIE "WWII"** This is the big one, alright... "WWII"! Waylon and Willie together again! Featuring powerful duets like the just released single "Sittin' On The Dock Of The Bay"...will march this album to the top of your sales charts. They have returned..."WWII".



AHLI-4423

**RAZZY BAILEY... "A LITTLE MORE RAZZ"** and everybody's ready for it. The just released single "Love's Gonna Fall Here Tonight" is already climbing up the charts, to be followed by the hottest Razy music yet!



AHLI-4154

**"STEVE WARINER"** Finally...the debut album from Steve Wariner...and it's already filled with hits... "Kansas City Lights", "By Now", "Your Memory", "All Roads Lead To You" and the latest release "Don't It Break Your Heart". **STEVE WARINER**...worth waiting for!



AHLI-4377

**LOUISE AND RC "YOU'RE MY SUPERWOMAN, YOU'RE MY INCREDIBLE MAN"**—Country music's dynamic duo is back, fighting the forces of dull music with powerful duets and super solos. "Some Of My Best Friends Are Old Songs", by Louise is currently flying high in the charts. Also includes Louise's solo "Romance" and the upcoming duet "Remember Me".

Retailers everywhere know...the bigger they are, the better the fall!

ENTERTAINER OF THE YEAR

**FEMALE**  
BARBARA MANDRELL

**MALE**  
ALABAMA

**MANAGER**

1. Irby Mandrell
2. Ken Kragen
3. Jim Halsey
4. Dale Morris
5. Gene Ferguson

**PRODUCER**

1. Tom Collins
2. Ron Chancey
3. Jim Ed Norman
4. Buddy Killen
5. Norro Wilson



# CASH BOX COUNTRY AWARD WINNERS

**COMPOSER**

1. Kye Fleming/Dennis Morgan
2. Wayland Holyfield
3. Even Stevens/David Malloy
4. Merle Haggard
5. Blake Mevis

**COMPOSER/PERFORMER**

1. Merle Haggard — Epic
2. Waylon Jennings — RCA
3. Randy Owen — RCA
4. Hank Williams, Jr. — Elektra
5. Rosanne Cash — Columbia

**INDEPENDENT RECORD COMPANY**

1. Dimension
2. Koala
3. Townhouse/Accord
4. AMI
5. NSD

**NEW RECORD COMPANY**

1. Main Street
2. ChurchIII
3. Townhouse/Accord
4. AMI
5. Primero

**PUBLISHING COMPANY**

1. Welk Group
2. Tree Group
3. CBS Songs
4. Silverline/Goldline
5. House of Gold
6. DebDave/Briarpatch
7. Cedarwood
8. Shadetree
9. Warner-Tamerlane
10. Southwest

**BOOKING AGENT**

1. Dick Blake
2. Lavender Agency
3. United Talent
4. Halsey Company
5. Chardon

**SUSTAINING ARTIST**

1. Jerry Reed — RCA
2. Michael Murphey — Liberty
3. Marty Robbins — Columbia
4. Jim Reeves/Patsy Cline — RCA/MCA
5. Osmonds — Elektra

Dear Dad,

Your expertise, wisdom, and love  
have made possible all the wonderful things  
that have happened for me.

The honors, the awards, the joys  
of performing for my great fans,  
are a result of your continuous  
work and support.

Congratulations, I'm so proud of you!

All my Love,

Barbara

**IRBY MANDRELL**

**CASH BOX MAGAZINE AWARD**

*Manager of the Year*



### MALE VOCALIST

1. Willie Nelson — Columbia
2. Hank Williams, Jr. — Elektra/Curb
3. Ronnie Milsap — RCA
4. Merle Haggard — Epic
5. Ricky Skaggs — Epic
6. Waylon Jennings — RCA
7. Don Williams — MCA
8. George Jones — Epic
9. Eddie Rabbitt — Elektra
10. T.G. Sheppard — Warner/Curb

### FEMALE VOCALIST

1. Barbara Mandrell — MCA
2. Julie Newton — Capitol
3. Rosanne Cash — Columbia
4. Emmylou Harris — Warner Bros.
5. Sylvia — RCA
6. Dolly Parton — RCA
7. Crystal Gayle — Columbia
8. Charly McClain — Epic
9. Lacy J. Dalton — Columbia
10. Terri Gibbs — MCA

# CASH BOX COUNTRY ALBUM AWARDS

### NEW MALE VOCALIST

1. Ricky Skaggs — Epic
2. David Frizzell — Warner/Viva
3. Lee Greenwood — MCA
4. George Stralt — MCA
5. Jack Grayson — Koala

### NEW FEMALE VOCALIST

1. Zella Lehr
2. Karen Brooks
3. Cindy Hurt
4. Rita Remington
5. Liz Lyndell

### DUO

1. David Frizzell/Shelly West — Warner/Viva
2. Jim Reeves/Patsy Cline — RCA/MCA
3. Bellamy Brothers — Elektra/Curb
4. Gary Stewart/Dean Dillon — RCA
5. Louise Mandrell/R.C. Bannon — RCA

### NEW DUO

1. Jim Reeves/Patsy Cline — RCA/MCA
2. Gary Stewart/Dean Dillon — RCA
3. Louise Mandrell/R.C. Bannon — RCA
4. Merle Haggard/George Jones — Epic
5. Mel Tillis/Nancy Sinatra — Elektra

### GROUP

1. Alabama — RCA
2. Oak Ridge Boys — MCA
3. Larry Gatlin & the Gatlin Brothers — Columbia
4. Charlie Daniels Band — Epic
5. Statler Brothers — Mercury/PolyGram

### NEW GROUP

1. Nashville Rhythm Section — Koala
2. Albert Coleman's Atlanta Pops — Epic
3. Snuff — Elektra

### SOUNDTRACK

1. Honeysuckle Rose — Columbia
2. The Best Little Whorehouse In Texas — MCA
3. The Night The Lights Went Out In Georgia — Mirage
4. Urban Cowboy — Full Moon/Asylum
5. Pursuit of D.B. Cooper — Polydor/PolyGram





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*It takes a lot of somebodies  
to make a "NOBODY."  
I love you all to pieces!*





### MALE VOCALIST

1. Conway Twitty — Elektra
2. Kenny Rogers — Liberty
3. Charley Pride — RCA
4. Merle Haggard — Epic
5. Hank Williams, Jr. — Elektra/Curb
6. Mickey Gilley — Epic
7. T.G. Sheppard — Warner/Curb
8. Eddie Rabbitt — Elektra
9. Ricky Skaggs — Epic
10. Don Williams — MCA

### FEMALE VOCALIST

1. Rosanne Cash — Columbia
2. Janie Fricke — Columbia
3. Charly McClain — Epic
4. Barbara Mandrell — MCA
5. Reba McEntire — Mercury/PolyGram
6. Emmylou Harris — Warner Bros.
7. Sylvia — RCA
8. Crystal Gayle — Columbia
9. Anne Murray — Capitol
10. Lacy J. Dalton — Columbia

# CASH BOX COUNTRY SINGLE AWARDS

### NEW MALE VOCALIST

1. Ricky Skaggs — Epic
2. Lee Greenwood — MCA
3. Gary Morris — Warner Bros.
4. David Frizzell — Warner/Viva
5. Kieran Kane — Elektra

### NEW FEMALE VOCALIST

1. Kippi Brannon — MCA
2. Cindy Hurt — Churchill
3. Helen Cornelius — Elektra
4. Diane Pfeifer — Capitol
5. Karen Taylor — Mesa

### DUO

1. Bellamy Brothers — Elektra/Curb
2. Kendalls — Mercury/PolyGram
3. Waylon Jennings/Willie Nelson — RCA
4. David Frizzell/Shelly West — Warner/Viva
5. Emmylou Harris/Don Williams — Warner Bros.

### NEW DUO

1. Emmylou Harris/Don Williams — Warner Bros.
2. Jim Reeves/Patsy Cline — RCA/MCA
3. Merle Haggard/George Jones — Epic
4. Louise Mandrell/R.C. Bannon — RCA
5. Gary Stewart/Dean Dillon — RCA

### GROUP

1. Alabama — RCA
2. Oak Ridge Boys — MCA
3. Statler Brothers — Mercury/PolyGram
4. Larry Gatlin & the Gatlin Brothers — Columbia
5. Roger Miller/Willie Nelson/Ray Price — Columbia

### NEW GROUP

1. Roger Miller/Willie Nelson/Ray Price — Columbia
2. Younger Brothers — MCA
3. Calamity Jane — Columbia
4. Tennessee Express — RCA
5. Wright Brothers — Warner Bros.