

# CASHBOX

December 19, 1981

NEWSPAPER

\$2.75



Gene Watson

# 10 NEW REASONS TO PARTICIPATE AT MIDEM SPECIAL 82

Palais des Festivals - Cannes France

- 1 Save time and money**  
Shorter duration: five days concentrated into one working week; Monday 25th through Friday 29th January 1982.  
Air and accomodation rates: special prices with up to 40 % off standard rates.
- 2 Video tunes into music**  
We've heard your artists - now let's see them!  
Top-quality video equipment available to MIDEM participants:  
- Video and television screens installed on all stands;  
- TV projectors and videorooms in the Palais des Festivals for non-stop screening of productions.
- 3 Display of the latest technology**  
On the theme "From video to digital", presentation and demonstration of videodiscs, compact discs and digital equipment.
- 4 Consolidate today and prepare for tomorrow: round tables**  
A unique event where industry specialists will be face-to-face with outside experts, economists, sociologists., to debate current problems and to redefine the future of your profession.
- 5 Star-studded galas and concerts**  
- Creation of the "MIDEM Awards", presented to artists and groups in recognition of "Success of the Year 1981".  
- "World Trophies", awarded in the presence of the artists to the best "Video Clip" productions.
- 6 Exceptional contacts: heads of variety entertainment from radio and television invited to Cannes by MIDEM**  
A unique opportunity to present your artists and productions to the entertainment programmers and producers of the world's leading radio and television stations.
- 7 Data bank of catalogues available on a country-by-country basis**
- 8 International information and contacts center**
- 9 International legal center, advice on audio and video rights**
- 10 Prices unchanged**  
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MIDEM SPECIAL 82

# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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SUBSCRIPTION RATES \$110 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. ©Copyright 1981 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

## EDITORIAL An Early Christmas

The announcement last week that CBS and PolyGram had committed to the "Gift of Music" institutional advertising campaign proposed by the National Assn. of Recording Merchandisers (NARM) was the best Christmas gift that could have been given to the music industry. The NARM plan, which has been designed to benefit *everyone* in the industry, must certainly go ahead now.

The addition of CBS and PolyGram means that along with WEA Corp., Warner Bros., Elektra/Asylum, Atlantic and the Capitol/EMI America/Liberty Group, four of the six majors and the top two companies have joined to support the cause. Independents Boardwalk, A&M, Alfa, Chrysalis and Ranwood have also come aboard. How much longer before the rest join the common cause?

In light of the changing nature of the music industry and the national economy, **Cash Box** feels

the NARM plan is the most logical (and equitable) to take back what markets have been lost and gain new ones. This cooperative program — involving all segments of the industry, from retail to radio to distributors to labels to artists — is the most positive step the industry has undertaken on its own behalf in years.

Times have changed. The music industry is entering a new age, an age where it will have to compete effectively with others catering for the consumers' leisure time. Instead of the hype and hustling of the old days, the music industry will have to compete on a totally professional level with businesses run by Ivy League accountants and Madison Avenue moguls.

That is the key element of the NARM plan. If the music industry can join together for a common cause, **Cash Box** believes there will eventually be a bright future for all.

# NEWS HIGHLIGHTS

- Canadian artists protest changes in income tax laws (page 7).
- CBS and PolyGram endorse NARM institutional advertising campaign (page 7).
- Kenny Rogers' "Through The Years" and "Tonight Tonight" by Bill Champlin (new and developing artist) are the top **Cash Box** Singles Picks (page 11).
- Fatback's "Gigolo" and "Never Say Never" by Romeo Void (new and developing artist) are the top **Cash Box** Album Picks (page 13).

TOP POP DEBUTS		
<b>SINGLES</b>	76	<b>SOMEWHERE DOWN THE ROAD</b> — Barry Manilow — Arista
<b>ALBUMS</b>	122	<b>YOUR WISH IS MY COMMAND</b> — Lakeside — Solar/Elektra

<b>POP SINGLE</b>
<b>PHYSICAL</b> Olivia Newton-John MCA
<b>B/C SINGLE</b>
<b>LET'S GROOVE</b> Earth, Wind & Fire ARC/Columbia
<b>COUNTRY SINGLE</b>
<b>STILL DOIN' TIME</b> George Jones Epic
<b>JAZZ</b>
<b>BREAKIN' AWAY</b> Al Jarreau Warner Bros.

## NUMBER ONES



George Jones

<b>POP ALBUM</b>
4 Foreigner Atlantic
<b>B/C ALBUM</b>
<b>RAISE</b> Earth, Wind & Fire ARC/Columbia
<b>COUNTRY ALBUM</b>
<b>FEELS SO RIGHT</b> Alabama RCA
<b>CLASSICAL</b>
<b>PERHAPS LOVE</b> Placido Domingo CBS

# CASH BOX TOP 100 SINGLES

December 19, 1981

	Weeks On Chart	12/12
1 <b>PHYSICAL</b> OLIVIA NEWTON-JOHN (MCA-51182)	1	12
2 <b>WAITING FOR A GIRL LIKE YOU</b> FOREIGNER (Atlantic 3868)	2	11
3 <b>LET'S GROOVE</b> EARTH, WIND, & FIRE (ARC/Columbia 18-02536)	3	12
4 <b>OH NO</b> COMMODORES (Motown M 1527F)	4	14
5 <b>I CAN'T GO FOR THAT (NO CAN DO)</b> DARYL HALL & JOHN OATES (RCA PB-12357)	14	6
6 <b>YOUNG TURKS</b> ROD STEWART (Warner Bros. WBS 49843)	7	10
7 <b>WHY DO FOOLS FALL IN LOVE?</b> DIANA ROSS (RCA PB-12349)	8	10
8 <b>EVERY LITTLE THING SHE DOES IS MAGIC</b> THE POLICE (A&M 2371)	6	13
9 <b>DON'T STOP BELIEVIN'</b> JOURNEY (Columbia 18-02567)	10	8
10 <b>HARDEN MY HEART</b> QUARTERFLASH (Geffen GEF 49824)	12	10
11 <b>TROUBLE</b> LINDSEY BUCKINGHAM (Asylum E-47223)	13	9
12 <b>COMIN' IN AND OUT OF YOUR LIFE</b> BARBRA STREISAND (Columbia 18-02621)	16	6
13 <b>TURN YOUR LOVE AROUND</b> GEORGE BENSON (Warner Bros. WBS 49846)	17	9
14 <b>YESTERDAY'S SONGS</b> NEIL DIAMOND (Columbia 18-02604)	15	7
15 <b>PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA PB-12296)	5	17
16 <b>LEATHER AND LACE</b> STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7341)	19	9
17 <b>HOOKED ON CLASSICS</b> LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)	23	8
18 <b>CENTERFOLD</b> THE J. GEILS BAND (EMI America A-8102)	26	7
19 <b>MY GIRL (GONE, GONE, GONE)</b> CHILLIWACK (Millennium/RCA YB-11813)	20	13
20 <b>TAKE MY HEART</b> KOOL & THE GANG (De-Lite/PolyGram DE 815)	22	11
21 <b>OUR LIPS ARE SEALED</b> GO-GO'S (I.R.S./A&M IR-9901)	21	17
22 <b>THE SWEETEST THING (I'VE EVER KNOWN)</b> JUICE NEWTON (Capitol P-A-5046)	24	10
23 <b>SOMEONE COULD LOSE A HEART TONIGHT</b> EDDIE RABBITT (Elektra E-47239)	27	6
24 <b>HERE I AM</b> AIR SUPPLY (Arista AS 0626)	9	14
25 <b>START ME UP</b> ROLLING STONES (Rolling Stones/Atlantic RS 21003)	11	18
26 <b>SHAKE IT UP</b> THE CARS (Elektra E-47250)	33	5
27 <b>UNDER PRESSURE</b> QUEEN & DAVID BOWIE (Elektra E-47235)	29	7
28 <b>COOL NIGHT</b> PAUL DAVIS (Arista AS 0645)	30	7
29 <b>WOULDN'T HAVE MISSED IT FOR THE WORLD</b> RONNIE MILSAP (RCA PB-12342)	31	9
30 <b>THE OLD SONGS</b> BARRY MANILOW (Arista AS 0633)	18	11
31 <b>ARTHUR'S THEME (BEST THAT YOU CAN DO)</b> CHRISTOPHER CROSS (Warner Bros. WBS 49877)	25	19
32 <b>WAITING ON A FRIEND</b> ROLLING STONES (Rolling Stones/Atlantic RS 21004)	41	3

	Weeks On Chart	12/12
33 <b>SHE'S GOT A WAY</b> BILLY JOEL (Columbia 18-02628)	42	5
34 <b>CASTLES IN THE AIR</b> DON McLEAN (Millennium/RCA YB-11819)	38	9
35 <b>COME GO WITH ME</b> THE BEACH BOYS (Caribou/CBS ZS5 02633)	43	5
36 <b>STEAL THE NIGHT</b> STEVIE WOODS (Cotillion/Atlantic 46016)	39	11
37 <b>WRACK MY BRAIN</b> RINGO STARR (Boardwalk NB7-11-130)	37	7
38 <b>YOU COULD HAVE BEEN WITH ME</b> SHEENA EASTON (EMI America P-A-8101)	45	4
39 <b>HEART LIKE A WHEEL</b> THE STEVE MILLER BAND (Capitol P-A-5068)	28	8
40 <b>LIVING EYES</b> BEE GEES (RSO/PolyGram RS 1067)	40	7
41 <b>LEADER OF THE BAND</b> DAN FOGELBERG (Full Moon/CBS 14-02647)	55	4
42 <b>NEVER TOO MUCH</b> LUTHER VANDROSS (Epic 14-02409)	32	12
43 <b>TAKE IT EASY ON ME</b> LITTLE RIVER BAND (Capitol P-A-5057)	54	3
44 <b>WORKING FOR THE WEEKEND</b> LOVERBOY (Columbia 18-02589)	49	6
45 <b>LET ME LOVE YOU ONCE</b> GREG LAKE (Chrysalis CHS 2571)	51	5
46 <b>MORE THAN JUST THE TWO OF US</b> SNEAKER (Handshake WS9 02557)	50	6
47 <b>JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM (A&M 2357)	36	19
48 <b>KEY LARGO</b> BERTIE HIGGINS (Kat Family WS9-02524)	52	7
49 <b>NO REPLY AT ALL</b> GENESIS (Atlantic 3858)	34	13
50 <b>LOVE IS ALRIGHT TONITE</b> RICK SPRINGFIELD (RCA PB-13008)	62	3
51 <b>IF I WERE YOU</b> LULU (Alfa ALF-7011)	56	5
52 <b>MY KINDA LOVER</b> BILLY SQUIER (Capitol P-A-5037)	57	5
53 <b>TWILIGHT</b> ELO (Jet/CBS ZS5 02559)	44	9
54 <b>THE NIGHT OWLS</b> LITTLE RIVER BAND (Capitol P-A-5033)	35	18
55 <b>SWEET DREAMS</b> AIR SUPPLY (Arista AS 0655)	78	2
56 <b>THE THEME FROM HILL STREET BLUES</b> MIKE POST featuring LARRY CARLTON (Elektra E-47186)	46	18
57 <b>I'VE DONE EVERYTHING FOR YOU</b> RICK SPRINGFIELD (RCA PB-12166)	48	18
58 <b>POOR MAN'S SON</b> SURVIVOR (Scotti Bros./CBS ZD5 02560)	53	10
59 <b>LOVE IN THE FIRST DEGREE</b> ALABAMA (RCA PB-12288)	69	4
60 <b>WHEN SHE WAS MY GIRL</b> THE FOUR TOPS (Casablanca/PolyGram NB 2338)	47	18
61 <b>SUPER FREAK (PART 1)</b> RICK JAMES (Gordy/Motown G7205F)	59	20
62 <b>SEA OF LOVE</b> DEL SHANNON (Network/Elektra NW-47951)	75	3
63 <b>I WANT YOU, I NEED YOU</b> CHRIS CHRISTIAN (Boardwalk NB7-11-126)	58	12
64 <b>FALLING IN LOVE</b> BALANCE (Portrait/CBS 24-02608)	70	4
65 <b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. WBS 49842)	74	4
66 <b>ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	61	25

	Weeks On Chart	12/12
67 <b>ALL OUR TOMORROWS</b> EDDIE SCHWARTZ (Atco/Atlantic 7342)	84	2
68 <b>LITTLE DARLIN'</b> SHEILA (Carrere/CBS ZS5 02564)	79	3
69 <b>ANYONE CAN SEE</b> IRENE CARA (Network/Elektra NW-47950)	73	4
70 <b>MAGIC POWER</b> TRIUMPH (RCA PB-12298)	60	12
71 <b>TALKING OUT OF TURN</b> THE MOODY BLUES (Threshold/PolyGram TR603)	64	7
72 <b>SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)</b> CARL CARLTON (20th Century-Fox/RCA TC-2488)	67	18
73 <b>CLOSER TO THE HEART</b> RUSH (Mercury/PolyGram 76124)	80	3
74 <b>WKRP IN CINCINNATI (MAIN THEME)</b> STEVE CARLISLE (MCA 51205)	81	5
75 <b>BLAZE OF GLORY</b> KENNY ROGERS (Liberty P-A-1441)	68	5
76 <b>SOMEWHERE DOWN THE ROAD</b> BARRY MANILOW (Arista AS 0658)	—	1
77 <b>KEEPING OUR LOVE ALIVE</b> HENRY PAUL BAND (Atlantic 3883)	85	2
78 <b>FEEL LIKE A NUMBER</b> BOB SEGER & THE SILVER BULLET BAND (Capitol P-A-5077)	—	1
79 <b>A WORLD WITHOUT HEROES</b> KISS (Casablanca/PolyGram NB 2343)	86	2
80 <b>"MAIN THEME FROM CHARIOTS OF FIRE"</b> VANGELIS (Polydor/PolyGram 2189)	89	2
81 <b>FOR YOUR EYES ONLY</b> SHEENA EASTON (Liberty P1418)	66	22
82 <b>CONTROVERSY</b> PRINCE (Warner Bros. WBS 49808)	77	9
83 <b>SAUSALITO SUMMERNIGHT</b> DIESEL (Regency RY 7339)	63	15
84 <b>COULD IT BE LOVE</b> JENNIFER WARNES (Arista AS 0611)	88	2
85 <b>I HEARD IT THROUGH THE GRAPEVINE</b> ROGER (Warner Bros. WBS 49786)	82	9
86 <b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWE49854)	—	1
87 <b>IT'S MY PARTY</b> DAVE STEWART AND BARBARA GASKIN (Platinum PR-4)	90	3
88 <b>LOVE IS LIKE A ROCK</b> DONNIE IRIS (MCA-51223)	—	1
89 <b>SOUTHERN PACIFIC</b> NEIL YOUNG & CRAZY HORSE (Reprise RPS49870)	—	1
90 <b>THOSE GOOD OLD DREAMS</b> CARPENTERS (A&M 2386)	—	1
91 <b>I'M JUST TOO SHY</b> JERMAINE JACKSON (Motown M 1525F)	87	8
92 <b>PROMISES IN THE DARK</b> PAT BENATAR (Chrysalis CHS-2555)	71	12
93 <b>TRYIN' TO LIVE MY LIFE WITHOUT YOU</b> BOB SEGER (Capitol P-A-5042)	65	15
94 <b>WE'RE IN THIS LOVE TOGETHER</b> AL JARREAU (Warner Bros. WBS 49746)	72	21
95 <b>STEP BY STEP</b> EDDIE RABBITT (Elektra E-47174)	76	22
96 <b>YOU SAVED MY SOUL</b> BURTON CUMMINGS (Alfa ALF-7008)	83	15
97 <b>THE COWBOY AND THE LADY</b> JOHN DENVER (RCA PB-12345)	93	8
98 <b>HARD TO SAY</b> DAN FOGELBERG (Full Moon/Epic 14-02488)	91	17
99 <b>LA LA MEANS I LOVE YOU</b> TIERRA (Boardwalk NB7-11-129)	95	9
100 <b>SAY GOODBYE TO HOLLYWOOD</b> BILLY JOEL (Columbia 18-02518)	92	15

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

All Our Tomorrows (ATV/Schwartzcake)	67	Heart Like A Wheel (Sailor Music — ASCAP)	39	more than Just (ShellSongs — BMI/Sneaker — BMI/Homegrown — BMI)	46	Super Freak (Jobete & Stone City — ASCAP)	61
Anyone Can See (Carub Poon's — ASCAP/Fedora — BMI)	69	Here I Am (Al Gallico/Turtle — BMI)	24	My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.)	19	Sweet Dreams (Careers/Bestell Reynolds — BMI/Riva Music, Ltd. (PRS))	55
Arthur's (Living/Woolnough/Unichappell/Begonia—BMI—New Hidden Valley/Pop 'n' Roll/WB — ASCAP)	31	I Can't Go (Fust Buzza/Hot-Cha Six Continents — BMI)	17	My Kinda Lover (Songs Of The Knight — BMI)	52	Take It Easy On Me (Colgems-FMI — ASCAP)	43
A World Without (KISS — ASCAP/Undercut/Metal Machine — BMI)	79	If I Were You (Blackwood + Fullness Music — BMI)	51	Never Too Much (Uncle Ronnie's — ASCAP)	42	Take My Heart (Delightful/Second Decade — BMI)	20
Blaze Of Glory (House Of Gold Music — BMI)	75	I Heard It (Stone Agate/Division — BMI)	85	No Reply (Hit & Run/Admin. by Pun — ASCAP)	49	Talking Out Of (WB — ASCAP)	71
Breakin' Away (Al Jarreau/Desperate/Garden Reke — BMI)	65	I'm Just Too (Black Stallion — ASCAP)	91	Oh No (Jobete + Commodores Ent. — ASCAP)	4	The Cowboy (House Of Gold — BMI)	97
Castles In The Air (Mayday/Benny Bird — BMI)	34	I Want You (Marvin Gardens/Home Sweet Home/Bug & Beer — ASCAP/John C. Crowley — BMI)	63	Our Lips (Gotown/Plagent Visions — ASCAP)	21	The Night Owls (Colgems-EMI — ASCAP)	54
Centerfold (Center City — ASCAP)	18	It's My Party (World Song — ASCAP)	87	Physical (Stephen A. Kipner/April/Terry Shaddick — ASCAP/BMI)	1	The Old Songs (W.B./Upward Sprle — ASCAP)	30
Closer To The Heart (Core — ASCAP/CAPAC)	73	I've Done Everything (Warner-Temerlane-BMI)	57	Poor Man's Son (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP)	58	Theme: Hill St. Blues (MGM Music — ASCAP)	56
Come Go With Me (Gil/See Bee Music — BMI)	35	I Wouldn't Have (PI-Gem — BMI/Chess — ASCAP)	29	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI)	15	The Sweetest (Sterling/Addison St. — ASCAP)	22
Comin' In (Songs Of Bandier-Koppelman/Lenders-Whiteside/Emanuel — ASCAP)	12	Keeping Our Love (Sienna — BMI/WB Music/Easy Action — ASCAP)	47	Promises In The Dark (Rare Blue/Big Tooth/Nell Gerald — ASCAP)	92	Those Good Old (Almo/Sweet Harmony/Hemmer & Nails — ASCAP)	90
Controversy (Ecnirp — BMI)	82	Key Largo (Jen-Lee — ASCAP/Cheppell — ASCAP/Lowery — BMI)	48	Sausalito Summernight (Southern — ASCAP)	83	Titles (Spheric B.V./WB Music — ASCAP)	80
Cool Night (Webb IV — BMI)	28	La La Means (Mighty Three/Bellboy — BMI)	99	Say Goodbye To Hollywood (Blackwood — BMI)	100	Trouble (Now Sounds — BMI)	11
Could It Be Love (Gee Sharp — BMI)	84	Leader Of The (Hickory Grove Admin. By April Music — ASCAP)	41	Sea Of Love (Fort Knox — TEK — BMI)	62	Tryin' To Live (Happy Hooker — BMI)	93
Don't Stop Believin' (Weed High Nightmere — BMI)	9	Leather And Lace (Welsh Witch — BMI)	16	Shake It Up (Lido Music — BMI)	26	Turn Your Love (Garden Reke — BMI/Rehtakul Veets/JSH — ASCAP)	13
Endless Love (PGP/Brockman/Intersong — ASCAP Administered)	66	Let's Groove (Saggfire/Yougoulei — ASCAP pend.)	3	She's Got A Way (April/Impulsive — ASCAP)	33	Twilight (April Music — ASCAP)	53
Every Little Thing (Virgin — Admin. In U.S. by Chappell — ASCAP)	8	Let Me Love You (Peso — BMI/Almo — ASCAP)	45	She's A Bad Mama Jeme (Jim/EOD — BMI)	72	Under Pressure (BMI Queen Ltd./Beechwood/Bewlay Bros./Fleur Ltd.)	27
Falling In Love (Daksel — BMI)	64	Little Darlin' (Land of Dream — ASCAP)	68	Someone Could (Briarpatch/DebDave — BMI)	23	Waiting For A (Somerset/Evansongs — ASCAP)	2
Feel Like (Gear — ASCAP)	78	Living Eyes (Gibb Bros. — BMI)	40	Somewhere Down (ATV/Mann & Well Songs/Snow — BMI)	76	Waiting On A Friend (Colgems-EMI — ASCAP)	32
For Your Eyes (United Artists — ASCAP)	81	Love In The First (House Of Gold — BMI)	59	Southern Pacific (Silver Fiddle — ASCAP)	89	We're In This (Blackwood/Magic Castle — BMI)	94
Harden My Heart (Narrow Dude/Bonnie Bee Good/Geffen Kaye — ASCAP)	10	Love Is Alright (Robie Porter — BMI)	50	Start Me Up (Colgems-EMI — ASCAP)	25	When She Wes My (MCA — ASCAP)	60
Hard To Say (Hickory Grove Admin. By April Music — ASCAP)	98	Love Is Like (Bema — ASCAP)	88	Steal The Night (Sunrise/Stepshot/Vinyl — BMI)	36	Why Do Fools (Petricle Music — BMI)	7
		Magic Power (Triumphsongs — CAPAC)	70	Step By Step (Briarpatch/DebDave — BMI)	95	WKRP In Cinn. (MTM/Fest Fede — ASCAP)	74



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

**#1 FOR FIVE WEEKS IN THE U.K.**

**750,000 SINGLES SOLD**

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## CASH BOX SPOTLIGHTS

# MUSIC PUBLISHING

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

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# CASH BOX NEWS

## MGM/CBS Sets 'First Run' Video Rental Program

by Fred Goodman

NEW YORK — MGM/CBS Home Video will enter the videocassette rental market Feb. 1. The announcement was made jointly by Cy Leslie and Peter W. Kuyper, co-chairmen of MGM/CBS Home Video, at a press conference held here last week.

Tagged "First Run Home Video Theater," the program will feature titles recently in theatrical release, but never on broadcast or cable television. The featured titles will not be available for sale until after the expiration of a four month lease period, and will be released at the rate of one title per month. The program's first offering will be *Tarzan The Ape Man*.

A national distribution network of 27 distributors will offer the program to retailers at a cost of \$60 per cassette, with terms of the agreement running one year. Authorized retailers will be required to lease at least one cassette per month. An average customer rental charge of five dollars is projected, with a \$100 consumer deposit required on each rental. All retailers involved in the program will be furnished with point-of-purchase light boxes and display stands, which they will be required to display.

All titles available through the First Run Home Video Theater will be packaged in

(continued on page 17)

## Deregulation Bills Meet Resistance At House Hearing

by Larry Riggs

NEW YORK — Hearings on three broadcasting deregulation bills before the House Telecommunications subcommittee took an unexpected turn Dec. 9 when two key congressmen voiced strong opposition and said they were in opposition to the measures. Both congressmen, Tim Wirth (D.-Colo.), chairman of the subcommittee, and John Dingell (D.-Mich.), chairman of the Commerce Committee, criticized the nearly free hand the bills would give to broadcasters in the areas of commercial time limits, cooperation with public interest groups, the fairness doctrine and equal time provisions of the Communications Act of 1934 and licensing procedures.

While Rep. Wirth has been a strong and vocal critic of the deregulation bills, Rep. Dingell's opposition to the measures came as a surprise. Characterizing the measures as "unregulation," Dingell expressed the view that the bills would allow broadcasters to hold "government licenses for the exclusive and highly profitable use of a scarce and valuable public resource in perpetuity, without accountability."

HR 4726, introduced by Rep. Al Swift (D.-Wash.), aims to establish a point system for broadcasters to meet public interest requirements; end ascertainment, commercial time limits and logging; and extend TV licenses for 10 years. The other two HR 4780 and 4781, would eliminate the fairness doctrine and equal time provisions and end a station's obligation to open its facilities to representatives of specific causes.

**Opposition Expected**

Reacting to Dingell's comments, Scott Johnson, legislative assistant to Rep. Swift, discounted the degree of Dingell's opposition to Swift's bill. "My boss knew that Dingell would weigh in with his comments, but I don't think his views are all that different from Swift's," Johnson said. Nor did

(continued on page 14)



**SHAKIN' IN BOSTON** — Extending hearty hometown hospitality to Fiektra/Asylum recording group *The Cars*, the Boston WEA branch threw a festive preview/party celebrating the group's new LP, "Shake It Up." In addition to label personnel, numerous local radio staffers also attended. Pictured are (l-r): Tom Jodka, Boston local promotion, E/A; Joey Carvello, WXKS/Boston; Mel Fuhrman, East Coast GM, E/A; Ted Edwards, MD, WCOZ/Boston; Don Dumont, Boston branch manager, WEA; Ric Ocacek of the group; Rick Aiden, Northeast regional promotion director, E/A; Bill Berger, Northeast regional marketing director, E/A; Dennis O'Malley, Boston/Cleveland regional marketing director, E/A; and Greg Hawkes of the group.

## AFM Membership Ratifies New Two-Year Contract For Albums, Tapes

by Michael Glynn

NEW YORK — Members of the American Federation of Musicians (AFM) approved a new two-year contract last week with U.S. and Canadian record companies, calling for an overall wage scale increase of eight percent in the first year and an additional seven percent in the second year. The pact, which was ratified by a margin of 1,653 to 201, also provides for an upward adjustment in both LP and tape packaging allowances, as well as free goods allowances, adding to the labels' contributions to the AFM's Musical Performance Trust and Special Payments Funds. The contribution formula will be based on a maximum suggested retail list price of \$3.98 per LP, under the contract, while on singles, no contribution will be required until sales of an individual record surpass 100,000.

"We were very pleased (with the new contract), principally because we were able to maintain the musical performance trust fund and the special payments fund, in addition to achieving a wage increase," said Victor Fuentealba, president of the AFM. "Naturally, we would've been happy to get more, but we were quite satisfied with what we got."

Fuentealba stated that AFM members took into consideration the argument of the labels that sales "have been somewhat off" for the past 18 months, "and, that vinyl packaging and printing costs have all risen." Members "also had to take into account the general state of the economy so

## CBS, PolyGram Endorse NARM Advertising Plan

NEW YORK — CBS and PolyGram Records have become the latest companies to announce their support of the National Assn. of Recording Merchandisers (NARM) "Give the Gift of Music" institutional advertising campaign. The latest commitments leave RCA and MCA as the only major labels yet to announce support for the program.

In announcing the support of CBS and PolyGram, NARM executive vice president Joe Cohen expressed confidence that the commitments meant there was "no stopping the program. We're very happy," he added. An announcement is expected next week concerning the formation of an ad-

(continued on page 15)

## Canadian Artists Protest Changes In Income Tax Laws

by Kirk LaPointe

OTTAWA — Canada's most prominent pop music managers say their clients will be forced to move abroad if income tax incentives that were deleted in the Nov. 12 federal budget aren't reintroduced.

Saying that their clients cannot endure the elimination of income-averaging annuity contracts — in which income can be deferred, and taxes paid, over a period of up to 15 years — a group of six successful managers were expected to send a delegation this week to meet with Pierre Buseres, Minister of State for Finance.

Five of the six — representing such Canadian pop music acts as Rush, Loverboy, April Wine, Bruce Cockburn and Prism — met in Toronto on Nov. 26 to commission a draft proposal calling for the reinstatement of the income-averaging scheme.

A sixth manager, Leonard Rambeau — whose clients include Anne Murray and Frank Mills — is known to support the action. Gordon Lightfoot's manager may join the group protesting the new tax measures by the time it meets with federal officials and Buseres.

"It used to be that accountants were looking for ways to keep Canadian performing artists in Canada," said Bruce Allen, whose stable of acts includes Loverboy, Red Rider, Bryan Adams and Prism. "Now, our artists are asking them to look for ways to help them leave."

**Necessary Protection**

The six managers, whose rosters bring into Canada an estimated \$100 million in income each year, say the new measures put the Canadian performer at a disadvantage. They say that since an artist's income cannot be predicted from year to year, deferral schemes are needed as a form of protection against the massive successes a performer can have in a short time.

Under the new federal proposal (the budget has not yet passed debate in the House of Commons), artists will be able to defer income for up to three years under a system known as forward averaging. In essence, forward averaging makes performers pay taxes (usually at the highest rate of 50%) on the income immediately. But in subsequent years, performers qualify for

(continued on page 18)



**WELCOME** — Robox recording artist Dobie Gray (l) was recently greeted by ole Saint Nick during a taping of the The First Annual Turner Family Christmas Card Show, which will air over the Atlanta cable superstation WTBS on Dec. 17. Gray will perform his tune "Decorate The Night" from his "Welcome Home" LP.

# Indies, Racks See Late Sales Surge During Holiday Season

## Indies Confident About Prospects For Christmas

by Fred Goodman

NEW YORK — Although initially off to a sluggish start, independent distributors surveyed by **Cash Box** report that an unprecedented last-minute buying spree by retailers is turning their expectations for the holiday season around. Citing a surge in deep catalog titles, strong interest in traditional seasonal items like gospel and children's records, the continued demand for 12" dance records and a smattering of hit product on independent labels, many distributors are brightening their Christmas outlooks.

"This last week we've been absolutely busy as hell," said Clayton Pasternack, president of the Cleveland-based Action Music Sales, Inc., which services accounts from western New York to the Midwest. "Normally, we're like this in October and November right through Thanksgiving. But it seems that all of the retailers and a lot of the sub-distributors have really held back this year and are buying right at the last minute. It means everything could be nuts right up to the last minute and business could be very good. It was only okay in October and slightly better in November, and the figures had been down from preceding years for most people."

While distributors are unable to put their finger on exactly what's spurring the late surge, speculation touched on an improved cash situation for retailers, late releases from independent labels and last minute hits.

### Strong Catalog Action

With some retailers reporting Thanksgiving weekend business up by as much as 25% over last year (**Cash Box**, Dec. 12), store buyers may be hurrying to order catalog items they originally felt they'd have to pass up this year. The projected emphasis on hit products for this Christmas was expected to hit independents the hardest. "Catalog has always been our life's bread and butter," said David Nives, New York branch manager for Rounder Distribution. "It's certainly not new releases."

The present industry-wide cash crunch has also affected the independent manufacturers in some very direct ways, causing something of a lag this year in new product, which may have slowed this year's sales patterns. "A lot of our labels didn't have enough money to press during the rest of the year," said Nives. "They've finally got the money, and a lot of their records are coming out now."

(continued on page 15)

## Hits, Budget Titles Spark Rack Activity

by Michael Martinez

LOS ANGELES — The abundance of superstar product and additional sales momentum generated from budget and specialty lines provided healthy post Thanksgiving weekend sales and brightened an otherwise gloomy November sales picture for rack jobbers, according to a **Cash Box** survey.

Those contacted reported that Thanksgiving week sales were even with or slightly up over last year, noting that most consumers waited until after the holiday to begin Christmas purchasing.

In addition to the quality of the product, many rack jobbers contacted said that more aggressive merchandising, advertising and sales programs accounted for consistent store traffic for most of the racks' accounts.

Despite competition with other leisure-time products — most notably video game cartridges — and the dearth of consumers' disposable dollars, the racks ventured to predict that the sales momentum developed over the post-Thanksgiving weekend would carry on through the Christmas season.

The consumer interest in titles by acts such as Foreigner, Journey, Alabama, and the Rolling Stones, according to the racks, in addition to the substantial interest in Christmas product by such artists as Kenny Rogers, Barbra Streisand and Johnny Mathis, would aid the holiday sales picture.

Reporting that the greatest sales jump occurred on the weekend after Thanksgiving, Dick Williamson, president of the rack division of Amarillo-based Western Merchandising, said that the weekend's sales were up 35% over the same weekend last year. He additionally noted, contrary to other racks, that sales for the calendar year leading up to that weekend were up 17% over the same period the previous year, a development he called "a surprise."

"We expected a sales lull, but it never materialized," said Williamson, "So we're surprised and pleased. We look forward to good Christmas sales."

Williamson noted that in addition to several frontline titles doing well, "the midlines, along with cutouts, did very well this year."

Though he was unable to determine how well midlines fared in the overall sales picture, Harold Okinow, president of Minneapolis-based Lieberman Enterprises, said that there was greater volume

(continued on page 18)



Jerry Sharell

## Sharell Named To Head Promotion At Elektra/Asylum

LOS ANGELES — Jerry Sharell has been named to the position of senior vice president/promotion at Elektra/Asylum in a restructuring of the top promotion positions. Sharell will assume responsibility for all of E/A's promotion activities in his new post.

In another move, Burt Stein, E/A vice president/promotion, will take over album promotion activities for the label, in addition to added responsibilities in the areas of artist development and special projects.

Commenting on the restructuring of the promotion operation at the label, E/A chairman Joe Smith said, "Sharell's long experience with Elektra/Asylum in many departments uniquely qualifies him to take over the complex area of record promotion

(continued on page 12)

## UA Music Meet Set

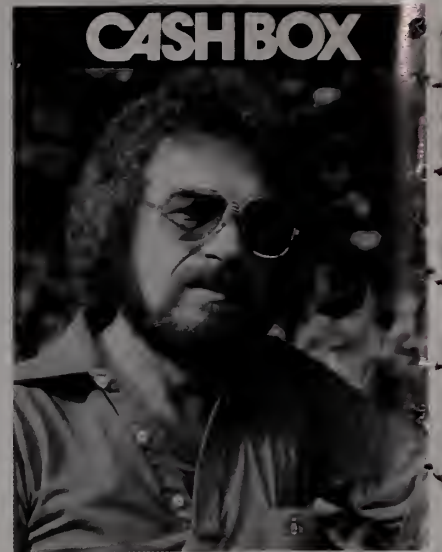
NEW YORK — On Dec. 15, key executives and senior professional managers from all of the U.S. offices of United Artists Music will convene at the organization's Los Angeles headquarters for four days of national meetings. Chaired by UA Music president Harold Seider, the convention will focus on the theme "Further Utilization of the Music Copyright in the '80s."

Commenting on the convention's focus, Seider stated that "during 1981 we implemented new marketing and organizational strategies to supplement the traditional music publishing practices. Now, we feel that we have developed a special working expertise which will enable us to explode our copyrights in virtually every aspect of the fast-changing entertainment and communications fields."

### Priority Programs

A major portion of the conference will be

(continued on page 15)



When a Gene Watson record comes on the radio or jukebox, there is no doubt in anyone's mind that here is a country artist who is not attempting to cross over to the pop charts. Even if crossover may be the popular thing to do, Watson cares not for the non-country side of life. His distinctive nasal twang and the lyrical content of his songs have pure country indelibly stamped all over them. But that's the way MCA's Watson likes it.

Born in Palestine, Texas and raised in nearby Paris, Watson entered the country music business by way of an auto body repair shop in Houston. By the time he quit this job and entered the music business on a full time basis in 1974 — with Capitol Records — Watson was an expert mechanic. He tackled the recording business with much the same verve by concentrating on the area of the business he knew best — country music. For years, he had been a fan of the idiom and almost through osmosis had picked up on the little idiosyncrasies that make a hit record. He was also decided on his own vocal style — as pure country as you can get. In a world of crossovers, Watson is one of maybe a handful of newer country artists who are true country purists.

With Capitol, Watson experienced five years of solid success, which continued at a rapid pace when he moved to MCA. From his first national hit, "Love In The Hot Afternoon," through a string of charting singles, including "Paper Rosie," "Where Love Begins" and "Farewell Party," to his most current MCA release, "Fourteen Carat Mind," which is currently #3 bullet on the **Cash Box** Country Singles chart this week, Watson has remained a solid contender in the bid for chart action.

But as important as chart action and airplay may be, Watson also places a great deal of emphasis on his tour schedule, where he can meet his fans face to face. His schedule this year was so heavy, in fact, that he purchased an expensive new touring bus to help ease the weariness of road life.



**ALABAMA IN NEW YORK** — Capping off a year as one of country music's hottest acts, RCA recording group Alabama and singer Earl Thomas Conley recently completed a mini-tour of major market rock venues that included the Country Club in L.A., the Bottom Line in New York and the Center Stage in Detroit. At the Bottom Line show, Alabama was presented with platinum records for its "Feels So Right" LP. Pictured are (l-r): Mike Bece, director, national singles pop promotion, RCA; Conley; Mark Herndon, Alabama; Mike Shalett, manager, eastern pop promotion, RCA;



Susan Wax, manager, national singles pop promotion, secondary markets, RCA; Teddy Gentry and Mark Owen, Alabama; John Betancourt, division vice president, pop promotion, RCA; Jeff Cook, Alabama; and Tim McFadden, manager, country regional promotion, RCA, at the RCA headquarters in New York; and Joe Galante, division vice president, marketing, RCA Nashville; Owen; Herndon; Cook; Bob Summer, president, RCA; Gentry; and Jerry Bradley, division vice president, Nashville operation, RCA, at the presentation of the platinum awards.

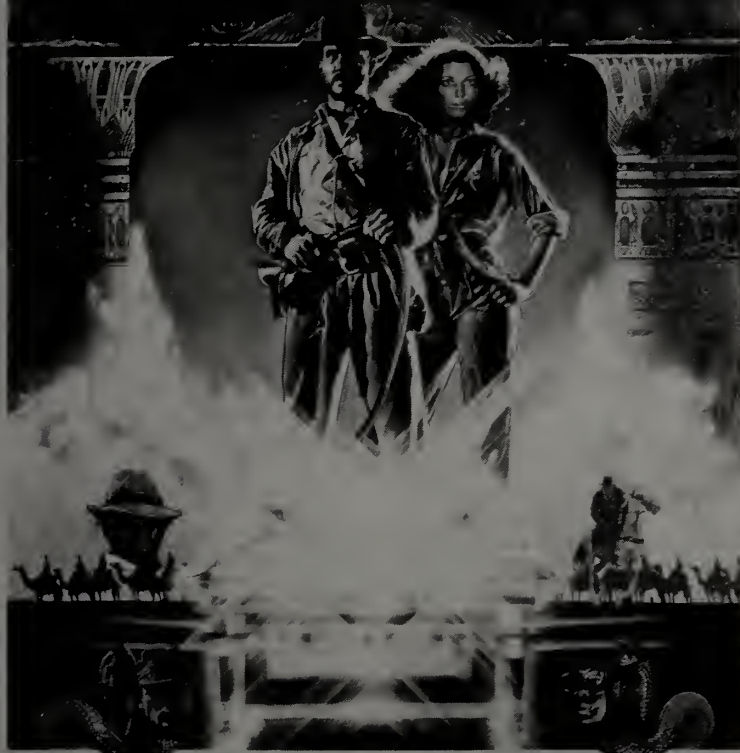
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## NEW FACES TO WATCH



### Dave Stewart and Barbara Gaskin

When Waterloo (London) keyboardist Dave Stewart teamed up with singer Barbara Gaskin to cover Lesley Gore's 1963 hit "It's My Party," the duo viewed the project as little more than a lark. After all, the two had been playing, both separately and together, in numerous avant garde, progressive and folk rock combos throughout northern England since the early '70s. Little did they know that "It's My Party," released in the U.K. on the Stiff label, would hold the #1 position in the U.K. for five weeks and sell more than 750,000 copies in the process before tiny L.A.-based Platinum Records picked it up for the U.S.

"Quite honestly, when I recorded ('It's My Party') I thought, 'this could be a laugh,'" says Stewart now. "I've never made a record with the intention of coming up with a marketable piece of product."

Stewart was far to the left of most musical groups of his day, in fact, playing with such obscure bands as Uriel and Egg before joining the Canterbury cuit group Hatfield and The North. In 1974, he met Gaskin for the first time when she joined Hatfield and The North as a Northette, the band's backing vocalists. According to Stewart, the two also played some gigs as part of "a musical collective" called The Ottawa Company, which was made up of members of Henry Cow and Egg.

Prior to joining Hatfield and The North, Gaskin had played in a U.K. folk/rock band called SPIROGYRA for five years. She ventured to Japan and India for a time after her tenure as a Northette, returning to England in '78. After playing in yet another Anglo cult band, National Health, Stewart joined drummer Bill Bruford's progressive rock combo Bruford and rang up Gaskin when they need a backing vocalist for a recording session.

After that, the two kept in touch and when Stewart was looking for a vocalist to help him re-make Jimmy Ruffin's 1966 classic "What Becomes Of The Brokenhearted," Gaskin recommended former Zombie Colin Blunstone. Slowly but surely, the record, first released on Stewart's own Broken label, started to happen and eventually Stiff picked it up. It hit #13 on the U.K. charts, and Stewart was soon looking for a follow-up.

"I didn't want to use anyone else to play on the record," notes Stewart. "I wanted to do it all myself, since it was based around a Prophet 5 synthesizer and electronic drums. But when I cut 'What Becomes Of The Brokenhearted,' I thought of Barbara and decided to use her."

According to Stewart, the skeletal backing (instrumental) track for "It's My Party" was laid down in a mere three hours, and he kept the guide track for most of the vocal on the finished version. In all, it took about "four or five days to tidy up and mix it," says Stewart, and the record's success speaks for itself.

Now on a promo tour of the U.S. in support of the single, Stewart and Gaskin say they plan to begin recording a full LP in early January for a March release, but they want to "steer clear of lots of oldies" for the time being and continue experimenting with an all-electronic sound.



### The Bendeth Band

During his 10-year musical career, David Bendeth has crossed the musical spectrum. Beginning as a heavy metal rock guitarist, he eventually drifted into playing a Jeff Beck-style jazz fusion guitar and now writes smooth black contemporary music for his own seven-man group. Their album, "The Bendeth Band," was recently released on Ensign Records in the U.S. by RCA.

The English-born Bendeth moved to Toronto as a pre-teenager, but returned at 17 to pursue his career in a more lively music scene. "It was '72 or '73 and a lot of things were happening," says the band-leader. "The Marquee was still open, and there just seemed to be a lot more opportunity for the kind of things that I wanted to do." Adding that he first became interested in music listening to Hank Marvin and the Shadows on the radio, Bendeth said he learned to play guitar from listening to Eric Clapton and Richie Blackmore.

After working in a Piccadilly Circus record shop for half a year, Bendeth landed a job playing guitar in a club called Speakeasy.

Bendeth went back to Canada two years later. "I left in 1974 because it had become economically impossible to live there with all those strikes happening," says Bendeth. "When I came back to Canada, there was nothing happening just like when I left."

But England had broadened him. "Going over there, I got turned on to a different scene, and I guess I became a lot more open," he says. "In Canada, someone played 'Bitches Brew' and Herbie Hancock's 'Headhunters' album, and that kind of turned my head around — to think as a guitar player and a writer I could play in a different idiom from three chord rock!"

Soon thereafter, Bendeth formed a jazz-rock fusion band, Hotshot. "It sort of died a slow one, so I moved to Montreal, which is a little more cosmopolitan," says Bendeth. He then began playing with a band called Boule Noir.

Boule Noir was invited to play at a jazz festival in Marseille, France in the spring of 1976.

Bendeth then returned to Canada for a few months, but went to New York again to play with White at Mikells. Soon thereafter, he teamed up with Tony Sylvester formerly of the Main Ingredient, to record his songs with White, drummer Billy Cobham and bassist Marcus Miller. "We got about eight or nine demos happening but we ran out of money," says Bendeth. "So I went back to Canada and got signed by Epic here." Those songs made up the bulk of his first album, "Adrenalin". "I did a 12" on it called 'Feel the Real,' which in 1979 went to #1 in England on the soul and disco charts.

Bendeth had now caught the eye of Nigel Grainge, managing director of Ensign Records, who had launched the Boomtown Rats. "He said, 'Let's do some singles and see what happens,' and we went in and cut four sides and finished the album, which was called 'Just Dessert,'" recalls Bendeth.

"The Bendeth Band" is a remixed version of "Just Dessert," according to Bendeth. The group is also planning to tour. "I want to approach it from a whole different angle," says Bendeth. "A lot of black bands have no identity, and I want to establish one for a band that's going to be around for the next 10-15-20 years."

## ASCAP Wins In In-Store Radio Airplay Lawsuit

NEW YORK — In a long-awaited ruling clarifying certain provisions of the 1976 Copyright Act, the U.S. Court of Appeals for the Second Circuit ruled in favor of the American Society of Composers, Authors and Publishers (ASCAP) in a case centered on the playing of radio broadcasts over loudspeakers in a commercial establishment. The Court, on Nov. 30, affirmed a lower court ruling that The Gap clothing chain was guilty of copyright infringement for playing ASCAP music on the radio over loudspeakers in its various outlets.

The Court's decision emphasized that all but the most minimal radio uses of music in commercial establishments require licenses from ASCAP or its members. It also pinpoints the size of the establishments that would qualify for exemption under the the law.

After the 1976 copyright law went into effect, The Gap refused to enter into an ASCAP license and a lawsuit for copyright infringement was begun. On Feb. 3, 1981, Judge Lee P. Gagliardi of the United States District Court for the Southern District of New York decided that The Gap had engaged in copyright infringement.

Judge Gagliardi cited the *Congressional Report* in explaining the statute and its emphasis on the size of the establishment in determining when a license is not needed — the Act's "outer limit" acceptable is 620 square feet, the size of the establishment in the 1975 "Aiken" case before the Supreme Court. The Gap, a well-known nationwide chain of 420 clothing stores, averages 3,500 square feet per store.

The Gap appealed, joined by the National Retail Merchants Assn., and just one week after the case was argued, the Second Circuit affirmed Judge Gagliardi's decision (without issuing a formal opinion of its own).

The 1976 Copyright Act, which went into effect Jan. 1, 1978, generally requires commercial establishments using radio-over-speakers to be licensed. It provides a very limited exemption for places that use a "single receiving apparatus of a kind commonly used in private homes," but only if the broadcasts are not "further transmitted to the public."

"After the new Copyright Law was enacted, ASCAP's field offices began vigorous efforts to license radio-over-speaker uses," ASCAP president Hal David said. "We are pleased that the courts have laid down a clear-cut interpretation of the law which confirms our members' right to license these commercial uses of music."



**NO SECRETS** — Warner Bros. songstress Carly Simon (l) was in Los Angeles recently on a promotional tour in support of her new album, "Torch." On a brief visit to the Cash Box West Coast offices, she took time out to huddle with president and publisher George Albert.

## Ninth American Music Awards Set For Jan. 25

LOS ANGELES — The ninth annual American Music Awards will originate live from the Shrine Auditorium in Los Angeles on ABC-TV Jan. 25. Scheduled to air from 9-11 p.m., the Dick Clark Teleshows production will be produced by Al Schwartz and directed by Jeff Margolis.

Nominations for the awards, which will be announced later in the month, are in three categories — pop/rock, country and soul. Each category will feature five awards — Favorite Male and Female Vocalist, Favorite Group, Favorite Album and Single.

Winners are determined by votes cast by a cross section of the American record-buying public as polled via ballot by the Herbert Altman Communications Research, Inc. firm. Names of nominees are compiled from year-end charts of the major industry trade publications. Results of the voting, tabulated by the Peat, Marwick & Mitchell accounting firm, are kept secret until envelopes are opened during the live presentation ceremonies.

Additionally, a special Award Of Merit will be presented to a member of the musical community for outstanding contributions, over a long period of time, to the musical entertainment of the American public. Previous recipients have been Bing Crosby, Ella Fitzgerald, Irving Berlin, Chuck Berry, Perry Como, Berry Gordy Jr., Benny Goodman and Johnny Cash.

## B-52's Get Gold

LOS ANGELES — "Wild Planets," the debut Warner Bros. LP by the B-52's, was recently certified gold by the RIAA, signifying sales of 500,000 units.

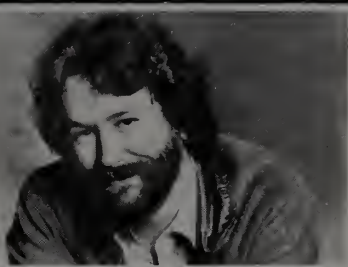


**FOR EVERYMAN** — An all-star line up featuring Jackson Browne, Stephen Stills, Joe Walsh, Flo and Eddie and The Hollywood Rock 'n' Roll Revue was on hand at the Country Club in Reseda, Calif. Nov. 12 to raise funds for anti-nuke coalition The Alliance For Survival.

## NEW AND DEVELOPING ARTISTS

## NEW AND DEVELOPING ARTISTS

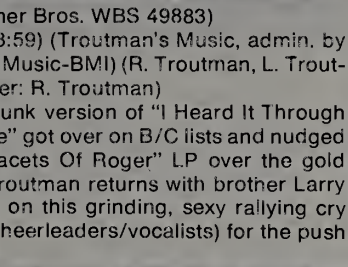
**BILL CHAMPLIN** (Elektra E-47240)  
**Tonight Tonight** (3:47) (Irving Music, Inc./Foster Frees Music Inc./X-Ray Music — BMI) (D. Foster, R. Kennedy, B. Champlin) (Producer: D. Foster)  
 Champlin, a Grammy Award winner with David Foster for Earth, Wind & Fire's "After The Love Has Gone," adapts the Foster-Ray Kennedy composition "My Everlasting Love" (recorded by Kennedy for his ARC/Columbia release), adds some of his own lyrics and comes up with a strong EW&F-like tune. Count on immediate B/C, pop response.



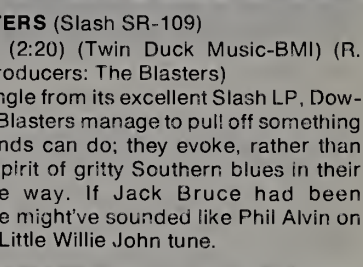
**LUTHER VANDROSS** (Epic 14-02658)  
**Don't You Know That ?** (4:03) (Uncle Ronnie's Music Co., Inc.-ASCAP) (L. Vandross) (Producer: L. Vandross)  
 Former backing singer Vandross scored a direct hit on both the pop and B/C charts with the title track from his now-gold "Never Too Much" LP. Nat Adderly, Jr. and Paul Riser help out in contributing the slick pop/R&B arrangements here, as commercial as anything E,W&F or George Benson have done.



**ROGER** (Warner Bros. WBS 49883)  
**Do It Roger** (3:59) (Troutman's Music, admin. by Bumbershoot Music-BMI) (R. Troutman, L. Troutman) (Producer: R. Troutman)  
 His electrofunk version of "I Heard It Through The Grapevine" got over on B/C lists and nudged "The Many Facets Of Roger" LP over the gold mark. Now, Troutman returns with brother Larry of Zapp fame on this grinding, sexy rallying cry (with female cheerleaders/vocalists) for the push to platinum.



**THE BLASTERS** (Slash SR-109)  
**I'm Shakin'** (2:20) (Twin Duck Music-BMI) (R. Toombs) (Producers: The Blasters)  
 On this single from its excellent Slash LP, Downey, Calif.'s Blasters manage to pull off something very few bands can do; they evoke, rather than revive, the spirit of gritty Southern blues in their own unique way. If Jack Bruce had been American, he might've sounded like Phil Alvin on this honkin' Little Willie John tune.



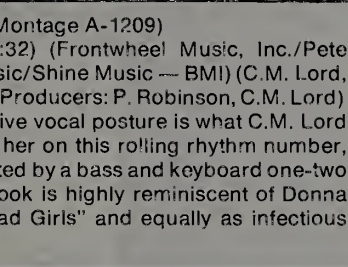
**PETER CETERA** (Full Moon/Warner Bros. FMS 49885)  
**Livin' In The Limelight** (4:20) (Double Virgo Music-ASCAP) (P. Cetera) (Producer: P. Cetera)  
 After all those years as a charter member of Chicago, Cetera knows of what he sings on "Livin' In The Limelight." The bassist/vocalist's larger-than-life rock sound here is as contemporary as anything Billy Squier or Loverboy has put out and equally as commercial. Crank it up, pop and AOR.



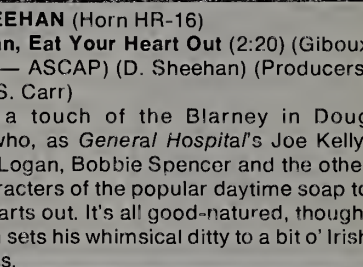
**DENROY MORGAN** (Becket BKA-45--8A)  
**Sweet Tender Love** (3:49) (Planetary Music Publ. Corp./Denroy Music — ASCAP/Bert Reid Music — BMI) (D. Morgan, B. Reid, R. Miller) (Producer: B. Reid)  
 From light female backup singing to the hot brass punctuations and funk rhythm drive, Denroy Morgan's latest single has much more of a mainstream R&B/dance feel than the reggae-imbued club hit, "I'll Do Anything For You."



**C.M. LORD** (Montage A-1209)  
**Flashback** (3:32) (Frontwheel Music, Inc./Pete Robinson Music/Shine Music — BMI) (C.M. Lord, P. Robinson) (Producers: P. Robinson, C.M. Lord)  
 An aggressive vocal posture is what C.M. Lord has going for her on this rolling rhythm number, nicely supported by a bass and keyboard one-two punch. The hook is highly reminiscent of Donna Summer's "Bad Girls" and equally as infectious for B/C.



**DOUG SHEEHAN** (Horn HR-16)  
**Annie Logan, Eat Your Heart Out** (2:20) (Giboux Publishing — ASCAP) (D. Sheehan) (Producers: J. Haskell, S. Carr)  
 There's a touch of the Blarney in Doug Sheehan, who, as *General Hospital's* Joe Kelly, tells Annie Logan, Bobbie Spencer and the other female characters of the popular daytime soap to eat their hearts out. It's all good-natured, though, as Sheehan sets his whimsical ditty to a bit o' Irish 'n' bluegrass.



## FEATURE PICKS

## HITS OUT OF THE BOX

## CHRISTMAS RECORDS

**LAKESIDE** (Solar S-47954)  
**I Want To Hold Your Hand** (4:55) (Duchess Music Corp. — BMI) (J. Lennon, P. McCartney) (Producers: Lakeside)  
 Lakeside has created a stirring ballad arrangement for the Beatles' "I Want To Hold Your Hand" that would do both the Fab Four and Otis Redding proud. This excellent rendition is the best tribute to the memory of John Lennon we've heard yet.

**DR. JECKYLL & MR. HYDE** (Profile Pro-5004)  
**Genius Rap** (4:39) (Meterd Music, Inc. — ASCAP) (Tom Tom Club) (Producer: E. Matthew)  
 The Tom Tom Club's single "Genius Of Love" has been out only a couple of weeks and there's already two cover versions, one by Grandmaster Flash and the Furious Five, and this rapper by a duo named Jeckyll and Hyde.

**FREDDIE AND THE FISHSTICKS** (MCA MCA-51224)  
**Elvis Imitator** (2:16) (Big Ears Music/Red Pajamas Music/Pierce Arrow Music — ASCAP/BMI) (S. Goodman, M. Smith) (Producer: not listed)  
 It may not be a hell of an Elvis imitation, but it's a funny Jimmy Buffett send-up of Elvis "simulations" in a comedic "live" performance. The most ironic aspect of the record is that Elvis' old backing band, the Jordanaires, play as the Fishsticks.

**JUDY COLLINS** (Elektra E-47243)  
**Memory** (3:40) (The Really Useful Co., Ltd./Faber Music Ltd., c/o Koppelman-Bandier Music Corp. — BMI) (A.L. Webber, T.S. Eliot, T. Nunn)  
 Any song featuring an adaptation of verse by T.S. Eliot combined with music and lyrics by Andrew Lloyd (*Evita*, *Jesus Christ Superstar*) Webber has got to be unusual... and that this is.

**BUCKNER & GARCIA** (Columbia 18-02673)  
**Pac-Man Fever** (3:54) (BGO Music, Inc.-ASCAP) (J. Buckner, G. Garcia) (Producers: J. Buckner, G. Garcia)  
 An enterprising duo down Atlanta way has come up with an appropriately electronic paean to the latest craze in video games, Pac-Man. This pop/R&B cut has already sold 100,000 copies (and more) to juke box operators.

**KENNY ROGERS** (Liberty A-1444)  
**Through The Years** (4:24) (Peso Music/Swanee BRAVO! Music-BMI) (S. Dorff, M. Panzer) (Producer: L. B. Richie, Jr.)

**THE JACKSONS** (Epic AE7 1352)\*  
**Medley: a) I Want You Back b) ABC c) The Love You Save** (3:01) (Jobete Music Co., Inc.-ASCAP)  
 \* (for DJs only-not for sale)

**BARRY MANILOW** (Arista AS 0658)  
**Somewhere Down The Road** (3:46) (ATV Music Corp./Mann and Weil Songs, Inc./Snow Music-BMI) (T. Snow, C. Weil) (Producer: B. Manilow)

**DIANA ROSS** (Motown M 1531 F)  
**My Old Piano** (3:41) (Chic Music, Inc.-BMI) (B. Edwards, N. Rodgers) (Producers: B. Edwards, N. Rodgers)

**BRUCE SPRINGSTEEN** (Columbia AE7 1332)  
**Santa Claus Is Coming To Town** (4:29) (Leo Feist Inc.-ASCAP) (J.F. Coots, H. Gillespie) (Producers: B. Springsteen, M. Appel, J. Iovine)

**ANNE MURRAY** (Capitol SPRO-9723)  
**Christmas Medley: Silver Bells, I'll Be Home For Christmas, Winter Wonderland** (3:58) (No Publisher Listed) (A.J. Livingston, R. Evans, B.W. Kent, K. Gannon, C.F. Bernard, D. Smith) (Producer: J.E. Norman)

**JOHN PRINE** (Oh Boy! OB-1)  
**I Saw Mommy Kissing Santa Claus** (3:05) (Regent Music Corp.-BMI) (T. Connor) (Producers: J. Rooney, J. Grochmal, J. Prine)

**FOGHAT** (Bearsville PRO-S-1002)  
**All I Want For Christmas Is You** (3:24) (Pevwrite Music-ASCAP) (D. Peverett) (Producer: N. Jameson)

**BOB & DOUG MCKENZIE** (Mercury 76133)  
**Twelve Days Of Christmas** (3:08) (McKenzie Brothers Music-PRO Canada) (Public Domain) (Producer: M. Giacomelli)

**HI-FI featuring David Surkamp & Ian Matthews** (SP&S 600)  
**It's Almost Christmas** (2:35) (Island Music/Falling Rock Music-BMI) (I. Matthews, D. Surkamp) (Producer: Northside Neon)

**FRANKIE AVALON & ANNETTE FUNICELLO** (Pacific Star STRLT-569-A)  
**Together We Can Make A Merry Christmas** (3:07) (Port Claridge Music/Frantone Music Inc. — ASCAP) (K. Droste) (Producers: D. Phillips, D. Scott)

**HEATHER** (Platinum PR-3)  
**Tennessee Christmas** (3:50) (Platinum Publishing, Inc.) (D. Herr) (Producers: F. Touch, G. Thurlow)

## Quality Signs Equity Agreement With Montage

LOS ANGELES — In an attempt to broaden its activity in the U.S. market, Quality Records of Canada, a wholly-owned subsidiary of Selkirk Communications, has purchased a major equity position in Montage Records.

Quality's participation in Montage, which is distributed in the U.S. by Capitol Records, consists of a financial commitment in the "seven figure" range spanning the next three years. According to Quality Records president George Struth, "our initial investment is what we consider seed money. The cost of nurturing is yet to be determined."

Quality has in turn, acquired the rights for licensing of Montage product in Canada. Although Montage will not be committed to release Quality's product in the U.S., the American label will have full access to all of Quality's records if it so desires.

However, Quality will maintain its current relationships in the U.S. These include a joint venture with Ray Caviano's RFC/Quality, an independently distributed label specializing in dance music, and various licensing arrangements presently in force, most notable the licensing of Gino Soccio product to RFC/Atlantic.

In announcing the arrangement with Montage, Struth said, "Quality has been for some time, actively searching for a situation that would afford us entry into the U.S. and international markets. But the record industry is a people business, and you need good people to make it work. (Montage principals) Marshall Blonstein and David Chackler have a combined experience, track record and knowledge of the industry that serves as the perfect vehicle for Quality's expansion."

The first product to be released under the new relationship with Montage will feature singles by rock group Conductor, singer/songwriter Bowen Reddin, and albums from Black Ice, R&B group Shotgun, Mel Breat, The Hearn Sisters and European techno-rock groups Force Five and Silver Rockets. All releases are scheduled to be shipped during the first quarter of 1982.

## MCA Declares Dividend

NEW YORK — The board of directors of MCA Inc. recently declared a quarterly cash dividend of 37½ cents per share on MCA Inc. outstanding common stock. Dividends are payable Jan. 11 to common stockholders of record at the close of business Dec. 23, 1981.

In addition, the board authorized management to purchase a maximum of one million shares of MCA Inc. common stock in the open market or through privately negotiated transactions. That amount of shares represents approximately four percent of the current outstanding common stock of the company.

The shares will be used as an investment and for general corporate purposes, as well as for compensation to executives and other employees under current or future plans of compensation.

## Fox Forms Latin Arm, Garcia Named Head

NEW YORK — Emilio Garcia has been named to head the new Latin American department of the Harry Fox Agency. Garcia comes to the mechanical rights licensing agency from Chappell Intersong, where he was responsible for Latin product. The Harry Fox Agency licenses rights to record the catalogs of over 4,000 music publishers. It is owned by the National Music Publishers Assn. (NMPA).

## Sharell Named To Head Promotion At Elekta/Asylum

(continued from page 9)

with an eye to the future. Video, touring and artist development are all areas that belong rightfully in the promotion category and are part of the overall marketing scheme. Jerry will coordinate all such activities.

"With the greater diversification of music at E/A," Smith added, "we will require Burt Stein's considerable skills to maximize E/A's promotion efforts with focus on our albums and album artists. His experience at the local, regional and national levels provides him with the background necessary to work with the E/A team."

Sharell began his career in the industry with a radio position in 1961, moving into independent promotion in the Cleveland area a year later. National promotion stints at A&M and Buddah followed. He joined E/A in 1973 as West Coast general manager, with a promotion to vice president/international in 1974.

Sharell was named to head E/A's artist development department as vice president when it was formed in January of 1976, and three years later was named to the post of vice president/creative services. He was appointed senior vice president for the label in March 1981.

Stein, originally from Chicago, entered the music industry as E/A's Chicago promotion representative in 1972 and within a year was promoted to Midwest regional promotion manager. Early in 1976, Stein relocated to Los Angeles to become the label's national album promotion director and was named national promotion director three years later. In November 1980, he was promoted to vice president/promotion.

## RCA Posts Dividends

NEW YORK — RCA directors last week declared a quarterly dividend of 45 cents per share on RCA common stock payable Feb. 1, 1982 to holders of record Dec. 14, 1981. The directors also declared dividends of 87½ cents per share on the \$3.50 Cumulative First Preferred stock, \$1 per share on the \$4 Cumulative Convertible Preference Stock, 91¼ cents per share on the \$3.65 Cumulative Preference Stock and 53½ cents per share on the \$2.125 Cumulative Convertible Preference Stock, all for the period from Jan. 1 to March 31, 1982 and all payable April 1, 1982 to holders of record March 12, 1982.

## Supreme Dist. Closes

NEW YORK — Supreme Distributing Co. of Cincinnati, Ohio has shuttered its operation. While Supreme executives were unavailable for comment, a company employee said a statement would be issued next week.

An outside source familiar with the company's operation reported that Supreme is in receivership, and that the company is presently "selling off their goods" in an effort to raise capital. Supreme reportedly owes its largest account, the Fantasy group, a sum in the area of \$100,000.

## DSM Producers Bows

NEW YORK — DSM Producers, a company specializing in commercial and radio production and background music for films, was recently formed by Suzan Bader and Doris Kaufman. It is located at 161 W. 54th St. New York, N.Y. 10019. The telephone number is (212) 145-0006.

## RFA Opens Offices

NEW YORK — Albuquerque-based RFA Records has opened its new central offices. The address is 8508 Rio Grande Blvd. NW, Albuquerque, N.M. 87114. The new telephone number is (505) 897-0770.

## EXECUTIVES ON THE MOVE



Wells

Turner

Lewis

Bermingham

**Wells Joins RCA** — Tony Wells has joined RCA Records as A&R talent manager, black music. Prior to joining RCA Records, he served as single copy sales manager for the Westchester Rockland Newspaper Company.

**Changes at Capitol** — Capitol Records Inc. has announced that Ken Rothdeutsch will become manager of the new Jacksonville Distribution Center, which is to be completed by the first of the year. He joined Capitol in October 1966 as a warehouse employee at the Bethlehem Distribution Center. In 1968 he was transferred to the Dallas Distribution Center, and was promoted to distribution center manager two years later. Billy Abbott will be replacing Rothdeutsch as the Dallas distribution center manager. He was hired in 1969 as a warehouse employee at the Dallas D.C. and was promoted to distribution center manager at Niles in 1978.

**Turner Promoted** — K-tel International, Inc. has announced the promotion of Bryan Turner to director of A&R/U.S.A. He left Capitol Records in 1979 to join K-tel as assistant to the vice president, A&R.

**Lewis Named at Atlantic** — Gila Lewis has been promoted to creative director/advertising & media for Atlantic Records. Prior to this new appointment, she has been Atlantic's manager of advertising creative services since November of 1978.

**Changes At RFA** — Curt Hutchison and Marsha Jane Reagan have recently joined RFA Records as the In-House Marketing, Promotion, Booking and Distribution Team. Hutchison comes from Vail, Colorado, where he owned and operated RedCliff Recording for the last four years. Reagan comes to RFA from Santa Fe, New Mexico. She recently was promoted from KVSF AM radio in Santa Fe, where she was in advertising sales, station promotion, audio production, and marketing, for nearly four years.

**Changes At Fuji** — John Bermingham has been named marketing manager for the Magnetic Tape Division of Fuji Photo Film U.S.A., Inc. He joined Fuji as national sales manager for consumer products in May 1980. Prior to joining Fuji, he was national sales and merchandising manager for Sharp's Optonica division. Also Al Bedross has been named national sales manager at Fuji. He was formerly national sales manager for Fuji's industrial/broadcast magnetic products group. He joined Fuji in 1974 as regional sales manager for industrial/broadcast magnetic tape products, and was later promoted to national sales manager, industrial/broadcast products.

**Joyce Named** — Francis T. Joyce has been named controller for Hearst/ABC Video Services. Before coming to Hearst/ABC Video Services he was director of corporate accounting for CBS, Inc. Prior to joining CBS, he was a senior accountant with Pool, Marwick, Mitchell & Co. from 1974 to 1977.

**Perl Promoted** — Maurie Perl has been promoted to manager, national publicity from senior affiliate publicist at Warner Amex Satellite Entertainment Company. Prior to joining WASEC, she was a publicist with Frank Goodman Associates.

**Gilpin To First Artists** — Steve Gilpin has joined the staff of First Artists Management Enterprises, Inc. He was previously road manager for the group Truth and was a concert agent and promoter for Southwest Baptist University.

**Vandygriff To Taylor** — The Joe Taylor Artist Agency has announced the addition of Robert Vandygriff to the staff. He has served as booking agent for J & J Productions out of Dallas for the past three-and-a-half years.

**Dunn Joins Scene Three** — President of Scene Three has announced the appointment of Ronald R. Dunn, Jr. as production engineer at Scene Three. He comes to Scene Three after a number of years with Station WTVF, the CBS affiliate in Nashville.

**Changes at Harrison** — Harrison Systems has announced the appointment of Claude Hill, Jr. to vice president of sales and marketing. He comes to Harrison from Audicon, Inc., a Nashville based import marketing and studio design and equipment supply firm where he served as president for two years. Prior to his being with Audicon, he was president for four years of Audio Consultants, Inc. Also appointed were Eric Johnson and Brad Harrison as sales representatives. Harrison was most recently employed as a sales representative at Electro Media Systems in Los Angeles. Johnson was vice president of sales and marketing for the last six months at Audicon, Inc. Before coming to Nashville, he was general manager of Pro Audio.

**Koppel To Frontier** — Dan Koppel has been added to the Frontier Booking International staff as an agent. He comes from the Malibu Club on Long Island, where he promoted the club for a year and a half.

**Morse Named at Arbitron** — Helen M. Morse has been named account executive, Arbitron Eastern Radio Station Sales in New York. Prior to joining Arbitron Radio, she was account executive with WNEW Metromedia Radio in New York and account manager with Station Business systems in Greenwich, Connecticut.

**Changes NAB** — Eugene Lothery, vice president, CBS Owned AM stations, has been appointed as the CBS network representative on the radio board of directors of the National Association of Broadcasters. He replaces J. William Grimes on the radio board.

**Missile Appointed** — Mike Missile has joined Cal Vista Video as general manager. Prior to joining Cal Vista Video, he was the advertising and marketing director of Motown Records.

**Teitler To Reno/Metz** — Bob Reno and Stephen Metz announced that personal manager Phyllis Teitler has joined their organization in that capacity. For the past ten years she has served as an independent personal manager.

**Donelson To Famous** — Famous Music has named Chip Donelson as corporate consultant in the acquisition of new talent. Famous Music, a division of Paramount Pictures, is located at 1 Gulf + Western Plaza, New York City 10023.

**Forman Leaves Lipman** — Lynn Forman has left Macey Lipman Marketing after four years. She can be reached at (213) 836-1071.

**Erect Promotes Wells** — Erect Records has announced the promotion of Kathie Wells to national product coordinator for Erect. She was formerly office manager at Erect's Merrillville headquarters.

**GIGOLO** — Fatback — Spring SP-1-6734 — Producers: Bill Curtis and Gerry Thomas — List: 8.98

One of the original funk bands, Fatback has been pumping out its special brand of Southern-simmered dance music for 15 albums now, and it just keeps getting better. Led by Bill Curtis and Gerry Thomas, the group adopts a sort of rap-chant-funk stance for "Gigolo" and it should bring them another gold LP. Last year's "14 Karat" featured the smash hit "Money." And songs that have a good shot at top of the chart status are "Rub Down" and a pulsating remake of "Na Na, Hey Hey, Kiss Her Goodbye."



**REDS** — Columbia BJS 37690 — Producer: Phil Ramone — List: None — Bar Coded

This album is the soundtrack to Warren Beatty's sprawling 3½ hour epic about the life of legendary American communist John Reed. The score merges the talent of two of America's greatest modern day film composer/arrangers, Dave Grusin and Stephen Sondheim. The music has an almost *Dr. Zhivago* quality about it in that it seems to match the full blown, masterwork quality of the film. The film's opening theme, "Goodbye For Now" is an added plus in that it was written by Sondheim and performed by Jean-Pierre Rampal and Claude Bolling. First class.



**8th WONDER** — The Sugar Hill Gang — Sugar Hill Records SH-249 — Producers: Sylvia Robinson and Jigsaw — List: 8.98

The Gang came on strong in '79 with its platinum selling trend sound, the rap. Since then, it has merged funk and rap into an ingratiating sound that comes across like a mixture of house party jam and a mother goose nursery rhyme. Always inventive, suggestive and amusing, The Sugar Hill Gang doesn't disappoint on "8th Wonder." The title song is one of the wildest and rowdiest rappers ever to be put on vinyl, with its party background, horn figure and naughty narrative. Other top tracks include "Funk Box" and "Apache."

**RAY, GOODMAN & BROWN**



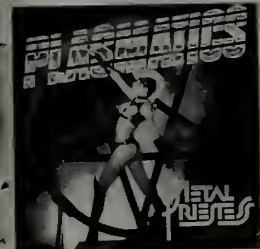
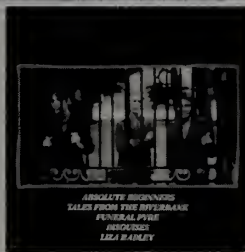
**STAY** — Ray, Goodman & Brown — Polydor PD-1-6341 — Producer: Vincent Castellano — List: 8.98

As the core of The Moments, Ray, Goodman & Brown took the essence of subway a capella and distilled into classic contemporary soul. The threesome has continued in that same soft ballad vein, as its 1979 hit "Special Lady," brought it back into the R&B limelight. "Stay" proves once again that there's nothing more affecting in music than strong, silky harmonies and the heartfelt croon. The album proves that along with Smokey Robinson and Lionel Richie, the trio is keeping the soft probing B/C love song alive.

FEATURE PICKS

**THE JAM** — Polydor PX-1-503 — Producers: Peter Wilson and The Jam — List: 5.98 — EP

The rightful heirs to The Who as far as the '60s mod sound in '80s is concerned, the Jam have found it tough going America. However, in Britain, the Paul Weller led threesome is a superstar act and its last two singles, "Absolute Beginners" and "Funeral Pyre," have gone top 10. And those songs and a classic remake of Pete Townshend's "Disguises" are included on this splendid EP. A critics band in search of a mass audience.



**METAL PRIESTESS** — Plasmatics — Stiff America WOW 666 — Producers: Dan Hartman and Rod Swenson — List: 5.98 — EP

This infamous shock rock band still puts on one of the most outrageous live shows around. And while Wendy O. Williams might not be the most melodic singer in punkdom, she's certainly the most attention getting. When she barks out a command at the beginning of a tune like "Sex Junkie" you can't help but listen. The band's S&M lyrics and uncompromising guitar attack is a little more full and musical here because of producer Dan Hartman.

**SHAKEDOWN** — Lamont Cranston Band — Waterhouse 15 — Producers: Lamont Cranston Band, Steven Wiese and Jack Daly — List: 8.98

Fresh off appearances with the Rolling Stones in the Midwest, this octet of roots rockers delivers the record that could be a springboard to the big time. Blistering guitar runs, the exceptional lyrics of Bruce McCabe and a raw early rock days energy make this LP a sleeper for AOR programmers. A Minnesota band that shows off both talent and taste.



**GREATEST HITS** — Throbbing Gristle — Rough Trade US 23 — Producers: Throbbing Gristle — List: 8.98

For five years, this strange and foreboding band from the north of London has been on the cutting edge of the new rock, but very few on this side of the Atlantic can even relate to its name. Pioneers of the electronic, industrial noise movement that begat the gloom and doom brigade of Joy Division and The Cure, the band can finally be appreciated stateside on this U.S. release by Rough Trade. A "best of" collection that will disturb and haunt.

**RED ROCKING CHAIR** — Doc & Merle Watson With Michael Coleman — Flying Fish FF 252 — Producer: Mitch Greenhill — List: 8.98

For 20 years Doc Watson has been shaping his legend in folk, country and bluegrass circles with his acoustic guitar. His duets with son Merle have been the highpoints of many an outdoor festival for the past decade. On this latest example of true Americana, the father and son team run through classic bluegrass ("Mole In The Ground" and "Down Yonder"), blues ("John Hurt") and Texas Swing ("Smoke, Smoke Smoke"). For purists.



NEW AND DEVELOPING ARTISTS

**NEVER SAY NEVER** — Romeo Void — 415 Records 415A-0007 — Producers: Ric Ocasek and Ian Taylor — List: 5.98

On the West Coast new music scene, Los Angeles' reigning band is X, but in San Francisco Romeo Void rules the roost. The fivesome has an aura and presence that is both intoxicating and foreboding. Lead singer Deborah Iyall has a vocal style and lyric writing ability that makes her just about the best spokesperson around for modern day sexual politics. The Cars' Ric Ocasek produced this dynamic EP at his Syncro Sound studio, and there's magic in these grooves.



**THE NICK STRAKER BAND**

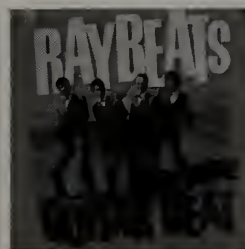


**THE NICK STRAKER BAND** — Prelude PRL 14101 — Producers: The Nick Straker Band — List: 7.98

It took "A Little Bit Of Jazz" to pop/funk The Nick Straker Band on to the charts this year, and this debut LP shows that this band has more than a little jazz to spice its seamless dance music. This is not metronome funk, but sprightly, soulful dance/pop especially on "Dummy Dancing," "The Beat Inside," "NSB Radio" and "A Little Bit Of Jazz." For B/C, pop and some jazz lists.

**CHANGING HEARTS** — Polyrock — RCA AFL1-4043 — Producers: Phillip Glass and Kurt Munckaschi — List: 8.98 — Bar Coded

A darling of New York early morning hour club scene, this innovative new music band was taken under wing by avant garde neo-classical composer Phillip Glass and whipped into one heck of a studio entity. The band is heavily influenced by Eno and Bowie, but has developed its own particular style of complex minimalism. The sextet has turned repetition into an art form, and it takes on an almost symphonic quality.



**GUITAR BEAT** — The Raybeats — PVC 8904 — Producer: Martin Rushent — List: 8.98

While a lot of bands are currently caught up in the surf music revival, The Raybeats have gone beyond it. The foursome from Hoboken, N.J. had to go to England to do it, but they've honed what can only be described as a neo-psychedelic surf sound. You'll find elements of *Outer Limits* and the new rock behind the Dick Dale front. State of the art instrumental music.

**SPACE CADETS** — Vanguard VSD 79442 — Producer: Nairobi Sallcat — List: 8.98

What do seven vets of New York's contemporary funk scene do when the jam is moving especially well on a late night session? They come up with a wild bit of psychedelic party music like "Space Cadets." P-Funk alumnus Bernie Worell and Tyrone Lampkin have joined up with outrageous funkateer Nairobi Sallcat for this wild bit of urban throb. Best cuts are "Let's Pump It Up" and "Make Me Funk."



## Bad Weather In NE, NW Fails To Slow Holiday Shoppers

by Dave Schulps

NEW YORK — Heavy snowfall along the New England coast and rains that brought flooding in the Pacific Northwest last weekend (Dec. 5 and 6) did not dampen the spirit of holiday record shoppers, according to retailers in those areas.

In Massachusetts, where Sunday blue laws have been lifted for the four weeks prior to Christmas, many stores could not open on Dec. 6 due to the snows, which started falling at about 1:30 p.m. on Saturday. However, surveyed retailers said that an extremely heavy day on Monday, Dec. 7 — when roads were generally cleared and school was out — had in many cases more than made up for the loss of the prior day's business.

In Oregon, Tom Keenan, owner of the eight-store Everybody's chain, reported a "huge weekend, possibly because people were out and about to look at the flood." Keenan felt that, if anything, the inclement conditions had given business a boost.

### Snowstorms Help

Similar feelings were expressed by some New England retailers, who felt that people tend to leave the house in great numbers after a heavy snowstorm. "Yesterday (Dec. 7) we had a phenomenal day," reported John Genest, manager of the Side One store in Taunton, Mass. "School was closed and we had a huge number of kids in who had earned money shovelling snow making purchases of from \$15 to \$25. We had one 12-year-old who bought \$55 worth of records. We always do well after snowstorms," he added.

Ralph Anderson, assistant manager at the Good Vibrations store in Canton, Mass., agreed that a heavy day on Monday, Dec. 7, had made up most of the business that had been lost through having to stay closed on Sunday. "Even with the snow on Saturday we were on par with the previous Saturday," Anderson noted, "although I think we may have only had one purchase between 8:30 and 10 p.m. when we closed."

Jay Kaminsky, manager of the Harvard Coop in Cambridge, called the Monday after the heavy snow "a zoo in here," but said that by Tuesday, Dec. 8, things were "back to normal" in the store. "It hasn't affected us a whole lot," he commented.

Although Denise Dennis, manager of the Good Vibrations store in Walpole, Mass., said she didn't see how the store could make up for Sunday's lost business during this past week, she felt that the business would be accounted for by Christmas. "After all," she posited, "people are going to buy gifts regardless of the weather. In this area people tend to be paranoid about going out right after a snowstorm because the snow removal is terrible." Even so, Dennis reported Monday's business up 20% over last year on the same date.

In Providence, R.I., which was hit heaviest by the weekend snows, Scott Duhamel of Recordtown expressed surprise that Monday, Dec. 7, was "just like a regular Christmas shopping day." He reported that business was a little worse at night because of the icy roads, but that daytime sales were not hampered by bad driving conditions.

On the other coast, retailers reported that business was pretty much "as usual," despite the flooding. Bob Thomas of Tower Records in Portland, Ore., reported "large lines at all our tills." He also said the shopping plaza in which the store is located had been crowded the whole weekend.

Farther up the coast in Seattle, Wash., Don Jenne, owner of D.J.'s Sound City, called weekend business "fair, about the same as last year." Jenne said he hoped people would be coming out in greater numbers as Christmas approaches.

## Deregulation Bills Meet Resistance At House Hearings

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Johnson think Dingell's comments would greatly impede the bill's passage. "Swift's bill didn't have a snowball of a chance for passage until yesterday, anyway," added Johnson, who also felt that Dingell's comments were aimed more at the two bills proposed by Collins.

A legislative aide for Rep. Collins, when hearing of Dingell's comments, said, "All we have to say is that we basically disagree with Dingell and that we think broadcast deregulation is a big step forward for the industry." "We think it (deregulation) is progressive. We have more faith in the people in the market than the bureaucrats in Washington."

Sis Kaplan, president of the National Radio Broadcasters Assn. (NRBA) and advocate of the free marketplace, felt the bills in question dealt more with deregulation of television than radio. "I don't believe the Congressman was really aware that the television and radio industries are two different things," said Kaplan. "They just like to lump them together." Kaplan, however, was not very concerned about whether these bills would pass. "These bills are very much in the air," said Kaplan. "But it doesn't really matter because there's nothing imminent in those bills."

No further comments were available at presstime.

## LP Pirate Convicted For Copyright Infringement

NEW YORK — Karriem-el-Amin Shabazz was convicted of 10 counts of criminal copyright infringement on Nov. 29, after a five-day trial in Federal District Court in Florida. Shabazz was indicted on Sept. 10 on 12 counts of criminal copyright infringement, following his Aug. 21 arrest, when 500 masters and 5,000 pieces of unfinished pirate cassettes and 8-tracks were seized at his Orlando Fla. home. A large quantity of duplicating equipment, labels and components were also seized. The FBI estimated their value at \$5 million.

Other confiscated evidence showed that Shabazz had been shipping the contraband to distributors in at least eight states. Among the infringed titles were EMI America/Liberty recording artist Kenny Rogers' "Share Your Love" LP and Planet recording group The Pointer Sisters' "Black and White" LP.

The court sent 10 of the 12 counts to the jury, dismissing the other two. After only two hours of deliberation, the jury returned guilty verdicts on all 10 counts. Sentencing has been set for later this month.

## RKO Radioshows Changes Names

LOS ANGELES — RKO Radioshows last week changed the names of three of the five shows set to debut next year. *The Saturday Night Oldies Show* has been changed to *Solid Gold Saturday Night*; *Country Star Countdown* has been renamed *Country Music Star Countdown*; and *Weekly Music Magazine* will be known as *Weekly Music Review*.

The abovementioned shows, plus *The Hot One* and *Captured Live*, will be premiered via satellite early in 1982 (Cash Box, Dec. 12).

## April Wine Gets Gold

LOS ANGELES — Capitol recording group April Wine's "Harder . . . Faster" LP was recently certified gold by the RIAA, signifying sales of 500,000 units.

**IN CLUBLAND** — In a year that has seen an incredible rash of thefts of equipment from bands playing in the Gotham area — including entire truckloads stolen from the bands of Rick Derringer and Tom Verlaine — the latest victim is not a group but the legendary Bowery club C.B.G.B., which opened last Monday to find nearly its entire sound system had been burgled. Gone from the downtown haunt, which had in-house live recording facilities in addition to its sound system, were a Soundcraft 16-track mixing board, MCI 16-track recorder, JVC cassette deck, graphic equalizer and turntable, as well as over \$40,000 worth of receipts from the previous weekend. A spokesperson for the club told Cash Box that neighbors had reported seeing a truck carrying a number of juveniles pull up on front of the club at about 4 a.m. Monday morning, but that there were no other leads as to who the culprits might be.



**X ON THE DOTTED LINE** — Los Angeles-based group X, which recently inked with Elektra/Asylum, came East to play the Ritz in New York. Pictured on stage is lead singer Exene.

Cash Box photo by Hank Guild

However, judging from the way in which the equipment had been disengaged, it is felt that the theft must have been committed by someone familiar with the club's set-up. C.B.G.B. will remain open using rented sound equipment . . . In happier club news, Roseland, the venerable midtown dance hall that celebrated its 61st anniversary this year, will begin an experiment with dance rock during Christmas week. In the past, club ownership had steadfastly refused to allow rock bookings, according to FBI's Ian Copeland, who is promoting the groundbreaking Dec. 29 show that will feature Gang of Four, the Bush Tetras and Bad Brains. When the hall changed hands recently, however, Copeland says he renewed his efforts to bring rock to the 3,500 capacity venue. Copeland says that as with earlier efforts at the Irving Plaza and Diplomat hotel, FBI only intends to promote the initial shows before turning that task over to an established promoter. "In order to keep the scene here vital, Copeland said, "we feel you can't necessarily rely on the beaten path. Opening up a venue like Roseland to new wave hopefully will help the music scene here by keeping interest in the marketplace at a peak. We don't want the situation here to slowly disintegrate back to what it was before new wave. We've got to keep looking for new things." Copeland said that the success of this first show will determine future rock bookings at Roseland. At present, he reports, there are no concrete plans for future shows.

**A NEW LOU** — Lou Reed's new album, his first since re-signing with RCA, is finished. Provisionally titled "The Blue Mask," it has reportedly been moved up to a January release date. According to ex-Voidoid guitarist Bob Quine, who, with former Jeff Beck and Bohannon bassist Fernando Saunders and drummer Doane Perry, makes up Reed's accompaniment on the disc, the entire album was recorded live in the studio in one session, with only a single guitar overdub and a few vocal parts added later. Quine, who says that as a huge fan of Reed's he approached the project with a lot of trepidation, states that the record is the best thing he's ever been involved in and, in fact, far exceeded his expectations prior to entering the studio. Quine also reports he'll be going into the studio with another ex-Voidoid guitarist, Naux, with the intent of coming out with a duet album. Quine reports that Naux's current group, China Shop, which he describes as "modal, funky and discordant," is a band that should be seen.

**FAST TALKING** — What do Peter Gabriel, Foreigner, Nektar, Garland Jeffries, Ian Lloyd, Kate Bush, Hall & Oates, Meat Loaf, Dr. Buzzard's Original Savannah Band, Carly Simon and Boz Scaggs have in common? Give yourself a pat on the back if you said Larry Fast, the New Jersey synthesizer whiz who has played and/or programmed synthesizers for all of the above, in addition to having recently had his sixth solo synth album, "Audion" — like its predecessors recorded under the banner Synergy — released by Passport Records. The unassuming Fast, who looks more like a high school English teacher than someone who regularly occupies the same stage as the oft-flashy Gabriel, has been commuting between his home studio in the wilds of Jersey and Gabriel's home studio outside Bath, England for most of this year working on both "Audion" and Gabriel's forthcoming LP for Geffen. In a recent conversation, Fast talked about the changes in the use and public perception of synthesizers since he began playing them and about the evolution of his own recordings. He feels that since its introduction into the musical vocabulary, the synthesizer has shattered the standard set of rules that up to that time governed what sounds people could expect to hear on a recording. Yet, Fast said, while the equipment has become more and more sophisticated, he is irked that very little progress has been made in exploring the full potential of the synthesizer. "While synthesizers have evolved in terms of the music they're used on, from the switched-on classics to pomp rock to fusion jazz to disco new wave, everybody's going over the same grounds soundwise. I think the earliest things by the Beatles and Beach Boys are as good if not better than a lot of what's being done today. There should have been more growth since that time, but I don't think people are listening to what anyone else has done." As far as his own albums go, Fast called their evolution "one of continuity and growth, without major departures from the original premise." That premise was to record Fast's original compositions for synthesizer that incorporate his knowledge of both composition and electronics. At the time of his first album, Fast recalls, the only popular all-synthesizer albums were those of Tomita and Walter/Wendy Carlos, both of whom were not composing original pieces for the instrument. "What I did was a little riskier," he said. The continuously expanding public acceptance of synthesized sound has resulted, Fast said, in all his albums becoming steady catalog sellers. "The first album has sold in the hundreds of thousands by now," Fast offered. Nevertheless, he said the commercial end of the work has never been an overriding interest with him. "I mostly just work with people I know or people who have friends in common. It's not really a session man situation." Asked if it would be possible for him to recreate the complexities of the Synergy albums in a concert setting, he replied that at this point he probably could, but that he doesn't feel it's appropriate music for live performance. "It would probably be boring in concert, and it wouldn't do justice to the subtleties of the records," he said. As for the future, Fast said he would like to get into film soundtrack work eventually, but most of all he wants to elevate the musical output of the synthesizer past that of merely a way of creating new sounds. After all, he says, "none of what has been accomplished with synthesizers will be worth a damn if people aren't writing good music."

dave schulps



**EARTH WIND & FIRE'S PLATINUM RAISE** — ARC/Columbia recording group Earth Wind & Fire was presented with a platinum record for the LP "Raise." The group, in New York for a series of performances, is shown with their awards at a press conference and reception. Pictured standing are (l-r): Joe Buffalo, Cavalio-Ruffalo Management; Mickey Elchner, vice president, national A&R, Columbia; Ron Ellison, vice president, ARC Records; Monte White of the group; Greg Peck, director, promotion, black music, Columbia; Mike Bernardo, director, black music/jazz album promotion, Columbia; Vernon Slaughter, vice president, black music/jazz promotion, Columbia; Al Teller, senior vice president and general manager, Columbia; Arma Andon, vice president, product development, Columbia; Alien Davis, president, CBS Records International (CRI); Joe Senkiewicz, vice president, artist development/promotion, CRI; and Leonard Smith, manager, EW&F. Pictured kneeling are (l-r): Fred White, Andrew Woolfoik, Larry Dunn, Maurice White, Phillip Bailey, Roland Buatista, Johnny Graham, Verdine White and Ralph Johnson of the group.

## Indie Record Labels Optimistic On Christmas Sales Outlook For 1981

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Some of the late releases include titles that distributors expect to become bonafide hits. "The most interesting record out there right now is one that's been on the street maybe two weeks," said Pasternack. "It's a 12" on the Hump label called "Hydraulic Pump," by the P-Funk All-Stars with George Clinton and Sly Stone. It's definitely retailing, and it's becoming a word-of-mouth phenomenon. It may be the hit record of the season for us, and I'm re-ordering it practically on a daily basis."

### Heavy Hits

Other heavy sale items for independent distributors include such large independent label acts as Pat Benatar, Rick James, Barry Manilow, and Blondie, as well as Rounder's George Thorogood, Myrrh's Al Green, Fantasy's Shock and Creedence Clearwater Revival, and the Rolling Stones' cassette catalog on Abkco. "The 'Hot Rocks' tape has sold like a million-seller for us this year," said Pasternack, "as has 'Move It On Over' by Thorogood. "We bought that title very heavily in the fall, the way we would buy a new release, and that's the way its been selling for us."

However, catalog is still the name of the game for independent distributors. Selective purchasing by retailers and new competition for deep catalog shelf space from the major labels in the form of midlines

## Can Indie Distributors Pursue Common Goals?

NEW YORK — With the Christmas season pointing up the perils and rewards of being an independent distributor (see related story), the advantages of indies banding together to exploit their strengths once again becomes apparent.

Two industry organizations are presently seeking to unite independent distributors in an effort to gain a greater share of the market, and to enhance their relationships with manufacturers. Those two organizations, the National Assn. of Independent Record Distributors and Manufacturers (NAIRD), and the National Assn. of Recording Merchandisers (NARM) Special Committee for Independent Distributors, are both ambitious and optimistic. Whether

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were seen as this year's problems for the independents.

"We have to work a little bit harder for what we get," said Kevin Papuga, president of House Distributors in Kansas City, which services much of the Southwest. "But a lot of the big catalog stores are coming through, and while they're not ordering as much as they used to, it is steady. What's nice is that they're ordering what they need and a lot of our stuff is still selling through."

### Stiff Competition

"It is absolutely true that we are being squeezed out by the majors," added Rounder's Nives, "mostly on new releases. Customers that in the past ordered 10 or 15 pieces of a new item now order in two's and three's because they have no money left. But as far as catalog items, they realize that it's just as good to have an independent catalog item as it is to have a Columbia item, if it's the right title. I would also add that our price structure holds up very well against the majors, and in some cases its 10 or 15 cents lower. And that does give the retailer an extra incentive."

Independent distributors have also been helped this year by the willingness of smaller manufacturers to offer the kind of deals that the majors are making with some of their larger accounts. "Just prior to Christmas, we hit as many labels as we could to either do one-on-10 deals or to give extended dating," said Nives. "Just to try to keep in line with what the majors are doing because they're offering some amazing things for this time of year. Some of the labels we approached did, and it has really worked. But as far as advertising, there are hardly any bucks around."

"Unfortunately, independent labels are the toughest ones to get any kind of advertising money from," added Jerry Richman, president of Richman Bros., Inc., of Pennsauken, N.J., which services the mid-Atlantic states. "As an indie, we don't distribute Motown and Arista, and we have to buy them as a sub-distributor. I can't remember the last dollar I could get for Motown or Arista, and Chrysalis is only a little better. They're just murder."

But overall, independent distributors are being surprised by the strong late finish of the holiday season. "It started out slow in September," said House's Papuga, "but October was better, and we're still getting orders now. Our Christmas is good."

## Top 40, AOR Stations Adding Christmas Releases This Year

by Larry Riggs

NEW YORK — As Christmas draws nearer, AOR and Top 40 stations are increasingly integrating seasonal music onto playlists, with new product by such acts as Bruce Springsteen, Billy Squier and Joan Jett often taking precedence over older, more traditional songs. However, at this point, while Christmas music is seeping into the rotations at the rock- and pop-oriented stations, there is little likelihood any of them will end up with full time holiday programming this year, according to a nationwide sampling conducted by **Cash Box**.

Most of the AOR stations surveyed are not currently playing a great deal of Christmas music, preferring to wait until the week beginning Dec. 21 to emphasize Christmas songs. "We're not playing a lot of Christmas music now," says Andy Beaudien, WCOZ/Boston, PD. "We don't like to burn people out."

Although Beaudien said he will increase his station's Christmas song rotation as the holiday draws nearer he asserted that they will be restricted to such contemporary product as Capitol recording artist Squier's "Christmas Is The Time To Say I Love You," Columbia recording artist Springsteen's version of "Santa Claus Is Coming To Town," Arista recording act The Kinks' "Father Christmas" and John Lennon's "And So This Is Christmas." "The trouble with Christmas records," adds Beaudien, "is that just about the time you develop an

audience for them, Christmas is over."

### Current Songs Emphasized

In Los Angeles, KLOS PD Tom Hedges began bringing Christmas songs into light rotation last week. In addition to Springsteen, Squier and the Kinks, Hedges is looking at Greg Lake's "I Believe In Father Christmas," Asylum act the Eagles' "Please Be Home For Christmas" and Chrysalis recording act Jethro Tull's "Father Christmas" and "Solstice Belis." Like Beaudien, Hedges isn't planning to play older Christmas rock tunes like those produced by Phil Spector in the early 1960s. "And we won't be playing Bing Crosby either."

At KMET/Los Angeles, Jack Snyder, assistant PD, said that Christmas rock tunes hit his rotation last weekend. In addition to the above mentioned songs, Keith Richards' "Run Rudolph Run" is expected to be added to the rotation.

Snyder is also considering Boardwalk artist Joan Jett's "Little Drummer Boy" single. "So far, I don't know but I hear it's doing really good in the stores, so maybe we'll add her," said Snyder. The amount of Christmas music played on KMET is the decision of individual DJs, according to Snyder.

By far, the major market AOR station with the most extensive Christmas programming so far has been WNEW/New York. "We'll be playing a little of everything we've

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## UA Music Convention Slated

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devoted to the company's plans for extending all of its new priority programs. Topics to be dealt with by executive panels include: expanding the flow of marketing materials; creating an even stronger national and international song presence; and actual music uses of the new entertainment technologies.

Key professional staff meetings will be headed by Jimmy Gilmer, vice president, Nashville operations, in conjunction with Danny Strick, West Coast professional director, May Pang, professional manager, New York office, and Buzz Arledge, Nashville professional staff. In addition, Victor L. Guder, vice president, professional division/standard catalog, will chair a special presentation outlining UA Music's newest campaigns in the standard

song sector. Among the campaigns to be discussed by Guder will be a "Duke's Place" concept to increase the representation of the Duke Ellington copyrights currently being featured in the Broadway musical *Sophisticated Ladies*, as well as more active presentation of "time frame" song concepts to encourage broader use of UA standards in forthcoming film and musical theater properties.

Russ Martens, director of publications and creative activities for the company's print division, The Big 3 Music Corporation, will report on the organization's new program of sheet music and music book releases for 1982.

Frank F. Banyai, vice president, International, will meet with all department chiefs at the convention in order to outline how the company's new programs will be adapted on a territory by territory basis by UA's overseas branches and affiliates. Management guidelines for all of the new programs will be presented by Steven A. Salmonson, vice president, operations.

Other participants will include: Ed Slattery, special projects consultant, UA Music; Jay Leipzig, public relations and marketing consultant, The Music Agency, Ltd.; Sidney Shemel, legal counsel; and Linda Wohl, director, legal and business affairs.

## Hottest Week In History Gauged By CBS Songs

LOS ANGELES — CBS Songs, formerly April/Blackwood Music, is presently celebrating the most successful week in the history of the publishing company with 11 titles on the **Cash Box** Top 100 Pop Singles chart.

Along with Olivia Newton-John's #1 hit, "Physical," CBS is represented on the chart with a broad range of titles, including Mike Post's "Theme From *Hill Street Blues*," Luther Vandross' "Never Too Much," ELO's "Twilight," Al Jarreau's "We're In This Love Together," Dan Fogelberg's "Hard To Say" and "Leader Of The Band," Billy Joel's "Say Goodbye To Hollywood" and "She's Got A Way," Loverboy's "Working For The Weekend" and Lulu's "If I Were You."

Additionally, CBS has four songs in the Top 30 of the Country Singles chart, including Johnny Lee's "Bet Your Heart On Me."

The chart activity comes on the heels of the company's first international convention held in Nashville.

## PolyGram Pacts RCA For Mail Order Arm

NEW YORK — The operations of the International Preview Society, the mail order classical record arm of PolyGram Records, will be transferred to RCA Direct Marketing beginning in April, 1982. The society handles albums and tapes from PolyGram's Philips, Deutsche Grammophon and London labels.

## Promotion Firm Moves

NEW YORK — Music, Harmony and Rhythm, Ltd., the concert promotion and television production firm headed by Alien LeWinter, has moved to 134 W. 32nd St., Suite 602, New York, N.Y. 10001. The telephone number is (212) 370-9749.

## Canadian Artists Protest New Changes In Income Tax Laws

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tax rebates up to the amount paid initially.

If, for example, an artist makes \$3 million and pays \$500,000 in taxes right away, the artist can qualify for up to \$500,000 in rebates in future years. How? If an artist is taxed at, say, 30% or 40%, he would qualify for the difference between that rate and the highest rate.

If, for example, a performer makes \$50,000 and is taxed at 40% (or \$20,000), he would qualify for \$5,000 through the forward averaging scheme (since it represents the difference between the 40% and 50% rates). The taxes initially paid are also indexed for inflation.

But Peter Steinmetz, a Toronto entertainment lawyer, said the federal government has lumped performers with all Canadians in the new scheme. He says the fluctuating nature of performers' income makes it necessary they have that protection.

Brian Robertson, president of the Canadian Recording Industry Assn. (CRIA), is likely to accompany Steinmetz to the meeting with federal officials this week.

Many said last week that the exodus of Canadian pop stars seems inevitable if the budget measures aren't changed.

### Foolish To Remain

"We are serious," said Terry Flood, the Montreal-based manager of April Wine. "The artists would prefer to remain in Canada, but they would be foolish not to go."

Almost all interviewed last week said that the exodus would hurt independent record

companies trying to sign new talent and would undercut the effectiveness of Canadian branch firms of multi-national record companies.

Allen said recording studios would also suffer. He finds the situation ironic, in view of government regulations for radio, which demand about 30% Canadian content.

"On the one hand, they're encouraging performers and giving them a leg to stand on," he said. "On the other hand, they're penalizing those who are most successful."

"I don't think it would make too many people opt for a career in music if they know that the instant they become successful, they'll be torn apart."

## Can Indie Distributors Pursue Common Goals?

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they have been able to register any real gains is unclear.

NAIRD chairman Jerry Richman, who has nothing but praise for the manufacturing members of NAIRD with whom he does business through his own distribution company, Richman Bros. Inc., has been somewhat more frustrated when it comes to addressing industry-wide issues through the organization. When questioned about the chances of NAIRD's presenting independent manufacturers with a national network through which to promote their product, Richman was not optimistic. "We haven't been able to do it yet," he said, adding that the organization has "at times attempted to get the labels together" in order to encourage discounts in return for joint advertising.

### Legal Counsel Sought

Since its inception at last year's NARM convention (**Cash Box**, April 25), the NARM committee has met twice. While committee chairman Joe Simone was unavailable for comment, it is reportedly the only industry body that has sought legal counsel from NARM on what it can do together. Attorney Chuck Ruttenberg, who is NARM's legal counsel, cautioned that while it is possible for independent distributors to work together, there are certain legal problems that must be carefully addressed.

"These people are competitors," Ruttenberg told **Cash Box**, "and therefore you have to be very careful to make sure there's no possibility of any kind of price agreement or territorial allocation or whatever because of the anti-trust laws." However, Ruttenberg added that "having said that, my answer would be yes, it is possible for joint efforts to be made as long as they're carefully structured and any possibility of the kind of things that I've mentioned are avoided. And I did give them some guidelines in this area."

In evaluating the potential for independent distributors to make a cohesive and concerted bid for a larger share of the market, Ruttenberg was optimistic. "I would think it's very possible over the next couple of years that some of the independent distributors will get together and try to get some manufacturers to turn to independent distribution rather than what they're doing now. Of course, in evaluating the likelihood of their success, your guess is as good as mine. It's hard to tell; there are a whole range of services you may not be able to get from company distribution. I think it's legally possible to get together and make a presentation."

### Aimed At Branches

Since its inception, the NARM committee has sought to capitalize on floundering branch operations. At its initial meeting, the committee was encouraged by Bob Fead, president of Alfa Records, to woo small

**WORTH STAYING HOME FOR** — Aside from the usual spate of Christmas specials and Dick Clark's annual New Year's Rockin' Eve, music fans don't have much to look forward to as far as holiday television is concerned. That situation has turned around completely this year, however, as the **Rolling Stones' ON-TV** special will air as planned from a site in Hampton, Va. Dec. 18, and **Rod Stewart** will also be featured in a television special. Entitled *Rod Stewart: Tonight He's Yours — Worth Leaving Home For*, the show will air live from the Los Angeles Forum on Dec. 19. The two-hour, prime television special will also feature special guests **Kim Carnes** and **Tina Turner**. In addition, it will be intercut with special television effects and footage, both live and on tape, filmed in and around Los Angeles. The show will air in 90 markets in the U.S. and be simulcast on radio as well. Featured on both KTTV in Los Angeles and WNEW-TV in New York, the Rod the Mod broadcast will air, with a one-day delay in Australia, New Zealand, Europe, the Far East and Central and South America, as well. **Bruce Gowers**, known for his award winning video work on such projects as Stewart's "Young Turks" and Queen's "Bohemian Rhapsody," will direct the extravaganza, and Stewart manager **Billy Gaff** will produce. Wold Entertainment will be responsible for the domestic and international satellite inter-connections.

**NOT SO SENTIMENTAL** — Veteran recording artist **Bob Welch** has had the reputation as the soft rocking sentimental man ever since he had a hit with a remake of "Sentimental Lady" back in 1978. But after listening to his new self-titled album and his conversation during a recent visit to **Cash Box**, he's trying to live that image down. "The album is heavily AOR rock 'n' roll-oriented because I feel that's where my audience is," says Welch. "I'm no MOR artist, and you won't ever find me crooning soft ballads to appeal to that upper demographic." One listen to his new debut album on RCA will confirm that statement, since, aside from a power pop version of the **American Breed's** '60s hit,



**McDONALD TO HAIKU** — Jack Miller, president of Southern California-based Haiku Records, recently signed Southland-based artist Jerry McDonald to a recording contract. McDonald has debut release in the works. Pictured are (l-r): Miller; McDonald; and Robbie Whalley.

"Bend Me, Shape Me," the album is dyed-in-the-wool stratocaster rock 'n' roll. In support of the album, the ex-**Fleetwood Mac** man recently put together a special in-concert MTV special at The Roxy in Los Angeles. During the performance, which will also be featured on ON-TV in upcoming months, Welch was joined on stage by such big Macs as **Mick Fleetwood**, **Christine McVie** and **Stevie Nicks** for old favorites like "Hypnotized" and "Gold Dust Woman." "We're editing it now, and it'll be available in both 70- and 90-minute form," says Welch. "It's been a tremendous undertaking from start to finish. Playing was almost an afterthought, as coordinating the event—equipment, staging, calling and making sure people were on time — were the most important factors." Welch went on to say that his approach to playing rock in general has become more like an afterthought. "The business has changed so much since the early days of Fleetwood Mac," explains Welch. "It's absolutely terrifying trying to figure out which market to appeal to and if radio will accept what you do nowadays. I'd say three-fourths of my time is spent on record business politics and research — reading trades, monitoring the radio, etc." And while he finds it tough going relating to ultra-conservative playlists, Welch feels he's reached a comfortable plateau at this juncture in his career. "The album's out, and my video project has come off really well," he says. "And while my success isn't quite on the level of **The Beatles**, it ain't chopped liver neither."

**RINGIN' IN THE NEW** — The L.A. concert scene, once again, offers a diverse and eclectic schedule of musical programming for New Year's Eve. Everybody from grandma to kid sister should find someplace to sing auld lang syne when choosing among the following Dec. 31 gigs: **Kenny Rogers**, **Loretta Lynn** and **Larry Gatlin & The Gatlin Brothers**, Forum; **Pilmsouls**, The Whisky; **Oingo Boingo**, Country Club; **Hiroshima**, The Roxy; **The Busboys**, Madame Wong's Chinatown; **The Motels**, Madame Wong's West; **Etta James**, Hop Singh's; **Jerry Jeff Walker**, The Palomino; and **The Blasters**, **Black Flag**, **Fear** and **Suburban Lawns** at the Olympic Auditorium. . . . Rockabilly freaks will be delighted to know that they can grease back their quiffs and step out before New Year's Eve. The Florentine Gardens will be the site of a rockabilly fest to end all Dec. 26 as such locals as **Billy Burnett**, **The Kingbees**, **Jimmy & The Mustangs**, **Johnny Cue**, **Keith Joe Dick** and **The Orangutangs** will be performing.

**CRYSTAL ODYSSEY** — While Laserium, the laser sound and light show, has played in hundreds of planetariums and arenas throughout the world over the past decade, in many circles it is viewed as a glorified light show for the red eye set. But those Los Angelinos who feel that the multi-media event is meant solely for the rock 'n' reefer crowd will get the shock of their lives when *Crystal Odyssey: A Classical Fantasy* opens at the Griffith Park Observatory this week. The visual and sonic banquet is more of laser *Fantasia* as it represents the first time a narrative story line and all-classical music score have accompanied a Laserium project. Directed by **Gregg Weissman** and produced by **Gene Paryka**, the show is also notable because computer-graphic artist **David Em** has created special illusionary landscapes, which will be displayed in a kinetic panorama system. A myriad of other non-laser lighting effects contribute to the multi-media event. A symphonic score featuring works by **Salnt-Saens**, **Grieg**, **Vivaldi**, **Ravel**, **Bartok** and **Bach** accompanies the visual journey through space and the color spectrum. Wonder of wonders, Laserium has become a black tie event. And to top it off, CBS Masterworks has already recorded the soundtrack to *Crystal Odyssey* and will soon release an LP.

**PERFECT SETTING** — Modern Records recording artist **Stevie Nicks'** four-date stand in L.A., Dec. 8, 9, 11, and 12, was certainly one of the highlights of the concert scene here this year. Still riding high on the strength of her fine solo LP, "Bella Donna," Nicks put on a mesmerizing show in a most appropriate setting — the plush Wilshire Theatre in L.A.'s Miracle Mile district. Nicks' music is enough really, but in such a setting (which, incidentally, will be featured prominently in an HBO subscription TV special that was taped over the four shows), it couldn't have been better. Our hats are off to all of those who had a hand in setting up the show, especially the folks at Frontline Management.

**FAMILY AFFAIRS**—**Cash Box** sends its blessings along to **Kenny Rogers** and his lovely wife, **Marianne**, who became the proud parents of a baby boy, **Christopher Cody**, on Dec. 4. . . . Another event in the EMIA/Liberty family that prompts congratulations was **Bill Medley's** marriage to **Janice Grall** in Villa Park, Calif. on Dec. 5.

marc cetner

## Winterland Gains Injunction In New Bootlegging Suit

by Michael Martinez

LOS ANGELES — A preliminary injunction was awarded in federal court to Winterland Productions and 22 artists seeking to stop alleged bootleggers from illegal manufacture and sale of rock T-shirts.

Winterland and the artists, which included REO Speedwagon and the Rolling Stones, won the injunction to stop Emil and John Sileo (operating as Secret Agent Productions) from the bootleg activity. Another party in the case, United Silk Screen, agreed to a permanent injunction from such actions and was dropped from the case during the evidentiary hearing on Nov. 5-6.

The case was filed last September in the U.S. District Court for the Northern District of Illinois, Eastern Division. A secondary case was also filed in that court involving Ed Trelo, who was enjoined by the court from alleged bootleg manufacture and sale of the T-shirts.

According to attorney Eric Wurst, representing Winterland and the artists in the action, Sileo was initially in the bootleg business as major customers of Creative Screen Design, which the federal court recently found guilty of bootleg charges and liable for nearly \$1 million in damages and actual losses suffered from their bootleg activity.

While Creative and its principals, Arnold and Allan Goldzweig have not moved for a stay of the judgement, Wurst said that Creative, et al, has filed an appeal in the Court of Appeals, 7th Circuit.

Wurst remarked that Sileo, a father and son team, were "left in a vacuum" when Creative was shut down, later deciding to engage in the manufacture.

The attorney said that the Sileos allegedly took precautions to avoid being detected as the Goldzweig's had been.

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(continued on page 38)



## SOUND VIEWS

**VCR SALES UP AGAIN IN NOVEMBER** — Electronics hardware dealers, not to mention consumers, may be smarting from the pinch of Reaganomics, but you'd never know it from the sales of home video cassette recorders, color video cameras and projection TV units. According to the latest tally from the Electronic Industries Assn.'s Consumer Electronics Group (EIA/CEG), while sales of both color and monochrome (B&W) television sets were off a bit last month, VCR sales in November were up 49.9% over the same period last year, rising to 146,147 units compared to 97,521 last year. For the year-to-date (47 weeks), total U.S. market sales to retailers of VCRs were up an impressive 72%, reaching 1,172,614 units, compared to 681,683 sold during a comparable period in 1980. Additionally last month, sales of color cameras and projection TVs were up 13.4% and 24%, respectively, while for the year-to-date, they were up 61% and 130%, respectively. Not too shabby for a recession.



**STEELY DAN DIGITAL** — Soundworks digital audio/video studio owner Roger Nichols (r) talked with engineers Roger Nichols (l) and Jerry Garsvza about forthcoming Donald Fagen/Steely Dan digital LP, recorded on the studio's new 3M 32-track digital recorder and due for mid-1982 release on Warner Bros.

with Wold Entertainment, for the two-hour satellite-fed event, which will emanate from the Los Angeles Forum (Stewart's second concert to be shot at that venue. His last performance there is available on video cassette through Warner Home Video). **Bruce Gowers**, of Gowers, Fields & Flattery, is set to direct the live portion of the eight-camera shoot (Gowers also shot the last Stewart Forum show, in addition to the rooster-tressed singer's most recent promo clips for "Young Turks" and "Tonight I'm Yours"), while the special promises to incorporate additional live and taped footage from in and around the Forum. Appropriately, **Kim Carnes** and **Tina Turner** will be among the special guests to appear on the special, which was already set, at presstime, to be shown on more than 80 local TV stations covering 85% of the U.S. . . . On quite a bit smaller level, L.A.'s favorite girl group **The Go-Go's** had its first live video Dec. 5 at, most appropriately, Palos Verdes High School in the City of Angels suburb. Six cameras were utilized for the concert shoot, which was produced by **Jerry Kramer** (of Kramer/Rocklen) and directed and designed by **Mick Haggerty** and **C.D. Taylor**. The concert, which we understand drew rave reviews from the more than 1,200 high school students in attendance (fellow L.R.S. band the **Fleshtones** shared the bill), was also recorded in 24-track audio. The live video package, according to the band's label, is being made available for syndication in January 1982.

**VIDEO CLIPS** — Busy Bruce Gowers directed a live concert shoot of **Devo** at the Santa Monica Civic Auditorium Dec. 8 prior to his work on the big Rod Stewart gig, while his company, Gowers, Fields & Flattery, is in post-production on the **Beb Welch** concert for Warner Amex's MTV: The Music Channel and RCA SelectaVision VideoDiscs.

**RCA SELECTAVISION SETS MONTHLY DISC RELEASES FOR '82** — At a press conference Dec. 9 in N.Y., RCA SelectaVision VideoDiscs division vice president Thomas G. Kuhn announced that the company will begin releasing new videodisc titles on a monthly basis in 1982 to satisfy what he called the "overwhelming" demand for discs. Some 160 new offerings will be released throughout the year, beginning with eight titles in January. Included in the first month's release will be: *Close Encounters of the Third Kind: The Special Edition*, *Cheech & Chong's Up In Smoke*, *The Blue Lagoon*, *Rocky II*, *Carnal Knowledge*, *Blue Hawaii*, *Superbowl XV* and *Meet Mr. Washington/Meet Mr. Lincoln*. According to the most recent survey of disc player owners taken by RCA, half of all system owners have 22 or more individual titles, but four out of 1,000 have 100 titles or more. RCA execs, overheard chatting after the conference, said they were finally seeing interest from record retailers in selling the disc.

**CATCHING UP WITH WARNER BROS. VIDEO CLUB** — It officially started Aug. 10 and sent out its first tape Sept. 1 with a one-hour video cassette featuring **Talking Heads**, **Devo**, **Prince**, **U2**, **Grace Jones** and **Stevie Nicks**, among others. In October, the club released the half-hour long *Compilation II*, tape. It services about 35 clubs across the U.S. and, according to director **Ted Cohen**, the Warner Bros. Video Club "is doing fine. So far, we've had no problems." There have been other services which supply label promo videos to clubs, notably Soft Focus Prods.' Rockamerica, but WB launched its own service "so we could maintain a little more control over our tapes," said Cohen. "Although we're not technically renting the collections to club members, we have an agreement whereby we retain the right of ownership. The \$60 fee we charge for each tape basically covers the cost of the blank tape and duplication." Cohen added that the agreement also states that Warners guarantees each club "a nine-month performance window" on the use of each tape and, after that, "basically, we retain the right to say to the club that they can no longer continue using a tape." The third clip compilation will be out in the latter half of this month or early January '82 and while Cohen says he'd like to go monthly with the service, he doesn't know whether that's possible right now. He did say that he has an arrangement with Rockamerica's **Ed Steinberg** whereby if an act has a record that is particularly hot at the club level, he would allow Rockamerica to distribute an accompanying video to its pool members rather than wait to place it on the next compilation. "Since video is primarily a promotional tool, we want to maximize its impact and, in that regard, timing its release to the clubs is key," said Cohen. "For example, the **Tom Tom Club** record ("Genius Of Love") is very hot in New York right now and rather than wait for the video to end up on our next compilation, Rockamerica obtained a copy from management and it's since become one of their top videos." All tapes are available in 3/4-inch, VHS and Beta configurations.

michael glynn

## VCA Bows 'Moviemat' Vending System Designed For Videocassette Rental Market

**NEW YORK** — Video Corp. of America (VCA) here has developed a videocassette vending machine specifically for the rental market, which, through the use of a central computer memory system, stores all rental transaction and inventory information. According to VCA chairman George K. Gould, the unit, dubbed "The Moviemat," is aimed at large retail chains, such as Sears, Montgomery Wards or J.C. Penney's, which "would not ordinarily become involved in video rentals due to space restraints, inventory needed and necessary paper work" but draw heavy consumer traffic.

"We foresaw two years ago that the future of the home video business would be in rentals but we knew we'd have to design a

### Studio, Label Accord Stressed At SPARS Fete

**NEW YORK** — Addressing a Society of Professional Audio Recording Studios (SPARS) luncheon here, Dr. George Butler, vice president, jazz/progressive A&R, Columbia Records, emphasized the need for studios and record companies to "work closer in order to provide the best quality records at liveable prices." Butler also stressed the need for A&R staffers to exercise greater control in selecting the right producers for an act and in making sure that the set budget is adhered to.

Butler's talk was part of a SPARS program set up to continue a dialog begun last month at the SPARS "Road Show" con-fab here on the question "Are studios, artists and record companies kidding each other?"

With a number of A&R executives from Columbia and other labels present, the discussion was opened up to the floor after Butler's brief speech. Responding to the charge that record companies were helping to undermine the studio industry by recording artists at cut price rates in marginal studios for as low as \$40 per hour, Columbia's Mike Berniker said that as long as the studios are as highly competitive as they are, record companies will try to get the best deals possible for their artists for the least money.

Both Berniker and Butler decried the sense of "false economics" that is still held by some people in the business. "The days of the 12 million seller are coming to an end," Berniker said. "A label producer now has to be able to talk music with an artist and know how to get the best out of him for the least money. We've got to stop talking unlimited budgets."

They also attacked the financial abuses of lawyers who try to soak as much money as possible out of the labels. "Attorneys have become the ruination of the business," Butler said. "They only think of the big dollar and have no idea what it should actually cost to make a record."

Butler also spoke of limiting recording budgets to a level commensurate with what a particular artist can be expected to sell. "When dealing with jazz artists, for example, we have to realize that there is limited sales potential and limit the recording budget accordingly," Butler said.

While it was apparent that little progress could actually be made regarding bridging the gaps between record company and studio needs, representatives of both appeared to welcome the chance to air their positions.

### Hearst/ABC Video Services Relocates

**NEW YORK** — Hearst/ABC Video Services has moved its headquarters to 555 Fifth Avenue, New York, N.Y. 10017. The telephone number is (212) 661-4500.

rental system that would alleviate the very large problem of inventory control," said VCA's Gould. "With 'The Moviemat' we have that and more."

According to Gould, "The Moviemat" is a credit card-operated unit capable of holding 200-300 cassettes, both VHS and Beta format. All data from transaction are recorded and stored in the machine's memory system, and then transmitted to a central computer over a telephone line hook-up.

#### No Bookkeeping

The central computer "sweeps" each of the machines' memories once a day and at the end of every month, studios and software suppliers receive complete and detailed computer print-outs on each location's rentals (for that particular company's product only). Rental billing is done directly through the credit card system, eliminating all bookkeeping.

"It has the capability to break down and inform us of all royalty payments, as well as providing immediate market research information on the rental status of a particular title," notes Gould. "Once this gets on the market we hope to have 20 or so first-run theatrical releases in videocassette form . . . the concept we're promoting here is rental as an extension of the theatrical run. And we spent 1 1/2 years developing safeguards for the machine. It's almost impossible to break into."

Gould added that the machine has a "three-rental limit" and "you cannot rip off the machine dealing with a credit number." The patent for The Moviemat, which takes up some nine square feet and has a slot for rental returns, was granted to the company (Gould and a VCA engineer, to be specific) two weeks ago, Gould pointed out, "so it's been kept pretty much under wraps until now." The company is presently looking for "a large distributor . . . or possibly a movie house" as a partner to finance manufacture of the units.

"One of a half dozen manufacturers we've been looking at will be making these machines for us but, ideally, we'd like to find a distributor as a joint underwriter in the project." Gould said that he anticipated having "several hundred" units out by the end of 1982.

### MGM/CBS Home Video Announce Rental Plan

(continued from page 7)

red cassettes and encased in clear plastic boxes to help distinguish them from regular sale items. Upon conclusion of the four-month lease period, the titles will be made available in standard MGM/CBS black cassette packages for either sale or rental.

#### Emphasis On Sales

In announcing the program, MGM/CBS Home Video's Kuyper stressed the company's continued belief in the home video market as essentially a sale market. However, he added that present economic conditions have forced the company to make titles available on a rental basis.

In addition, Kuyper said that the program's purpose is threefold: to make illegal duplication less attractive; to make rental viable for everyone; and to create a unique rental program that will not interfere with the MGM/CBS sales program.

Aside from *Tarzan the Ape Man*, the company revealed that upcoming rental titles will include *S.O.B.*, *Rich and Famous*, *All the Marbles*, *Whose Life Is It, Anyway?*, *Buddy, Buddy* and *Pennies From Heaven*.

The company pledged an extensive merchandising campaign in support of the program, with print and broadcast ads utilized both nationally and regionally. In addition, each rental cassette will include trailers for upcoming releases.

# MERCHANDISING



**WILD GOLD** — Tower Records in Campbell, Calif. recently received a gold record for .38 Special's "Wild Eyed Southern Boys" from A&M Records. Pictured are (l-r): Lee Erickson, assistant manager, Tower; Matthew Koenig, manager, Tower; Janet Watt, singles buyer, Tower; and Jim Swindel, local marketing coordinator, A&M.

## Racks Optimistic About Holiday Sales

(continued from page 8)

sales due to the strength of midlines.

But Okinow stressed the importance of the frontline product available this year. "We've got an excellent product spread

## CBS, PolyGram Endorse NARM Advertising Plan

(continued from page 7)

visory board for the program.

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

Under the program, NARM will conduct a nationwide institutional advertising push for the music industry keyed to the existing Gift of Music campaign, including full media advertising. In announcing their support, the labels are making an agreement, contingent upon widespread acceptance by the majority of manufacturers, to contribute to the program one half cent from each LP or tape they sell.

Speaking on behalf of their respective companies, both Bob Aultshuler, vice president, press and public affairs, CBS Records, and Jack Kiernan, senior vice president, marketing and sales, PolyGram Records, expressed confidence in the program's acceptance. "I would say that the participation of CBS and PolyGram virtually assures that the campaign will go forward," said Kiernan. "I just can't see it not happening."

Since plans for the Gift of Music institutional advertising campaign were announced at the NARM Retailers Advisory Committee meeting in September (**Cash Box**, Sept. 19), A&M, Alfa, Atlantic, Boardwalk, Capitol/EMI America/Liberty, Chrysalis, Elektra/Asylum, Ranwood, Warner Bros., and WEA Corp. have committed to the program, in addition to CBS and PolyGram.

## ABI Releases Single

**NEW YORK** — The first release for ABI Records is Tom Nielsen's single "Wake Up and Wonder/Make it Easy on Yourself." His band, The Parker Brothers, will release its first album, "Pretty Boy Floyd," soon thereafter. Nielsen plays the character of Floyd Parker on CBS-TV's soap opera *The Guiding Light*.

For more information call ABI at (212) 741-2283.

over last year," he said, noting that the previous holiday season was buoyed by only one or two hot titles, most notably "Kenny Rogers' Greatest Hits."

Supporting Okinow's contention that midlines were a key element in multiple sales was Lee Weimar, vice president and general manager of Alta Distribution for the Southwest.

"The Christmas buyer usually comes in for one particular new title," Weimar said. "He doesn't come in to buy a handful of records, but the midlines and cutouts can change that."

He added that while consumers are being selective in buying, there appeared to be a trend toward purchase of frontline product on sale and various midline titles.

John Kaplan, executive vice president of the Clawson, Mich.-based Handleman Company, noted that the sales season broke later this year than in previous years.

But he noted that top-line product, budget and children's product became big sales items. He also said that new breakouts such as recent product by artists like The Cars, AC/DC and Neil Diamond showed strong movement.

### Pickwick Campaign

Employing the promotion phrase, "When You Give the Gift of Music, One Size Fits All," Pickwick's rack division waged a substantial merchandising and ad campaign featuring 24 titles, including Olivia Newton-John, The Police, Bob Seger, Barry Manilow, Ringo Starr, Stevie Nicks, the Doobie Brothers and others attracting considerable store traffic and attention to the music departments.

But like other rack jobbers, Dave Hutkins, general merchandising director for Pickwick's rack division, said that "Atari and other video games have taken away a lot of disposable income. Instead of buying a handful of records as in the past, many consumers may be buying video game cartridges."

Also like other racks, Hutkins noted a sharp increase in the sale of blank audio cassettes, which he described as "good news/bad news."

Pointing to the increased competition with other leisure products, and also to the ongoing problem of home taping, Don Weiss, president of Arrow Distributing based in Cleveland, additionally noted that because of general economic factors such as spiralling unemployment, consumers are holding onto dollars a bit longer before spending disposable income. He said with the prospect of even more lay-offs and even less money to spend on entertainment early next year, many consumers would be "hoarding their money."

## SINGLE BREAKOUT OF THE WEEK

### SHAKE IT UP • THE CARS • ELEKTRA E-47250

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

## SINGLES BREAKOUTS

### WAITING ON A FRIEND • ROLLING STONES • ROLLING STONES/ATLANTIC RS 21004

Breaking out of: Pickwick — Midwest, Tower — Sacramento, City One Stop — Los Angeles, Rhody Records — Rhode Island, Lieberman — Dallas, Poplar Tunes — Memphis, Waxie Maxie — Washington, P.B. One Stop — St. Louis, Sound Video Unlimited — Chicago, Crazy Eddie — New York, Potomac One Stop — Baltimore, Harmony House — Detroit

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

Breaking out of: Lieberman — Portland, Turtles — Atlanta, Waxie Maxie — Washington, Oz — Atlanta, Tower — San Francisco, Central One Stop — Connecticut, Warehouse — Los Angeles, Lieberman — Kansas City

### COME GO WITH ME • THE BEACH BOYS • CARIBOU/CBS ZS5 02633

Breaking out of: Record Theatre — Cleveland, Cavages — Buffalo, Camelot — National, Karma Records — Indianapolis, Pickwick — Midwest, Tower — Sacramento, Waxie Maxie — Washington

### SHAKE IT UP • THE CARS • ELEKTRA E-47250

Breaking out of: Lieberman — Kansas City, Poplar Tunes — Memphis, Karma Records — Indianapolis, Sound Warehouse — San Antonio, Lieberman — Dallas, Camelot — National, Lieberman — Portland

### TAKE IT EASY ON ME • LITTLE RIVER BAND • CAPITOL P-A-5057

Breaking out of: Waxie Maxie — Washington, Radio Doctors — Milwaukee, Rhody Records — Rhode Island, City One Stop — Los Angeles, Tower — Sacramento, Pickwick — Midwest

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

Breaking out of: Lieberman — Portland, National Record Mart — Pittsburgh, Turtles — Atlanta, Cavages — Buffalo, Lieberman — Kansas City, Karma Records — Indianapolis

### SWEET DREAMS • AIR SUPPLY • ARISTA AS 0655

Breaking out of: Richman Brothers — Philadelphia, Record Theatre — Cleveland, Poplar Tunes — Memphis, Waxie Maxie — Washington, Lieberman — Portland

## FASTEST MOVING MIDLINES

- AC/DC • Let There Be Rock • Atco SD 36151
- Beatles • Rock 'N Roll Vol. I • Capitol SN-16020
- Beatles • Rock 'N Roll Vol. II • Capitol SN-16021
- Tommy Bolin • Teaser • Nempcor/CBS PZ 37534
- Crosby, Stills, Nash & Young • So Far • Atlantic SD 15119
- Devo • Q: Are We Not Men? A: We Are Devo • Warner Bros. BSK 3239
- Exposed II • CBS X2 37601
- Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185
- Billy Idol • Don't Stop • Chrysalis CEP 4000
- Iron Maiden • Maiden Japan • Harvest/Capitol MLP-15000
- (S) The Jam • Polydor/PolyGram PX-1-503
- Billy Joel • Piano Man • Columbia PC 32544
- Carole King • Tapestry • Columbia PE 34946
- Tom Petty & The Heartbreakers • MCA SR 52006
- Plasmatics • Metal Priestess • Stiff WOW 666
- (S) Anne Murray • Christmas Wishes • Capitol SN-16232
- Rainbow • Jealous Lover • Polydor/PolyGram PX-1-502
- Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407

COMPILED FROM: Musicland Group — National • Cutler's — New Haven • Gary's — Virginia • Charts — Phoenix • Big Apple — Denver • Record Theatre — Cincinnati • Sound Warehouse — San Antonio • Tower — Seattle • Radio Doctors — Milwaukee • Lieberman — Denver

## TOP SELLING ACCESSORIES \*

- (S) Allsop 3 Cassette Head Cleaner 70300
- Audio Technica Sonic Broom AT 6012
- (S) Discwasher DW Record Care Kit
- Discwasher D-4 Fluid Re-Fill 1 1/4 Oz.
- Le-Bo Cassette Carrying Case TA-133
- Le-Bo Protective Outer LP Cover
- (S) Maxell UDXL II C-90
- Maxell UDXL I C-90
- Maxell UD C-90 3/Bag
- Memorex MRX 1 C-90 3/Bag
- Memorex MRX 2 C-90 3/Bag
- Memorex Cassette Head Cleaner 0300
- Pickwick Cassette Head Cleaner 211
- Recoton Record Guard Anti-Static LP Inner Sleeve
- Savoy Cassette Carrying Case 2130
- Sound Guard Record Preservation Kit
- (S) TDK SA C-90
- TDK DC-90 2/Bag

COMPILED FROM: Musicland Group — National • Cutler's — New Haven • Gary's — Virginia • Big Apple — Denver • Charts — Phoenix • Record Theatre — Cincinnati • Sound Warehouse — San Antonio • Tower — Seattle • Radio Doctors — Milwaukee • Lieberman — Denver

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK

**CIMARRON • EMMYLOU HARRIS • WARNER BROS. BSK 3603**

**Breaking out of:** Camelot/National, Musicland/National, Record Bar/National, Lieberman/Dallas/Denver/Kansas City/Portland, Soundtown/Hastings Book/Southwest, Tower/San Francisco/Campbell/Sacramento/Seattle, Everybody's/Northwest, City One Stop/Los Angeles, Charts/Phoenix, Mile Hi/Denver, Wilcox/Oklahoma City, Cactus/Houston, Leisure Landing/New Orleans, Port O' Call/Nashville, Record Theatre/Cincinnati, Karma/Indianapolis, Peaches/Cleveland, Lechmere Sales/Boston, Harvard Coop/Boston.

**MERCHANDISING AIDS:** 1x1 Flats, Personality Poster, Songbook.

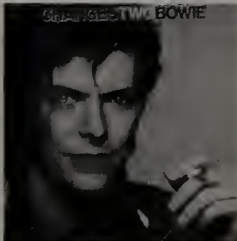


## ALBUM BREAKOUTS

**MUSIC FROM "THE ELDER" • KISS • CASABLANCA/POLYGRAM NBLP 7261**

**Breaking out of:** Handleman/National, Camelot/National, Musicland/National, Warehouse/National, Everybody's/Northwest, Disc-O-Mat/New York, King Karol/New York, Stratford/New York, Rhode Records/Rhode Island, Great American Music/Minneapolis, Streetside/St. Louis, Poplar Tunes/Memphis, Gary's/Virginia, Tape City/New Orleans, Licorice Pizza/Los Angeles, Tower/San Diego/Sacramento

**MERCHANDISING AIDS:** Trim Fronts, Personality Poster, Poster On Acetate.



**CHANGESTWO BOWIE • DAVID BOWIE • RCA AHL 1-4027**

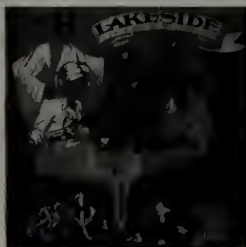
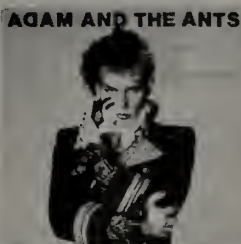
**Breaking out of:** Stratford/New York, Disc-O-Mat/New York, Cutler's/New Haven, Harvard Coop/Boston, Licorice Pizza/Los Angeles, Lieberman/Portland, Mile Hi/Denver, Big Apple/Denver, Rose Records/Chicago, Radio Doctors/Milwaukee, Record Theatre/Cincinnati, Gary's/Virginia, Leisure Landing/New Orleans, Wilcox/Oklahoma City

**MERCHANDISING AIDS:** 2x2 Album Cover Blowup, 24x36 Catalog Poster, Mobile.

**PRINCE CHARMING • ADAM AND THE ANTS • EPIC ARE 37615**

**Breaking out of:** Musicland/National, Stratford/New York, Disc-O-Mat/New York, Harvard Coop/Boston, Waxie Maxie/Washington, Everybody's/Northwest, Licorice Pizza/Los Angeles, City One Stop/Los Angeles, Tower/Los Angeles, Charts/Phoenix, Flipside/Chicago, Radio Doctors/Milwaukee, Leisure Landing/New Orleans.

**MERCHANDISING AIDS:** Album Flats, Oversize Artist Poster.



**YOUR WISH IS MY COMMAND • LAKESIDE • SOLAR/ELEKTRA S-26**

**Breaking out of:** Record Bar/National, Sound Unlimited/National, Gary's/Virginia, Turtles/Atlanta, Streetside/St. Louis, Poplar Tunes/Memphis, Leisure Landing/New Orleans, Sound Warehouse/San Antonio, Wilcox/Oklahoma City, Mile Hi/Denver, Big Apple/Denver, Tower/Sacramento/Seattle, Radio Doctors/Milwaukee.

**MERCHANDISING AIDS:** 1x1 Flats, 18x36 Poster, 3' Die Cut Banner.

**THE CATHERINE WHEEL • DAVID BYRNE • SIRE SRK 3645**

**Breaking out of:** Crazy Eddies/New York, Disc-O-Mat/New York, King Karol/New York, Harvard Coop/Boston, Tower/San Francisco/Los Angeles, Everybody's/Northwest, Big Apple/Denver, Leisure Landing/New Orleans, Radio Doctors/Milwaukee

**Merchandising Aids:** 1x1 Flats



**I LOVE ROCK 'N' ROLL • JOAN JETT AND THE BLACKHEARTS • BOARDWALK NB1-33243**

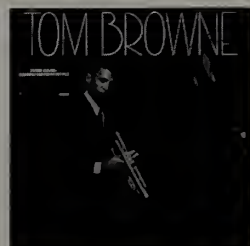
**Breaking out of:** Waxie Maxie/Washington, Crazy Eddies/New York, Cutler's/New Haven, Streetside/St. Louis, Radio Doctors/Milwaukee, Leisure Landing/New Orleans, Lieberman/Portland

**MERCHANDISING AIDS:** Album Flats, Poster

**YOURS TRULY • TOM BROWNE • GRP/ARISTA 5507**

**Breaking out of:** Waxie Maxie/Washington, Record & Tape Collector/Baltimore, Stratford/New York, Cavages/Bufalo, Chicago One Stop/Radio Doctors/Milwaukee, Mile Hi/Denver, Big Apple/Denver, Charts/Phoenix

**MERCHANDISING AIDS:** 2x2 Flats, Mini Covers.



**GROVER HOT IN PHILLY** — Elektra/Asylum recently sponsored a special listening party for Grover Washington, Jr.'s new LP, "Come Morning." Pictured in the **back row** at the party are (l-r): Earl Sayles, regional manager, black music merchandising, WEA; Mel Fuhrman, general manager, East Coast, Asylum; Daryl Minger, publicity, E/A; Rich Cervino, manager, Philadelphia, WEA; Washington; Sylvia Rhone, special markets coordinator, WEA; Lloyd Remick, Washington's manager; Bill Hendrickson, singles specialist, WEA; Linda Metz, WEA, Philadelphia; Bobbi Williamson, WEA Philadelphia; Joe Washington, special projects coordinator, Philadelphia, WEA; and Fred Barsuglia, sales representative, WEA. Pictured in the **front row** are (l-r): Rutus Greene, field merchandiser, WEA; Rick Alden, regional promotion, E/A; Pete Stocke, Philadelphia branch manager, WEA; Bill Berger, regional sales manager, WEA; Fred Renzi, local promotion, E/A; Jim Waller, field merchandiser, WEA; and Ray Milanese, marketing coordinator, WEA.

## WHAT'S IN-STORE

**STARK FACTS** — Lotsa action of late throughout Stark's Camelot and Grapevine chains. A month-long, chainwide CBS promotion tagged the "CBS Gift Center" featured 29 titles including numerous two-fers by the likes of **Neil Diamond, Loverboy, Earth, Wind & Fire, Journey, Bruce Springsteen, REO Speedwagon** and **Bob James**. In-house point-of-purchase and label aids were used to construct the Gift Centers, with elaborate in-store and window displays fueling the fire. Stark veep **Joe Bressi** reports EWF and Journey were the runaway best-sellers, with the sale accounting for approximately 10% of the chains' business during November. . . A 60-store display contest in support of MCA recording group the **Rossington Collins Band** gave the group a big lift. Eight platinum LPs were awarded as display prizes. . . The Akron Grapevine and seven Camelot stores in Northeast Ohio teamed-up with radio station WMMS (101 on the Cleveland FM dial) for a "Concert Lodge Giveaway." Station listeners were invited down to their local store to register in a drawing for 10 tickets to the **Rolling Stones'** Cleveland appearance. All titles by the Stones were on sale for \$1.01 off their regular price. . . A second WMMS promotion, this one in cooperation with MCA, has just kicked-off. The "MCA World of Entertainment" contest is offering a four-day trip to Disneyworld with \$101 and accommodations as first prize. Other prizes include a stereo system, movie and Agora passes, concert tickets and satin jackets. . . Seventeen stores participated in a recent promotion in support of Handshake recording group **Sneaker**, with each store giving away a pair of Jordache sneakers. . . The Charlotte, N.C. Grapevine recently hosted its first after-hours in-store with Atlantic recording group **Blackfoot**. Store manager **Steve Endres** reports that the post-concert appearance was a huge success, with the store remaining open until 2 a.m. The well-publicized appearance was bolstered by print ads and an announcement during the concert. . . Congrats to **Donna Crawford**, of the Jamestown Mall Camelot in Florissant, Mo., for being voted store manager of the month by the mall association. . . With Christmas upon us, charity drives have been picking up steam. Camelot and Grapevine stores in the Michigan and Ohio regions have been participating in a "Toys for Tots" drive. Any customer bringing in a toy for charity gets a one dollar off coupon. Meanwhile, the Grapevines in Flint and Akron have been sponsoring "Trim-A-Tree-For-Charity" campaigns. A one dollar off coupon is given to any customer donating a Christmas tree ornament. Fully decorated trees will be delivered to a local charity.

**GOOD VIBRATIONS** — A chain-wide promotion in support of the CBS Great Performance Series has been the highlight of recent activities for the **Good Vibrations** stores. **Ralph Anderson**, assistant manager of the Canton, Mass. outlet, informs us that it was "the best promotion of the year" for that store. With all titles in the series priced at \$3.95, the store took advantage of radio and print ads, as well as in-store displays to help raise the profile of their classical department. Normally relegated to the rear of the store, a classical bin was placed up front, and heavy in-store play was given to featured titles. As a result, Anderson and company report that post-sale traffic in classical product has been substantially better than in the past.

**RECORD BAR NEWS** — Promoting its recent album, "Free Time," MCA group **Spyro Gyra** greeted more than 200 fans at a recent in-store appearance at the Clearwater, Fla. **Record Bar**. The group's appearance culminated a "Free Time" giveaway, done in conjunction with radio station WSRZ. Prizes included a weekend for two at Treasure Island, a Pulsar Watch and an autographed Spyro Gyra catalog. . . The opportunity to appear onstage with **Billy Squier** to sing "The Stroke" was one of the prizes during a recent promotion at the Evansville, Ind. store. The winner, whose name was drawn-on-the-air at radio station KC-103, also received free tickets to the show, backstage passes and free LPs. . . In support of a recent **Kinks** concert, the Tallahassee, Fla. outlet placed the group's catalog on special sale and offered customers a chance to register for two free tickets to the concert and a free copy of the group's latest LP, "Give the People What They Want". . . Customers at the Independence, Mo. and Overland Park, Kan. asking Record Bar personnel "Is It ELO Time?" on a designated time and day received one of several prizes, including ELO catalogs, "Time" LPs or dinner for two at a local restaurant with two tickets to an ELO concert. . . A Sony Walkman was the grand prize in a "What Stimulates You?" contest co-sponsored by the Charlotte, N.C. store and Epic Records. Customers entered by answering the question in 25 words or less. . . The week before each West Virginia University home football game, the Morgantown outlet has been asking customers to submit their predictions on the final score. The customer who comes closest wins the LP or tape of his choice. The first person in the store after the game with a ticket stub and the correct score wins an LP or tape at a special sale price.

fred goodman

## AIR PLAY



**QUARTERFLASH ON THE MOVE** — Currently on an extended promotional tour to support its self-titled debut LP and the single "Harden My Heart," Geffen recording group Quarterflash stopped by to visit at KNX-FM/Los Angeles. Pictured at the station are (l-r): Joanne Erhardt, DJ, KNX; Dave Hall, promotion, Warner Bros.; and Jack Charles, Marv Ross and Rindy Ross of the group.

## Top 40, AOR Stations Playing Newer Christmas Songs In '81

(continued from page 15)

had over the years, such as Phil Spector's and the Beatles' songs," says music director Jim Monaghan.

### Newer Releases

Regarding newer product, Monaghan said that Jett's and Squier's songs will be complemented by those from the recently released ZE anthology, "A Christmas Record," which includes such songs as "Christmas In The Motor City" by Was (Not Was), "Christmas On Riverside Drive" by August Darnell and "Things Fall Apart" by Christina. Remarking that rotation is up to individual air personalities, Monaghan,

## FM Network Radio Listenership Up, Says Latest RADAR Survey

NEW YORK — National quarter-hour FM listenership, currently at an all-time high of 59.3% of all persons 12+ Monday through Sunday during 24 hours, has reached a plateau, according to Nick Schiavone, vice president of radio research, NBC. "It's been steadily increasing over the last few years, but from the statistics, you can infer a plateau," said Schiavone, commenting on the results of the Fall 1981 Radio's All-Dimension Audience Research (RADAR) survey.

The RADAR surveys over the years have shown a steady increase of FM listenership. In Spring 1979, AM and FM listenership was split 50/50. Since then, it rose dramatically until Fall 1981, when it increased by only .03. "By the same token, we can say that AM listenership has bottomed out," added Schiavone.

The survey further found that listenership to network radio affiliates has reached an all-time high of 78%. That includes the same statistical sample of listenership to stations affiliated with the four ABC, the two NBC, the Mutual, RKO I and Sheridan networks. Webs such as the Satellite Music Network and the Transtar network are statistically incompatible with RADAR methods and as such are not yet measured, according to Schiavone.

RADAR surveys are based on a sample of 6,050 people over the age of 12, living in households in the continental United States. Unlike the Nielsen television surveys, however, RADAR sweeps measure individuals, not households.

nevertheless, said that current rotation is light but will increase. "We won't concentrate on them until later this week," he says.

In Chicago, Tim Kelley, vice president of programming at AOR station WLUP, reflected the same attitudes adopted by Beaudien and Hedges. "We'll just be playing a few rock 'n' roll standards lightly," he says. "We don't want to cloud up our regular programming."

On rock station WLS-FM/Chicago, program director Richard Lippincott said that he will not program much Christmas music until Christmas Eve. What he will play includes Springsteen's and Jett's songs and a gag record made by air personality Larry Lujack, "Grandmother Was Run Over By A Reindeer." "It's a tradition here and he has to continue it," says Lippincott, who doesn't plan to add any Christmas songs to his playlist. "The average life of a record is 12 weeks, and if we put Christmas records on the list, they'll take the place of another record," he said.

### More Traditional At Top 40

Lippincott is also PD for Top 40-formatted WLS-AM, which is playing a mix of traditional hits like Nat King Cole's "Chestnuts Song" and newer material like Squier's song. "We'll play everything unless it is in poor taste," said Lippincott. The AM station is also planning to play nothing but Christmas music from 10 p.m. Christmas Eve to 6 p.m. Christmas day.

In Boston, Top 40 outlet WXKS-FM began adding Christmas music to its playlist early last week in an orderly fashion. "We're adding one Christmas song every show, which is three hours," says Sunny Joe White, WKKS-FM PD. White emphasized that oldies like those produced by Phil Spector, as well as Lennon's and Springsteen's songs, are ones in the heaviest Christmas song rotation.

WNBC/New York music director Lendon Abel said that Christmas music is also going into "slow rotation" on his Top 40-formatted station. Adding that both traditional and newer songs will be played, Abel picked Bing Crosby's "White Christmas" and A&M recording act The Carpenters' "Merry Christmas Darling" as candidates for heavy Christmas rotation. In contrast, WCAU-FM/Philadelphia is shying away from Christmas music this year. "We won't consider it unless it is a current hit this year," said Roy Laurence, WCAU-FM PD.

**STILL HEARING LAST YEAR'S SUIT** — Despite previous expectations to the contrary, New York State Supreme Court Justice Manuel Gomez refused to throw out a lawsuit filed by the Black Radio Network (BRN) against MCA Records, parent company of the now-defunct Infinity label. The network filed the suit in an attempt to recover \$50,000 it spent covering Pope John Paul's 1979 visit to the United States for Pathe News Service of New York, which had contracted with Infinity to produce a record of the Pope's visit. According to an earlier BRN statement, the network had repeatedly asked Pathe and MCA for return of the tapes, but eventually forgot about it, (Cash Box, Aug. 29). "We got lost in the shuffle until the Pope was shot," said Roy Thompson BRN press spokesman. The suit is expected to come to trial early next year.

**REACTION** — Keeping up with the revivalist trend, Drake-Chenault is introducing a new radio format on Feb. 1 entitled *Hit Parade*. Reportedly the syndicator's first new format in many years, *Hit Parade* is aimed at the 40+ demographic and will include '50s, rock 'n' roll hits, '60s MOR and '70s pop hits, in contrast to centering on '40s music. It is designed primarily for AM stations. Drake-Chenault will also design on-air promotions for the new format. For more information, call (213) 883-7400.

**NETWORK NEWS** — The ABC Radio Networks have been awarded exclusive broadcasting rights to the 1984 Olympic Games, which will be held in Los Angeles. In addition to serving as official host radio broadcaster, the webs will also be in charge of arranging radio transmission of the events and ceremonies to foreign stations and American Spanish-language stations accredited by the International Olympic Committee. Internationally known psychologist Dr. Irene Kassorla, author of *Nice Girls Do*, has been signed by ABC Talkradio to host a show that premieres sometime next Spring. It is tentatively scheduled for broadcast by stations between the hours of 10 a.m. and 4 p.m. or midnight and 6 a.m. The show will run for two hours.

Capitol recording act **Little River Band** has been signed for an exclusive 90-minute live concert broadcast on Radioradio. CBS's new young adult radio web. It will be produced by GK Prods. and so far is the second concert lined up by the network. The other was a concert by RCA recording group **Hall & Oates**.

**NEW JOBS** — Dene W. Hallman was recently appointed PD of country-formatted WHN/New York. Hailing most recently from WWWW/Detroit, Hallman brings experience from KBZT/San Diego, WEEP/Pittsburgh and WAVZ/New Haven. Pamela Haslam was recently promoted to director of press information at the CBS Radio Network. Haslam has been serving the web as manager of press information since June, 1980 prior to which she was



**WHERE IT'S AT** — Motown recording artist Jose Feliciano (r) recently visited KWST/Los Angeles for an interview with Benny Martinez (l), with whom he discussed his Motown self-titled debut LP and the current single, "I Wanna Be Where You Are."

a Peace Corps volunteer in Nicaragua.

**SYNDICATION INDICATIONS** — Three more stations have adopted the "Unforgettable" format of Toby Arnold and Assoc. They are WFAU/Augusta, Mai KFIO/Ridgecrest, Calif.; and KWTZ/Waco, Texas. The format, reportedly aiming for the 25-64 year-old listeners, plays MOR hits dating from the 1940s until the present.

**STATION TO STATION** — KLOS/Los Angeles is playing host to the 1981 Hollywood Television Society Christmas party Dec. 15 in the Los Angeles Ballroom of the Century Plaza Hotel. The party is given each year as a benefit for the Society's scholarship fund, which helps place young people in the industry. Bill Sommers, KLOS VP and GM, is serving as chairman of the party's committee, while air personality Frazer Smith showcases his varied talents as the show's emcee. The Society is an organization of west coast broadcasting executives whose membership reportedly exceeds 1,500. In keeping with the recent trend towards live television and radio concert simulcasts, KGON-FM/Portland and KOIN-TV are simulcasting Warner Bros. recording artist **Rod Stewart's** Dec. 19 concert at the Los Angeles Forum. Stewart is currently touring to support his LP "Tonight I'm Yours". 'Tis the season and **WBZ/Boston** and **WIOQ/Philadelphia** are once again starting their special Yuletide promotions. In Beantown, the station will raise revenue for the Boston Children's Hospital Medical Center through live solicitation broadcasts at several downtown locations until 6 p.m. on Christmas Eve. People can make contributions either at the local stations or by sending them to WBZ Children's Hospital Fund, PO Box 1030, Boston, Mass. 02134. This drive last year is said to have raised \$112,000. Meanwhile, in the City of Brotherly Love, AOR outlet WIOQ was once again chosen by the U.S. Marines as the official station for the Toys for Tots campaign, which is chaired by air personality **Helen Leicht**. For more information, call (215) 667-8100. At the same time, former **WMMR** air personality **Carol Miller**, recently celebrated her 10th anniversary at **WPLJ/New York**. Miller began her radio career at WMMR, while she was a student at the University of Pennsylvania.

**FOR YOUR INFORMATION** — Underground News Service, a small company dedicated to providing college and small progressive commercial stations with interviews, recently bowed. The interviews, with Passport recording artist **Siouxsie Sioux** and Slash group **X**, are part of a package recently sent to approximately 100 stations. Each interview contains no additional editorial material. For more information, contact the company at 13 E. 17th St., New York, N.Y. 10003. The telephone number is (212) 255-7674. The Music Director Programming Service is a firm offering A/C, oldies, Christmas and other miscellaneous programming services for secondary market stations that have poor record service. For more information, call **Budd Cain** at (413) 783-4626. **WOKI-FM/Knoxville, Tenn.**; **WWOM-FM/Albany, N.Y.**; **KIOU/Corpus Christi, Texas**; and **KBOR/Brownsville** are now represented by Selcom Radio.

**PAT CHANCE DEPT.** — Student programmers of **WSJU/New York**, the station of John's University, recently launched a petition drive to persuade the **Rolling Stones** to do a benefit concert for a local charity. The students have reportedly been circulating their petitions in Record World stores in the New York metropolitan area.

**THE IMMEDIACY OF RADIO COVERAGE** — Please send all radio-related correspondence to *Air Play*, Cash Box 1775 Broadway, New York, N.Y. 10019.

larry riggs

# CASH BOX ROCK ALBUM RADIO REPORT

— **STARFIGHTERS • JIVE/ARISTA**  
**ADDS:** WNEW, WLWQ, KLOL, KMGH, WOUR, WLIR, WRNW, KNCN. **HOTS:** None. **MEDIUMS:** WLWQ, WKLS, WYFE, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



**THE POLICE**  
**GHOST IN THE MACHINE**

7 **THE POLICE • GHOST IN THE MACHINE • A&M**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, WHFS, WNEW, KMET, WLWQ, WYFE, KLOL, WGRQ, WNAC, WPLR, KMGH, KOME, WABX, WBCN, KNCN, WCOZ, WSHE, WRNW, KEZY, WLIR, KSHE, WMMS, KSJO, WOUR, KZAM, WBLM. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Every, Spirits, Secret, Invisible, One. **SALES:** Good to moderate in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

6 **AC/DC • FOR THOSE ABOUT TO ROCK WE SALUTE YOU • ATLANTIC**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, KMET, WLWQ, WYFE, KLOL, WGRQ, WBCN, KNCN, WKLS, WSHE, WRNW, WCCC, WLIR, KSHE, WMMS, WOUR, KOME, KMGH, WPLR. **MEDIUMS:** WNEW, WKDF, WABX, WCOZ, WBLM. **PREFERRED TRACKS:** Evil, Let's, Venom, Title. **SALES:** Good in all regions.

33 **BLACK SABBATH • MOB RULES • WARNER BROS.**  
**ADDS:** WCOZ. **HOTS:** WCCC, WMMS, KOME, WPLR, WGRQ, KLOL, WYFE. **MEDIUMS:** WBAB, KMET, WLWQ, KNCN, WKLS, WSHE, WLIR, KSHE, WBLM, KMGH. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions; strongest in West and Midwest.

37 **LINDSEY BUCKINGHAM • LAW AND ORDER • ASYLUM**  
**ADDS:** None. **HOTS:** WBAB, WNEW, KNCN, WSHE, WRNW, KEZY, WMMS, KZAM, KNX, WPLR. **MEDIUMS:** KZEL, KBPI, WKLS, WLIR, KMGH, WKDF, WGRQ, KLOL, KMET. **PREFERRED TRACKS:** Trouble. **SALES:** Moderate in all regions; strongest in West.

9 **THE CARS • SHAKE IT UP • ELEKTRA**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, WNEW, KMET, WLWQ, WYFE, KLOL, WGRQ, KNAC, WPLR, KMGH, WBCN, KNCN, WCOZ, WKLS, WSHE, WRNW, KEZY, WLIR, KSHE, WMMS, KZAM, WBLM, KOME. **MEDIUMS:** WHFS, WABX, WCCC, WOUR. **PREFERRED TRACKS:** Title, Since, Think, Cruiser. **SALES:** Good in all regions.

1 **FOREIGNER • 4 • ATLANTIC**  
**ADDS:** None. **HOTS:** KZEL, WBAB, WNEW, KMET, WYFE, KLLOL, WGRQ, WKDF, WPLR, KMGH, WABX, WBCN, KNCN, WSHE, WRNW, KEZY, WLIR, WMMS, WOUR, WBLM, KOME, KNX. **MEDIUMS:** WCOZ, WKLS, KSJO. **PREFERRED TRACKS:** Waiting, Juke, Night, Urgent. **SALES:** Good in all regions.

22 **GENESIS • ABACAB • ATLANTIC**  
**ADDS:** WKDF. **HOTS:** WBAB, WHFS, WNEW, WYFE, KLLOL, WGRQ, KNAC, WKDF, KMGH, WBCN, WSHE, WRNW, KEZY, WLIR, KSHE, WMMS, WOUR, WBLM. **MEDIUMS:** KZEL, KBPI, KMET, WLWQ, WPLR, WABX, WCOZ, WKLS, WCCC, KSJO, KZAM. **PREFERRED TRACKS:** Reply, Title, Dark, Another. **SALES:** Good to moderate in all regions; weakest in South.

26 **THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**  
**ADDS:** None. **HOTS:** WBCN, WLIR, WMMS, KZAM, KOME, KNAC, WHFS, WBAB. **MEDIUMS:** WABX, KNCN, WKLS, KMGH. **PREFERRED TRACKS:** Lips, This Town, Beat. **SALES:** Moderate in East and West; fair in others.

154 **THE JOHN HALL BAND • ALL OF THE ABOVE • EMI AMERICA**  
**ADDS:** WPLR. **HOTS:** WRNW. **MEDIUMS:** KNCN, WCOZ, WSHE, WOUR, KZAM, WBLM, WKDF, KLLOL, WBAB, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions; strongest in West.

## # 3 MOST ADDED

120 **IN HARMONY 2 • VARIOUS ARTISTS • COLUMBIA**  
**ADDS:** KBPI, KSHE, KNCN, WBCN. **HOTS:** WRNW, WGRQ. **MEDIUMS:** WNEW, WBAB. **PREFERRED TRACKS:** Santa Claus. **SALES:** Fair in West; weak in others.

17 **THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, WHFS, WNEW, KMET, WLWQ, WYFE, KLLOL, WPLR, KNCN, KMGH, KOME, WBLM, WBCN, WCOZ, WKLS, WSHE, WRNW, KEZY, WCCC, WLIR, KSHE, WMMS, KSJO, WOUR. **MEDIUMS:** WKDF, WABX, KZAM. **PREFERRED TRACKS:** Centerfold, Title. **SALES:** Good in all regions.

LP Chart Position

## # 2 MOST ADDED

138 **JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK**  
**ADDS:** KMGH, WOUR, WSHE, WKLS. **HOTS:** WRNW, WLIR, KNAC, WNEW, WBAB. **MEDIUMS:** WBCN, WPLR, WYFE, WHFS, KZEL. **PREFERRED TRACKS:** Crimson, Bits, Drummer. **SALES:** Moderate to fair in all regions; strongest in Midwest.

3 **JOURNEY • ESCAPE • COLUMBIA**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, WNEW, WABX, WBCN, KNCN, WSHE, KEZY, WMMS, KSJO, KZAM, KOME, KMGH, WKDF, KLLOL, KMET. **MEDIUMS:** WLIR, WBLM. **PREFERRED TRACKS:** Believin', Stone, Crying. **SALES:** Good in all regions.

57 **THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**  
**ADDS:** None. **HOTS:** WRNW, KSJO, WOUR, KOME, WPLR, KNAC, WGRQ, KMET, WNEW. **MEDIUMS:** KNCN, WCOZ, WKLS, KEZY, KMGH. **PREFERRED TRACKS:** Better, Title, Destroyer, Dial. **SALES:** Moderate in East and West; fair in others.

77 **GREG LAKE • CHRYSALIS**  
**ADDS:** None. **HOTS:** WNEW, WRNW, WOUR, KZAM, WYFE. **MEDIUMS:** KZEL, WBAB, KMET, KNCN, KEZY, WLIR, KSHE, WMMS, WBLM, KOME, KMGH, WPLR, WKDF. **PREFERRED TRACKS:** Let Me, Nuclear. **SALES:** Moderate to fair in all regions; strongest in Midwest.

31 **LOVERBOY • GET LUCKY • COLUMBIA**  
**ADDS:** None. **HOTS:** KZEL, WBAB, WNEW, KMET, WLWQ, WYFE, WGRQ, WPLR, KNCN, WKLS, WSHE, WRNW, WLIR, WMMS, WOUR, KOME, KMGH. **MEDIUMS:** KBPI, KLLOL, WABX, WBCN, WCOZ, KSHE, WBLM. **PREFERRED TRACKS:** Working. **SALES:** Moderate in all regions; strongest in West.

48 **THE STEVE MILLER BAND • CIRCLE OF LOVE • CAPITOL**  
**ADDS:** None. **HOTS:** WNEW, WLWQ, WYFE, WGRQ, WBCN, WRNW, KEZY, WLIR, WMMS, KNX, WPLR. **MEDIUMS:** WBAB, WABX, KNCN, KSJO, WBLM, KOME, KMGH, WKDF. **PREFERRED TRACKS:** Heart, Title. **SALES:** Moderate to fair in all regions.

43 **MOLLY HATCHET • TAKE NO PRISONERS • EPIC**  
**ADDS:** None. **HOTS:** KMET, WYFE, KNCN, WSHE. **MEDIUMS:** KZEL, KBPI, WBAB, WLWQ, WCOZ, WKLS, WCCC, KSHE, WMMS, WBLM, KOME, KMGH, WPLR, WGRQ, KLLOL. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions; strongest in South and Midwest.

8 **STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**  
**ADDS:** None. **HOTS:** WNEW, WABX, WBCN, KNCN, KEZY, WOUR, KZAM, KOME, KNX, WKDF, WGRQ. **MEDIUMS:** KMET, WCOZ, WKLS, WMMS, KMGH, KLLOL. **PREFERRED TRACKS:** Leather, Draggin', Edge. **SALES:** Good to moderate in all regions.

19 **OZZY OSBOURNE • DIARY OF A MADMAN • JET/CBS**  
**ADDS:** WKDF. **HOTS:** KZEL, WBAB, KMET, WYFE, WGRQ, WBCN, KNCN, WCOZ, WKLS, WSHE, WLIR, KSHE, WMMS, WOUR, KOME, KMGH, WPLR. **MEDIUMS:** KBPI, WLWQ, KLLOL, WCCC, WBLM. **PREFERRED TRACKS:** Over, Title. **SALES:** Good to moderate in all regions; strongest in Midwest.

149 **THE HENRY PAUL BAND • ANYTIME • ATLANTIC**  
**ADDS:** WBCN. **HOTS:** WKLS, WRNW, WLIR. **MEDIUMS:** KZEL, KBPI, WBAB, WNEW, KMET, WLWQ, WYFE, KLLOL, WGRQ, WKDF, WPLR, WABX, KNCN, WCOZ, WSHE, KEZY, KSHE, WMMS, WOUR, WBLM, KOME, KMGH. **PREFERRED TRACKS:** Keeping. **SALES:** Fair in all regions; strongest in South.

44 **PINK FLOYD • A COLLECTION OF GREAT DANCE SONGS • COLUMBIA**  
**ADDS:** KLLOL, KMGH. **HOTS:** KNCN, WRNW. **MEDIUMS:** WKLS, WLIR, WOUR, KOME, WHFS, WBAB, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

LP Chart Position

29 **QUARTERFLASH • GEFEN**  
**ADDS:** None. **HOTS:** KZEL, KBPI, WBAB, WNEW, KMET, WLWQ, WYFE, KLLOL, WGRQ, WKDF, WPLR, KMGH, KNX, KOME, WABX, KNCN, WKLS, WSHE, WRNW, KEZY, WMMS, KSJO, WOUR, KZAM, WBLM. **MEDIUMS:** WCOZ, WLIR, KSHE. **PREFERRED TRACKS:** Harden. **SALES:** Good in all regions.

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

16 **RUSH • EXIT... STAGE LEFT • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** KMET, KNCN, WCOZ, WKLS, WCCC, WLIR, WMMS, KOME, KMGH, WPLR, KLLOL. **MEDIUMS:** KBPI, WBAB, WNEW, WLWQ, WBCN, WOUR, WBLM, WKDF, WGRQ. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions.

## # 5 MOST ADDED

— **EDDIE SCHWARTZ • NO REFUGE • ATCO**  
**ADDS:** KZEL, KBPI, WGRQ. **HOTS:** None. **MEDIUMS:** KEZY, WBAB. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response in all regions.

160 **SNEAKER • HANDSHAKE**  
**ADDS:** None. **HOTS:** KZAM, KNX, WBAB. **MEDIUMS:** KNCN, WKLS, WSHE, KEZY, WOUR, WPLR, WGRQ, WLWQ, KBPI. **PREFERRED TRACKS:** More Than. **SALES:** Moderate to fair in all regions.

14 **ROD STEWART • TONIGHT I'M YOURS • WARNER BROS.**  
**ADDS:** None. **HOTS:** WBAB, WYFE, WNEW, KMET, WRNW, KEZY, WLIR, KSHE, WMMS, KOME, KNX, KMGH, WKDF. **MEDIUMS:** KBPI, WLWQ, WABX, WBCN, KNCN, WKLS, WPLR, KLLOL. **PREFERRED TRACKS:** Turks, Title. **SALES:** Good to moderate in all regions.

111 **SURVIVOR • PREMONITION • SCOTTI BROS./CBS**  
**ADDS:** WPLR. **HOTS:** WCOZ, WSHE, WMMS, KSJO, WBLM, KLLOL, WYFE. **MEDIUMS:** WABX, KMGH, WLWQ, KMET, KBPI, KZEL. **PREFERRED TRACKS:** Poor. **SALES:** Moderate in Midwest; fair in others.

72 **TRIUMPH • ALLIED FORCES • RCA**  
**ADDS:** None. **HOTS:** KZEL, KMET, KNCN, WKLS, WRNW, WLIR, WMMS, KSJO, WOUR, WBLM, KOME, KMGH, WGRQ, KLLOL. **MEDIUMS:** KBPI, WABX, WCOZ. **PREFERRED TRACKS:** Magic. **SALES:** Moderate in South and Midwest; fair in others.

156 **BOB WEIR • BOBBY & THE MIDNITES • ARISTA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WBCN, KNCN, WLIR, KSHE, KOME, KMGH, WPLR, WYFE, KMET, WHFS, WBAB, KZEL. **PREFERRED TRACKS:** Open. **SALES:** Fair in East and West; weak in others.

## # 4 MOST ADDED

35 **NEIL YOUNG & CRAZY HORSE • RE-AC-TOR • REPRISE**  
**ADDS:** WKDF, WSHE, KBPI. **HOTS:** KZEL, WBAB, WHFS, WRNW, WLIR, KOME, WYFE, KMET, WNEW. **MEDIUMS:** WYSP, KBPI, WBCN, KNCN, WKLS, KSHE, WOUR, WBLM, KMGH, WGRQ, WLWQ. **PREFERRED TRACKS:** Opera, Shots, T-Bone. **SALES:** Moderate to fair in all regions; strongest in West.

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	PHYSICAL OLIVIA NEWTON-JOHN	12
2	2	WAITING FOR A GIRL LIKE YOU FOREIGNER	11
3	3	LET'S GROOVE EARTH, WIND & FIRE	12
4	4	OH NO COMMODORES	14
14	5	I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES	6
7	6	YOUNG TURKS ROD STEWART	10
8	7	WHY DO FOOLS FALL IN LOVE? DIANA ROSS	10
6	8	EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE	13
10	9	DON'T STOP BELIEVIN' JOURNEY	8
12	10	HARDEN MY HEART QUARTERFLASH	10
13	11	TROUBLE LINDSEY BUCKINGHAM	9
16	12	COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND	6
17	13	TURN YOUR LOVE AROUND GEORGE BENSON	9
15	14	YESTERDAY'S SONGS NEIL DIAMOND	7
5	15	PRIVATE EYES DARYL HALL & JOHN OATES	17
19	16	LEATHER AND LACE STEVIE NICKS (with DON HENLEY)	9
23	17	HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA	8
26	18	CENTERFOLD THE J. GEILS BAND	7
20	19	MY GIRL (GONE, GONE, GONE) CHILLIWACK	13
22	20	TAKE MY HEART KOOL & THE GANG	11
21	21	OUR LIPS ARE SEALED GO-GO'S	17
24	22	THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON	10
27	23	SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT	6
9	24	HERE I AM AIR SUPPLY	14
11	25	START ME UP ROLLING STONES	18
33	26	SHAKE IT UP THE CARS	5
29	27	UNDER PRESSURE QUEEN & DAVID BOWIE	7
30	28	COOL NIGHT PAUL DAVIS	7
31	29	WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP	9
18	30	THE OLD SONGS BARRY MANILOW	11

LAST WEEK	THIS WEEK		WEEKS ON CHART
25	31	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS	19

## PRIME MOVER

41	32	WAITING ON A FRIEND ROLLING STONES	3
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**ADDS:** Y100, WZZR-25. **JUMPS:** 96KX 21 To 18, WFLY 23 To 18, KEZR 16 To 7, KJRB 25 To 22, KHFI 30 To 26, Q106 29 To 26, B97 22 To 19, KOPA Ex To 28, KEGL 23 To 19, WCAO 25 To 20, KKXX 11 To 6, KINT 24 To 13, KZZP 21 To 16, WOKI 29 To 24, 94Q Ex To 29, WGCL Ex To 24, KC101 20 To 14, WBLI Ex To 28, WWKX 27 To 23, CKLW Ex To 26, KRQ 30 To 27, WRFC Ex To 29, WL0L-FM 23 To 19, KFMD 24 To 20, WBCY 22 To 18, WSKZ 22 To 18, WRQX 20 To 16, WTIC-FM 23 To 19, WBSB 27 To 23, WTRY 29 To 25, KYYX 24 To 20, 92X 21 To 18, Z102 14 To 11, WRVQ 20 To 16, WNCI 24 To 20, WLS Ex To 35, KEYN Ex To 28, WZZP Ex To 19, WSPT 31 To 25, WLS-FM Ex To 35, Y103 25 To 22, WSEZ 32 To 29, WBBQ 29 To 24, JB105 29 To 26, WFI Ex To 29, KLUC 22 To 17, WPGC 23 To 20, BJ105 37 To 31, WBEN-FM 30 To 26, KS95 Ex To 20, KBEQ 28 To 24, WIKS 15 To 10, WKXX 28 To 21.

**SALES:** Breakouts in all regions.

## HIT BOUND

42	33	SHE'S GOT A WAY BILLY JOEL	5
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**ADDS:** Z102-35, KFMK, WFLY-27, WOKI, Q102-34, WZZP, WSGN, WSPT, KRBE, KVIL, KOAQ, KZZP, WBBF. **JUMPS:** KHFI 19 To 16, KYYX 32 To 29, KRQ 28 To 25, WCAO 27 To 23, WBBQ Ex To 29, KFI 22 To 19, WBLI Ex To 30, WGCL Ex To 25, WBCY 25 To 22, WRFC 28 To 25, JB105 27 To 24, KOFM 27 To 24, WTRY 30 To 26, WMAK-FM 23 To 20, WGH 5 To 2, WRVQ 15 To 11, BJ105 30 To 26, Y103 29 To 25, KLUC Ex To 30, KJR Ex To 22, WFI Ex To 30, Q106 28 To 25, KOPA Ex To 30, WHB 18 To 15, WISM 29 To 22, KIQQ Ex To 34, KBEQ 21 To 17, WZZR Ex To 30, KC101 26 To 21, WIKS 23 To 19, 94Q 26 To 22, KGW Ex To 20, KEGL Ex To 29, WL0L-FM Ex To 29, WNBC 23 To 20, KRTH Ex To 27.

**SALES:** Breakouts in the Midwest and South.

## HIT BOUND

43	35	COME GO WITH ME THE BEACH BOYS	5
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**ADDS:** Z93, Y103-30, WBEN-FM-32, KFRC, KRTH, KFMK, WANS-FM, WZZP, 94Q, WRQX, B97, KOAQ, KJR, KOPA, WHHY-FM, KGW, KEYN. **JUMPS:** KHFI 24 To 21, WGSV 27 To 22, WCAO Ex To 30, KCPX 30 To 18, WRFC 30 To 27, BJ105 38 To 32, WSEZ 29 To 26, KJRB Ex To 30, KLUC 29 To 26, KIMN Ex To 25, Q106 Ex To 28, KZZP Ex To 30, WZZR Ex To 29, KRQ Ex To 29, WSGN 22 To 16, Q105 31 To 28, WSPT Ex To 32, KEZR Ex To 27, WKJJ Ex To 28, KINT 27 To 23, WAXY Ex To 29.

**SALES:** Breakouts in the East and Midwest.

39	36	STEAL THE NIGHT STEVIE WOODS	11
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**ADDS:** KFI, WFI. **RE-ADD:** KIQQ-8. **JUMPS:** WSGN 24 To 20, KXOK 17 To 14, WVBF 18 To 15, WROR 23 To 17.

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

37	37	WRACK MY BRAIN RINGO STARR	7
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LAST WEEK	THIS WEEK		WEEKS ON CHART
45	38	YOU COULD HAVE BEEN WITH ME SHEENA EASTON	19

## CASH SMASH

**ADDS:** WSEZ, WKBW, WTIC-FM-30, KRBE, 13K, WNBC-30, Q105-30, WKXX. **JUMPS:** WFL 28 To 25, WBBQ Ex To 30, KRAV Ex To 29, WCAO Ex To 29, KEZR 28 To 25, KFI Ex To 29, WRFC 29 To 26, KINT 20 To 15, WBSB Ex To 29, WTRY Ex To 28, CKLW Ex To 30, KZZX 25 To 22, KLUC Ex To 29, WMAK-FM 29 To 24, KOFM 29 To 26, KKXX 29 To 26, BJ105 Ex To 39, Y103 30 To 27, WAYS 19 To 16, KJRB Ex To 27, KBEQ 34 To 26, WZZR 30 To 27, KOPA 30 To 27, WAXY 30 To 29, 94Q 30 To 27, KZZP 26 To 22, KEEL Ex To 30, KC101 28 To 22, KYYX 31 To 28, WHHY-FM Ex To 29, WNCI 29 To 26, KIMN 29 To 26.

**SALES:** Breakouts in all regions.

28	39	HEART LIKE A WHEEL THE STEVE MILLER BAND	11
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40	40	LIVING EYES BEE GEES	11
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## HIT BOUND

55	41	LEADER OF THE BAND DAN FOGELBERG	11
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**ADDS:** KVIL, KJR, KIMN, KZZX, WFI, KS95, WBEN-FM-33, WIKS, WKJJ, KRTH, WAXY, WTK, WFLY, KTSA, WSKZ-22, KFYE, WZZP, WISM-26, WOW-17, WSGN, WWKX, WGCL, WMC-FM, JB105-34. **JUMPS:** WOKI Ex To 35, KEZR 20 To 14, WBCY 28 To 21, WRFC Ex To 30, KFMD 27 To 23, KOFM 28 To 25, WTRY Ex To 29, WGSV Ex To 31, Z93 Ex To 30, KLUC Ex To 28, WMAK-FM Ex To 29, Y103 28 To 24, KKXX Ex To 30, KOAQ Ex To 23, KBEQ Ex To 31, WZZR Ex To 26, BJ105 Ex To 38, WKXX 29 To 23, 94Q 24 To 20, KJRB Ex To 26, WRQX Ex To 26, KOPA 27 To 24, KXOK 20 To 17, KC101 29 To 24, KEEL Ex To 33, KRQ Ex To 30, KYYX Ex To 30, KRAV Ex To 19, WSPT Ex To 31, KFI Ex To 28.

**SALES:** Breakouts in the East.

32	42	NEVER TOO MUCH LUTHER VANDROSS	11
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## HIT BOUND

54	43	TAKE IT EASY ON ME LITTLE RIVER BAND	11
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**ADDS:** WAYS-18, WSGN, WSPT, WKBW, KRBE, KOAQ, FM102, KEYN, WHB-22, WKXX, KEGL, WAXY. **JUMPS:** KHFI Ex To 30, WZZR Ex To 29, KOPA Ex To 29, WOKI 35 To 30, 94Q Ex To 30, WHHY-FM Ex To 30, WRFC Ex To 31, WWKX Ex To 29, WBCY Ex To 27, WSKZ 25 To 20, WRQX Ex To 27, WBSB Ex To 28, WTRY Ex To 27, KYYX Ex To 31, Y103 31 To 28, WRVQ 23 To 18, WNCI 26 To 23, KBEQ 26 To 21, WSEZ Ex To 33, KFMD Ex To 28, WKJJ Ex To 29, KLUC Ex To 27, JB105 30 To 27, KRTH Ex To 30, Q106 Ex To 29, WMAK-FM Ex To 27, WFLY Ex To 30, KCPX Ex To 28, KKXX 30 To 27, BJ105 36 To 30, WISM Ex To 27, KJRB Ex To 28.

**SALES:** Breakouts in the West, East and Midwest.

49	44	WORKING FOR THE WEEKEND LOVERBOY	11
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**ADDS:** KEZR, KOAQ, KFI, WFI. **JUMPS:** WOKI 22 To 18, WKXX 24 To 17, KLUC 25 To 22, KEGL 5 To 2, KKXX 31 To 22, KFRC Ex To 35, WSPT 28 To 24, KFMD Ex To 24, KJRB 15 To 9, KIQQ 27 To 24, KZZP 24 To 20, KRQ 26 To 20, WBCY 21 To 16, WBEN-FM 24 To 20, WIKS 21 To 17.

**SALES:** Fair in the Midwest.

51	45	LET ME LOVE YOU ONCE GREG LAKE	11
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**ADDS:** WPRO-FM, WOKY, KJR, KZZP, KC101-28, KIMN, Z102-36, WBEN-FM-37. **JUMPS:** WRVQ Ex To 22, KYYX 30 To 27, KINT 25 To 21, KFMD Ex To 29, KCPX 35 To 31, WKXX Ex To 26, WKJJ 30 To 27.

**SALES:** Breakouts in the Midwest.

BRING THE TALENTS OF DICK CLARK TO YOUR STATION.



"The Dick Clark Show" National... PRESENTED BY MU... HEARD ON MORE... A WEEKLY REVIEW

# DIO CHART

## TOP 100 SINGLES

December 19, 1981

THIS WEEK		WEEKS ON CHART
46	<b>MORE THAN JUST THE TWO OF US</b> SNEAKER ADDS: WOKI, WWKX, KFMD, WVBF. JUMPS: WCAO Ex To 28, WISM 23 To 17, KCPX 37 To 32, WBEN-FM 34 To 30, KEGL 15 To 12. SALES: Fair in the West and East.	6
47	<b>JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM	19
48	<b>KEY LARGO</b> BERTIE HIGGINS ADDS: WZZR, CKLW, KFMD. JUMPS: WOKI 33 To 23, Q105 32 To 29, WRFC 23 To 17, Z93 26 To 22, WANS-FM Ex To 30, WKXX 26 To 22, WSKZ Ex To 23, WAXY Ex To 30, WISM Ex To 28, 94Q 17 To 13, WQXI 16 To 11, WSGN 27 To 18, WWKX 30 To 24, WBBQ 11 To 9, B97 26 To 23, BJ105 39 To 33. SALES: Fair in the South.	7
49	<b>NO REPLY AT ALL</b> GENESIS	13

### HIT BOUND

50	<b>LOVE IS ALRIGHT TONITE</b> RICK SPRINGFIELD ADDS: WTIX, WFLY, WRFC, WTRY, WSPT, WGCL, 92X, BJ105-36, 13K, KOPA, KIMN, KEGL. Day-Part: WOW. JUMPS: WSKZ Ex To 24, JB105 31 To 28, KLUC 28 To 25, KCPX Ex To 34, Q106 Ex To 30, KIQQ 36 To 31, KKXX Ex To 28, KZZP Ex To 29, WWKX Ex To 28, Q105 30 To 27, WRQX 26 To 23, KFI 29 To 25, KYYX Ex To 33, WBSB Ex To 30, WPGC 30 To 27, WIFI 28 To 24, KEZR Ex To 29, WBEN-FM 40 To 36, B97 Ex To 28, WIKS 26 To 22, KINT 17 To 12, WKJJ Ex To 30, KFMD Ex To 26.	3
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51	<b>IF I WERE YOU</b> LULU ADDS: KEEL, WAXY, WROR-20, WTIX. JUMPS: WISM 24 To 20, CKLW 21 To 11, WGSV 31 To 28, WDRQ 20 To 17.	5
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52	<b>MY KINDA LOVER</b> BILLY SQUIER ADDS: WANS-FM, Q106, KYYX, WTIX. JUMPS: KHFI Ex To 23, WOKI 32 To 29, WRVQ Ex To 21, WSPT 27 To 23, WGCL Ex To 30, WLS 25 To 19, WLS-FM 25 To 19, WXKS 22 To 18, KIQQ Ex To 39, WIKS Ex To 24, WKXX Ex To 29, WKJJ 18 To 15.	5
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53	<b>TWILIGHT</b> ELO	9
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54	<b>THE NIGHT OWLS</b> LITTLE RIVER BAND	18
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### HIT BOUND

55	<b>SWEET DREAMS</b> AIR SUPPLY ADDS: Z93, Y103-32, WIFI, WBEN-FM-38, KBEQ-34, WKXX, KINT, KFMD, KOAQ, KCPX, FM102, BJ105, KOPA, KC101-26, WHHY-FM, KFI, KOFM, KEYN, Y100, WCAO, WRFC, KTSa, WTRY, WSEZ, Q106, KKXX, WAYS-19, 94Q, WNCI-30, B97. JUMPS: WOKI Ex To 33, WWKX Ex To 30, WAKY 24 To 21, KOAQ Ex To 25, WBSB Ex To 27, WGH Ex To 21, KRTH Ex To 29, WAXY Ex To 28, WTIX Ex To 37. SALES: Breakouts in the East.	2
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56	<b>THE THEME FROM HILL STREET BLUES</b> MIKE POST featuring LARRY CARLTON	18
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57	<b>I'VE DONE EVERYTHING FOR YOU</b> RICK SPRINGFIELD	18
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58	<b>POOR MAN'S SON</b> SURVIVOR	10
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59	<b>LOVE IN THE FIRST DEGREE</b> ALABAMA ADDS: WOKI 25 To 21, WSEZ 27 To 23, 94Q 29 To 25, WSGN Ex To 25, WMAK-FM 21 To 18, WKXX Ex To 24.	4
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60	<b>WHEN SHE WAS MY GIRL</b> THE FOUR TOPS	18
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LAST WEEK	THIS WEEK		WEEKS ON
59	61	<b>SUPER FREAK (PART 1)</b> RICK JAMES	20

75	62	<b>SEA OF LOVE</b> DEL SHANNON ADDS: WCAO, KLUC, WISM, WZZR, 94Q, KEEL, WXKS, BJ105, KIMN. Day-Part: WMAK-FM. JUMPS: KCPX Ex To 27.	3
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58	63	<b>I WANT YOU, I NEED YOU</b> CHRIS CHRISTIAN	12
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70	64	<b>FALLING IN LOVE</b> BALANCE ADDS: WFLY-28, BJ105, KC101-29. JUMPS: KHFI 17 To 14, WTIX Ex To 39. SALES: Breakouts in the Midwest.	4
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74	65	<b>BREAKIN' AWAY</b> AL JARREAU ADDS: WWKX, WGCL, WGSV, WMAK-FM, FM102, WHHY-FM. JUMPS: B97 Ex To 30, KINT 26 To 22, WXKS 24 To 21, KFRC Ex To 38, WTIX Ex To 38.	4
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61	66	<b>ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE	25
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84	67	<b>ALL OUR TOMORROWS</b> EDDIE SCHWARTZ ADDS: KC101-30, WHHY-FM, WBSB, Z93, WKXX, WKJJ, WCAO, WOKI, WRVQ, Q106, WISM, WZZR, 94Q, WWKX, WSPT, CKLW. JUMPS: WSEZ Ex To 35, WNCI Ex To 29, WBBQ Ex To 28, KEZR Ex To 26, KCPX Ex To 39, WBEN-FM 39 To 31.	2
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79	68	<b>LITTLE DARLIN'</b> SHEILA ADDS: WFLY, WOKI, WWKX, WBBQ, WXKS, KIQQ, WIFI, WTIX.	3
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73	69	<b>ANYONE CAN SEE</b> IRENE CARA ADDS: WPRO-FM. JUMPS: KCPX Ex To 40.	4
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60	70	<b>MAGIC POWER</b> TRIUMPH	12
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64	71	<b>TALKING OUT OF TURN</b> THE MOODY BLUES	7
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67	72	<b>SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)</b> CARL CARLTON	18
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80	73	<b>CLOSER TO THE HEART</b> RUSH ADDS: WRVQ, KFMD, BJ105. JUMPS: WLS-FM 26 To 20, WIKS Ex To 25, KEGL 27 To 24.	3
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81	74	<b>WKRP IN CINCINNATI</b> STEVE CARLISLE ADDS: WSEZ, WAYS, WGCL. JUMPS: WSGN Ex To 26, BJ105 Ex To 37.	5
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68	75	<b>BLAZE OF GLORY</b> KENNY ROGERS	5
---	76	<b>SOMEWHERE DOWN THE ROAD</b> BARRY MANILOW ADDS: KRTH, WAXY, WGCL, WMAK-FM, WGSV, WBBQ, WWKX, KCPX, KEEL, KFI, WBSB, Z93, WGH, KS95.	1

85	77	<b>KEEPING OUR LOVE ALIVE</b> HENRY PAUL BAND ADDS: KYYX, WBCY, WKXX. Day-Part: WMAK-FM. JUMPS: WIKS 24 To 21, KEGL Ex To 30.	2
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86	79	<b>A WORLD WITHOUT HEROES</b> KISS ADDS: JB105-33. JUMPS: WXKS Ex To 30. SALES: Breakouts in the West.	2
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89	80	<b>TITLES</b> VANGELIS SALES: Moderate in the West.	2
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LAST WEEK	THIS WEEK		WEEKS ON CHART
66	81	<b>FOR YOUR EYES ONLY</b> SHEENA EASTON	22

77	82	<b>CONTROVERSY</b> PRINCE	9
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63	83	<b>SAUSALITO SUMMERNIGHT</b> DIESEL	15
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88	84	<b>COULD IT BE LOVE</b> JENNIFER WARNES ADDS: WGH-20. JUMPS: WSEZ Ex To 31, WISM Ex To 30, WSGN 25 To 21, WMAK-FM 25 To 22, WTIX Ex To 40.	2
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82	85	<b>I HEARD IT THROUGH THE GRAPEVINE</b> ROGER	9
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---	86	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN ADDS: Y100-25, WXKS, KFRC. JUMPS: WCAO 29 To 24, KIQQ 32 To 29.	1
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90	87	<b>IT'S MY PARTY</b> DAVE STEWART and BARBARA GASKIN	3
		ADDS: KIQQ-40. SALES: Fair in the West.	

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---	90	<b>THOSE GOOD OLD DREAMS</b> CARPENTERS ADDS: KEEL-35, BJ105, WVBF, WHB-23. JUMPS: WSEZ Ex To 34, WGSV Ex To 32, KCPX Ex To 38.	1
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87	91	<b>I'M JUST TOO SHY</b> JERMAINE JACKSON	8
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71	92	<b>PROMISES IN THE DARK</b> PAT BENATAR	12
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65	93	<b>TRYIN' TO LIVE MY LIVE WITHOUT YOU</b> BOB SEGER	15
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72	94	<b>WE'RE IN THIS LOVE TOGETHER</b> AL JARREAU	21
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76	95	<b>STEP BY STEP</b> EDDIE RABBITT	22
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83	96	<b>YOU SAVED MY SOUL</b> BURTON CUMMINGS	15
----	----	---	----

93	97	<b>THE COWBOY AND THE LADY</b> JOHN DENVER	8
----	----	---	---

91	98	<b>HARD TO SAY</b> DAN FOGELBERG	17
----	----	-------------------------------------	----

95	99	<b>LA LA MEANS I LOVE YOU</b> TIERRA	9
----	----	---	---

92	100	<b>SAY GOODBYE TO HOLLYWOOD</b> BILLY JOEL	15
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### LOOKING AHEAD

<b>ONLY ONE YEAR</b> ADDS: BJ105, KIQQ, WGH. ON: KCPX	T.G. SHEPPARD
--	---------------

<b>TONIGHT TONIGHT</b> ADDS: WCAO, KINT, KCPX	BILL CHAMPLIN
--	---------------

<b>ONE HUNDRED WAYS</b> ADDS: 94Q, KJRB	QUINCY JONES
--	--------------

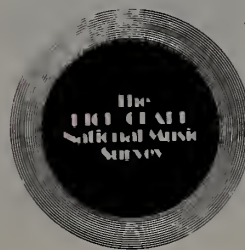
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## PolyGram's Commitment To Country Reinforced With Polidor Appointment

by Jennifer Bohler

NASHVILLE — When Guenter Hensler assumed the position of president/chief operating officer of the entire PolyGram Records operations in the United States in October (*Cash Box*, Nov. 7), it was a major step in the reorganization of the company. An area he is placing a great deal of emphasis on is PolyGram's country division, at one time one of the largest and most powerful in country music. One of the first major steps Hensler took in revamping the country division was naming Joe Polidor director of country marketing (*Cash Box*, Dec. 12). Polidor, who was previously regional product development manager for the label in Chicago, will be based in Nashville, and, according to many within the industry, fill a long needed position with the division.

The optimism expressed by Hensler in an earlier interview with *Cash Box* (*Cash Box*, Nov. 21) has been reflected by everyone involved with PolyGram's Nashville division, especially Jerry Kennedy, vice president of the country division, and the recently-appointed Polidor.

"Both professionally and personally, I can't think of an assignment that I have wanted more or am going to enjoy more than working with the country division in Nashville," says Polidor. "The fact that Guenter Hensler has said that PolyGram is going to make a major commitment to country only underscores my personal convictions that we need to take full advantage of what we have here. Jerry Kennedy is a very talented and versatile individual who has done a magnificent job for PolyGram and Mercury Records in the past. I am enthused about working with both Jerry and Frank Leffel (the company's national country promotion director)."

### Aggressive Executives

Aggressive seems to be the catchword so far as both men are concerned — aggressive in terms of marketing plans and in actively pursuing artists to sign to the label, both new and name acts.

"We will be very aggressive in pursuing people — new and anybody looking for a new way of life," says Kennedy. "I think they will take a real serious look here, where they may not have a year ago. But, when I say we are going to be super aggressive, I don't mean to the point of knocking our brains out, no. We're not going to go out chasing rainbows with billions of dollars, which I think does more harm than good in the long run. Things that make sense, we're certainly willing to sit down and talk about. But, they have to fall within some guidelines

## WSM, AP Join On Country Web

NASHVILLE — WSM, Inc. and the Associated Press (AP) have teamed to form the Music Country Network, a live nightly radio programming service that will originate from Nashville and go on the air in April 1982. Approximately 100 stations are expected to participate in the initial broadcast.

At a press conference at the Opryland complex here, Tom Griscom, senior vice president of broadcasting at WSM, and Roy Steinfort, vice president of AP Broadcasting Services, said the network will provide music, news and entertainment features for seven hours each night. West Coast stations that subscribe to the program will be on a delayed broadcast basis.

WSM-AM will be the network's flagship station, while the station's personnel will provide the entertainment programming for the network. The news, sports and infor-

(continued on page 28)

we are currently establishing for ourselves."

Polidor's outward enthusiasm, too, is tempered with a businessman's approach. Noting that there is much that should and can be done within and for the company, Polidor is confident that Nashville has the kind of commitment and follow-through from its New York office that it should have. In New York last week for a series of meetings with recently appointed Jack Kiernan, senior vice president of marketing and sales, and Bob Edson, vice president of promotion, Polidor says he left the meetings with a feeling of confidence. "It will be evident as time goes along, by the first quarter of 1982 as we pull all the pieces together and start the ball rolling, that we are very sincere and dedicated to this idea and concept that the country division is extremely important to PolyGram.

### Balanced Roster Sought

Hensler's desire to boast a balanced artist roster of developing, as well as established, acts is also a prime concern of the Nashville division. Currently, it has a compact roster of 13 artists, staggered in various stages of development. The roster includes newcomers like Roger Bowling and Wayne Kemp, more established names such as the Statler Brothers and the Kendalls, and also artists with pop appeal like Tom Jones and Mac Davis.

"We want a good balance with our roster," says Polidor. "We don't want to sign an artist just for the sake of signing an artist. We don't want to get into that kind of game. We want a well-balanced roster that has established, as well as developing, artists — an artist roster that will allow us to give each artist the individual attention that he or she needs to develop to the fullest potential possible."

With the new structure, Kennedy, whose strong suit and first love is producing, feels he will have more time to spend in the studio and in developing new artists. "Lately, with the smaller roster we have had, I haven't been able to spend as much time as I'd like in the studio," Kennedy says. The artists he produces include the Statler Brothers, Reba McEntire, Roger Bowling, Dickey Lee, George Burns (in association with Charles Fach) and Wayne Kemp (in association with Danny Walls).

"I also felt like with the smaller staff we had, I couldn't clobber those guys with a lot of product. So we really haven't been into developing new people. Now, I feel like we have the guns to do that. I see 1982 as a very good year, 1983 even bigger and so on. I think this is a real beginning for us again — we were there at one time, back when the competition didn't have all the edges on us. Now, I think we are very competitive."



**FISCHER AND LUCAS TAPS OIL FIRM** — Fischer and Lucas, Inc., a Nashville-based distribution firm, has acquired the rights to promote, distribute and administer all national releases on Sugartree Records, a subsidiary of the Mid South Petroleum Company of Florida. Lifesinger Prods., a Bobby Fischer-controlled enterprise, will produce all sessions for the fledgling label. A duet featuring Clifford Russell and Mary Lou Turner will be the first release for the label. Pictured in the studio are (l-r): E.V. Phillips, president, Sugartree Records; Joe Bob Barnhill; Turner; Fischer; and Russell.



**SOLID GOLD BELLS** — The Bellamy Brothers recently taped an appearance on syndicated TV show *Solid Gold* in Los Angeles where they performed their current Top 10 single, "You're My Favorite Star." *Solid Gold* will project the Warner Bros. recording artists into over 200 markets in the United States and overseas. Pictured are (l-r): Howard Bellamy; *Solid Gold* co-host Marilyn McCoo; and David Bellamy.

## WHN/New York Names Hallam PD; Few Changes In Store For Station

by Tom Roland

NASHVILLE — Dene Hallam, program director for WWWW/Detroit, was recently named to take the PD position at WHN/New York, vacated when Ed Salamon left the station to form the United Stations satellite network with Dick Clark, Nick Verbitsky and Frank Murphy of the Mutual Broadcasting System, WHN's parent company (*Cash Box*, Sept. 5).

Hallam, who brought WWWW's Arbitron rankings up dramatically from a 1.9 figure during last winter's book while the station was still an AOR outlet to a 4.6 score and the #1 ranking among country stations in the Motor City during the Summer book, maintains that WHN will continue in its current vein with some slight modifications.

"WHN will be going through a process of evolution," he said. "It will be modified, but by no means will it be changed. WHN has a very good sound now, and there are some points that I think need to be improved upon. That's what will be my main goal when I get there — to strengthen the points that are already strong and to get rid of some of the weaknesses in the radio station. I think it's a process of evolution; I think the station's been on hold for the last year or so, and I think it needs to be brought up to 1982."

Although Hallam was not in a position to reveal some of the alterations he intends to enact, he did state that the music will be "going in a little bit of a different direction," possibly accompanied by a lengthening of the playlist, which now stands at 35, including 15 numbered extras. Hallam added that he "might want to add a jock to the staff to shorten the other shifts," and "give the jocks a little more freedom."

### Adult Oriented

When he takes over the reins at WHN Dec. 22, Hallam intends to follow his basic

radio philosophies. "I think that I'll program the radio station not only country," he commented, "since I always keep in mind that it's an adult radio station, because that's almost more important. We program the radio station for adults, and we happen to be using country as the vehicle to get to adults."

In programming the station, Hallam will rely heavily on his inherent knowledge of the city's marketplace. "I'm a native New Yorker," noted Hallam. "That will help me quite a bit as far as intuition or whatever you want to call it to do things in New York. New York's a tough nut to crack, and I don't think we'll be the #1 station in New York, 12+, but we certainly can do very well with adults, and be in the Top Five in adults. That's what I'm shooting for. Mutual Radio owns the station, and they're fully committed to making and keeping WHN a winner. It's slipped in recent years, but that's all; it hasn't plummeted."

Hallam is hopeful that his presence in New York will help to expand the market in the Big Apple for country music. "One of the reasons that I went to Detroit was to expand

(continued on page 28)

## WEA Reps Awarded For Williams Push

NASHVILLE — In response to the positive reaction given to Hank Williams, Jr.'s current album, "The Pressure Is On," WEA has launched a marketing campaign designed to capitalize on significant radio airplay by awarding "Local Gold Awards" to sales offices for their promotional efforts on behalf of the release. So far, three offices have been presented the award.

Alan Perper, director of product marketing for WEA has issued awards to Memphis/Nashville sales manager James Wood and his staff; Charlotte sales manager Roger Helms and his staff; and Houston sales manager Alan Shapiro, sales rep Gene Burley and the New Orleans marketing staff for their outstanding contributions in helping break Williams in key markets.

"Our goal is to stimulate other markets to sustain their campaign efforts to achieve local gold awards in order to secure the visibility and attention this album deserves," said Perper. "Coincidentally, as a consequence of the success of 'The Pressure Is On,' we have experienced a heavy demand for Hank Williams, Jr. catalog in Memphis, Charlotte and New Orleans.

## For The Record

In the Dec. 12 issue of *Cash Box*, a bullet was inadvertently omitted on Dottie West's single on the Country Singles chart. West's single, "It's High Time," should have been listed at #27 bullet.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On Chart	12/12	Chart
1 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1	40	
2 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	4	17	
3 FANCY FREE OAK RIDGE BOYS (MCA-5209)	2	29	
4 BIG CITY MERLE HAGGARD (Epic FE 37593)	5	8	
5 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	6	16	
6 LIVE BARBARA MANDRELL (MCA-5243)	3	17	
7 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	7	14	
8 STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	8	18	
9 HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	14	14	
10 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	10	23	
11 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	11	10	
12 NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	12	11	
13 GREATEST HITS CHARLEY PRIDE (RCA AHL 1-4151)	13	9	
14 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	9	34	
15 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	15	65	
16 WITH LOVE JOHN CONLEE (MCA-5213)	17	22	
17 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	23	4	
18 STRAIT COUNTRY GEORGE STRAIT (MCA-5248)	18	11	
19 JUICE JUICE NEWTON (Capitol ST 12136)	19	41	
20 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	21	51	
21 CHRISTMAS KENNY ROGERS (Liberty LOO-5115)	28	4	
22 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	22	21	
23 I'M COUNTRYFIED MEL McDANIEL (Capitol ST-12116)	24	42	
24 MR. T CONWAY TWITTY (MCA-5204)	31	25	
25 TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	25	15	
26 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	26	60	
27 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	27	77	
28 MIDNIGHT CRAZY MAC DAVIS (Casablanca/PolyGram NBLP 7257)	32	10	
29 CHRISTMAS WISHES ANNE MURRAY (Capitol SN 16232)	30	6	
30 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	20	40	
31 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	43	59	
32 FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL 1-4135)	64	3	
33 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	33	31	
34 I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. BSK 3599)	36	6	
35 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	35	14	
36 CARRYIN' ON THE FAMILY NAME DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	41	2	
37 CIMARRON EMMYLOU HARRIS (Warner Bros. BSK 3603)	—	1	
38 RODEO ROMEO MOE BANDY (Columbia FC 37568)	39	8	
39 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	34	21	
40 GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399)	16	19	
41 DESPERATE DREAMS EDDY RAVEN (Elektra 5E-545)	29	8	
42 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	37	45	
43 FRAGILE-HANDLE WITH CARE CRISTY LANE (Liberty LT-51112)	44	10	
44 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	42	139	
45 HURRICANE LEON EVERETTE (RCA AHL 1-4152)	47	3	
46 I'M A LADY TERRI GIBBS (MCA-5255)	46	9	
47 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	61	4	
48 STARDUST WILLIE NELSON (Columbia JC 35305)	48	182	
49 LOOKIN' FOR LOVE JOHNNY LEE (Full Moon/Asylum 6E-309)	49	10	
50 YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	50	27	
51 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	71	2	
52 HIGH TIME DOTTIE WEST (Liberty LT 51114)	—	1	
53 URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL-1-4027)	53	27	
54 THE VERY BEST OF MEL TILLIS MEL TILLIS (MCA 3274)	54	5	
55 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1 NASHVILLE RHYTHM SECTION (Koala KOA 15001)	55	6	
56 KING OF THE ROAD BOXCAR WILLIE (Main Street SN73000)	60	4	
57 LOVIN' HER WAS EASIER TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	59	10	
58 LIVE HOYT AXTON (Jeremiah JH5002)	38	32	
59 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	40	64	
60 FAMILY TRADITION HANK WILLIAMS, JR. (Elektra/Curb 6E-194)	62	3	
61 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	45	68	
62 ASK ANY WOMAN CON HUNLEY (Warner Bros. BSK 3617)	68	3	
63 CHRISTMAS AT GILLEY'S MICKEY GILLEY (Epic FE 37595)	69	2	
64 ONE TO ONE ED BRUCE (MCA-5188)	51	34	
65 RODNEY CROWELL (Warner Bros. BSK 3587)	52	11	
66 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	66	52	
67 NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	73	28	
68 HEART TO HEART REBA McENTIRE (Mercury SRM-1-6003)	70	2	
69 MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	56	32	
70 MORE GOOD 'UNS JERRY CLOWER (MCA-5215)	57	18	
71 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	63	43	
72 MEL & NANCY MEL TILLIS & NANCY SINATRA (Elektra 5E-549)	72	6	
73 ONLY WHEN I LAUGH BRENDA LEE (MCA-5278)	65	4	
74 HORIZON EDDIE RABBITT (Elektra 6E-276)	74	75	
75 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	58	33	

# EARL THOMAS CONLEY

## EARL THOMAS CONLEY FIRE & SMOKE



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BB 13\*

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RW 17\*

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PB 12355

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**RCA**

# CASH BOX TOP 100 COUNTRY

December 19, 1981

	Weeks On Chart	12/12 Chart		Weeks On Chart	12/12 Chart		Weeks On Chart	12/12 Chart
<b>1</b> STILL DOIN' TIME		3 12		<b>32</b> MIDNIGHT RODEO	34 6		<b>66</b> BLUE MOON WITH HEARTACHE	— 1
GEORGE JONES (Epic 14-02526)				LEON EVERETTE (RCA PB-12355)			ROSANNE CASH (Columbia 18-02659)	
<b>2</b> LOVE IN THE FIRST DEGREE	4 9		<b>33</b> YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD	38 4		<b>67</b> SHE LEFT LOVE ALL OVER ME	— 1	
ALABAMA (RCA PB-12286)			ED BRUCE (MCA-51210)			RAZZY BAILEY (RCA PB-13007)		
<b>3</b> FOURTEEN CARAT MIND	6 12		<b>34</b> YOU MAY SEE ME WALKIN'	8 14		<b>68</b> IT'S NOT THE SAME OLD YOU	73 3	
GENE WATSON (MCA-51183)			RICKY SKAGGS (Epic 14-02499)			JOHNNY RODRIGUEZ (Columbia 14-02638)		
<b>4</b> ALL ROADS LEAD TO YOU	5 13		<b>35</b> ONLY YOU (AND YOU ALONE)	39 5		<b>69</b> JACAMO	70 5	
STEVE WARINER (RCA PB-12307)			REBA McENTIRE (Mercury 57062)			DONNA FARGO (Warner Bros. WBS 49852)		
<b>5</b> THE WOMAN IN ME	7 12		<b>36</b> PREACHING UP A STORM	40 6		<b>70</b> LOVE NEVER COMES EASY	74 3	
CRYSTAL GAYLE (Columbia 18-02523)			MEL McDANIEL (Capitol P-A-5059)			HELEN CORNELIUS (Elektra E-47237)		
<b>6</b> BET YOUR HEART ON ME	1 10		<b>37</b> DIAMONDS IN THE STARS	41 6		<b>71</b> LADY SORROW	71 5	
JOHNNY LEE (Full Moon/Asylum E-47215)			RAY PRICE (Dimension DS-1024)			ALLEN TRIPP (Nashville UR 2719)		
<b>7</b> I WOULDN'T HAVE MISSED IT FOR THE WORLD	11 8		<b>38</b> MY FAVORITE MEMORY	12 14		<b>72</b> REMEMBER THOSE SWEET YESTERDAYS	72 4	
RONNIE MILSAP (RCA PB-12342)			MERLE HAGGARD (Epic 14-02504)			JAMES MARVELL (CSA 177)		
<b>8</b> WHAT ARE WE DOIN' LONESOME	9 13		<b>39</b> HEARTACHES OF A FOOL	45 6		<b>73</b> OKLAHOMA CRUDE	75 3	
LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)			WILLIE NELSON (Columbia 18-02558)			THE CORBIN/HANNER BAND (Alfa ALF-7010)		
<b>9</b> YOU'RE MY FAVORITE STAR	10 11		<b>40</b> DROPPING OUT OF SIGHT	42 7		<b>74</b> I CAN'T SAY GOODBYE TO YOU	83 3	
BELLAMY BROTHERS (Warner/Curb WBS 49815)			BOBBY BARE (Columbia 18-02577)			TERRY GREGORY (Handshake WS9 02563)		
<b>10</b> RED NECKIN' LOVE MAKIN' NIGHT	14 8		<b>41</b> STUCK RIGHT IN THE MIDDLE OF YOUR LOVE	46 4		<b>75</b> ALL MY ROWDY FRIENDS (HAVE SETTLED DOWN)	36 16	
CONWAY TWITTY (MCA-5119)			BILLY SWAN (Epic 14-02601)			HANK WILLIAMS, JR. (Elektra/Curb E-47191)		
<b>11</b> YEARS AGO	13 9		<b>42</b> ONLY WHEN I LAUGH	43 10		<b>76</b> CASCADE MOUNTAIN MEMORIES	80 2	
THE STALTER BROS. (Mercury/PolyGram 57059)			BRENDA LEE (MCA-51195)			WICKLINE (Cascade Mountain CMR 2425A)		
<b>12</b> HEADED FOR A HEARTACHE	15 10		<b>43</b> THE ROUND-UP SALOON	49 7		<b>77</b> DON'T LEAD ME ON	82 3	
GARY MORRIS (Warner Bros. WBS 49829)			BOBBY GOLDSBORO (Curb ZS5 02583)			WYVON ALEXANDER (Gervasi S.P. 671)		
<b>13</b> RODEO ROMEO	16 10		<b>44</b> FAMILY MAN	47 8		<b>78</b> CHEROKEE COUNTRY	84 4	
MOE BANDY (Columbia 18-02532)			WRIGHT BROTHERS (Warner Bros. WBS 49837)			SOLID GOLD BAND (NSD-110)		
<b>14</b> LONELY NIGHTS	17 7		<b>45</b> WILD TURKEY	56 3		<b>79</b> THE VERY BEST IS YOU	— 1	
MICKEY GILLEY (Epic 14-02578)			LACY J. DALTON (Columbia 18-02637)			CHARLY McCLAIN (Epic 14-02656)		
<b>15</b> THE SWEETEST THING (I'VE EVER KNOWN)	22 9		<b>46</b> LADY LAY DOWN	51 5		<b>80</b> LOVE WAS BORN	— 1	
JUICE NEWTON (Capitol P-A-5046)			TOM JONES (Mercury/PolyGram 76125)			RANDY BARLOW (Jamex J-45-002)		
<b>16</b> BLAZE OF GLORY	19 6		<b>47</b> PLAY SOMETHING WE CAN LOVE TO	55 4		<b>81</b> A GIRL LIKE YOU	86 2	
KENNY ROGERS (Liberty P-A-1441)			DIANA PFEIFER (Capitol P-A-5060)			SONNY THROCKMORTON (MCA-51214)		
<b>17</b> HUSBANDS AND WIVES	18 11		<b>48</b> ALL NIGHT LONG	48 8		<b>82</b> HAPPY LOVE SONGS	85 3	
DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBS 49825)			JOHNNY DUNCAN (Columbia 18-02570)			NOEL (Super Productions 667)		
<b>18</b> TELL ME WHY	20 10		<b>49</b> MISS EMILY'S PICTURE	23 17		<b>83</b> WHEN A MAN LOVES A WOMAN	— 1	
EARL THOMAS CONLEY (RCA PB-12344)			JOHN CONLEE (MCA-51164)			JACK GRAYSON (Koala KOS 340)		
<b>19</b> YOU'RE MY BESTEST FRIEND	21 9		<b>50</b> WHERE THERE'S SMOKE, THERE'S FIRE	52 5		<b>84</b> WHISKEY MADE ME STUMBLE (THE DEVIL MADE ME FALL)	87 3	
MAC DAVIS (Casablanca/PolyGram 2341)			R.C. GANNON & LOUISE MANDRELL (RCA PB-12359)			BILL ANDERSON (MCA-51204)		
<b>20</b> LORD, I HOPE THIS DAY IS GOOD	24 5		<b>51</b> SHE'S GOT A DRINKING PROBLEM	53 8		<b>85</b> UNTIL THE NIGHTS	88 6	
DON WILLIAMS (MCA-51207)			GARY STEWART (RCA PB-12343)			CHARLIE McCOY & LANEY SMALLWOOD (Monument 21001)		
<b>21</b> IF I NEEDED YOU	2 14		<b>52</b> DO ME WITH LOVE	63 2		<b>86</b> TURN YOUR LOVE LIGHT ON	— 1	
EMMYLOU HARRIS & DON WILLIAMS (Warner Bros. WBS 49809)			JANIE FRICKE (Columbia 18-02644)			CONNIE JOHNSON (Brent CJ-1016)		
<b>22</b> HAVE YOU EVER BEEN LONELY (HAVE YOU EVER BEEN BLUE)	25 7		<b>53</b> LET'S GET TOGETHER AND CRY	61 3		<b>87</b> I'VE GOT A COWBOY IN THE SADDLE (AND ANOTHER ONE HOLDING MY HORSE)	— 1	
JIM REEVES & PATSY CLINE (RCA PB-12346)			JOE STAMPLEY (Epic 14-02533)			IRIS LARRATT (Moonshine MS 3002)		
<b>23</b> WATCHIN' GIRLS GO BY	28 6		<b>54</b> TEARDROPS IN MY HEART	64 7		<b>88</b> EVERYBODY MAKES MISTAKES	92 2	
RONNIE McDOWELL (Epic 14-02814)			MARTY ROBBINS (Columbia 18-02575)			LACY J. DALTON (Columbia 18-02637)		
<b>24</b> IT'S HIGH TIME	27 8		<b>55</b> TOO MANY HEARTS IN THE FIRE	66 4		<b>89</b> IF SOMETHING SHOULD COME BETWEEN US (LET IT BE LOVE)	95 2	
DOTTIE WEST (Liberty P-A-1436)			BOBBY SMITH (Liberty P-A-1439)			BURRITO BROTHERS (Curb ZS 502641)		
<b>25</b> WHO DO YOU KNOW IN CALIFORNIA	26 10		<b>56</b> GONNA TAKE MY ANGEL OUT TONIGHT	68 5		<b>90</b> DON'T CRY BABY	96 2	
EDDY RAVEN (Elektra E-47216)			RONNIE ROGERS (LifeSong LS-45094)			RANDY PARTON (RCA PB-12351)		
<b>26</b> ONLY ONE YOU	29 5		<b>57</b> THE COWBOY AND THE LADY	58 7		<b>91</b> OZARK MOUNTAIN JUBILEE	91 2	
T.G. SHEPPARD (Warner/Curb WBS 49858)			JOHN DENVER (RCA PB-12345)			SAMMI SMITH (Sound Factory S.F. 450)		
<b>27</b> SOMEONE COULD LOSE A HEART TONIGHT	31 5		<b>58</b> ALL I'M MISSING IS YOU	62 3		<b>92</b> SAME OLD BOY (S.O.B.)	97 2	
EDDIE RABBITT (Elektra E-47239)			EDDY ARNOLD (RCA PB-13000)			GARY GENTRY (Elektra E-47238)		
<b>28</b> SHINE	30 5		<b>59</b> CHEAT ON HIM TONIGHT	60 6		<b>93</b> I DON'T WANT TO WANT YOU	— 1	
WAYLON JENNINGS (RCA PB-12367)			DAVID HEAVENER (Brent D.H. 1017)			LOBO (Lobo 1)		
<b>29</b> IT TURNS ME INSIDE OUT	32 10		<b>60</b> STARS ON THE WATER	37 11		<b>94</b> INNOCENT LIES	— 1	
LEE GREENWOOD (MCA-51159)			RODNEY CROWELL (Warner Bros. WBS 49810)			SONNY JAMES (Dimension DS-1026)		
<b>30</b> I JUST CAME HOME TO COUNT THE MEMORIES	35 6		<b>61</b> IF YOU'RE WAITING ON ME (YOU'RE BACKING UP)	79 2		<b>95</b> A MARRIED MAN	— 1	
JOHN ANDERSON (Warner Bros. WBS 49860)			THE KENDALLS (Mercury 76131)			JUDY TAYLOR (Warner Bros. WBS 49859)		
<b>31</b> IT'S WHO YOU LOVE	33 7		<b>62</b> COTTON FIELDS	65 3		<b>96</b> SHOW AND TELL	— 1	
KIERAN KANE (Elektra E-47228)			CREEDENCE CLEARWATER REVIVAL (Fantasy 920)			TINA WELCH (Belmont BRO26A)		
			<b>63</b> LITTLE THINGS	67 3		<b>97</b> CATCH ME IF YOU CAN	44 10	
			TENNESSEE EXPRESS (RCA PB-12362)			TOM CARLILE (Door Knob DK 81-167)		
			<b>64</b> WHEN YOU WERE BLUE AND I WAS GREEN	77 2		<b>98</b> WISH YOU WERE HERE	50 16	
			KIN VASSY (Liberty P-A-1440)			BARBARA MANDRELL (MCA-51171)		
			<b>65</b> HEARTS (OUR HEARTS)	69 3		<b>99</b> JUST ONE TIME	54 14	
			SUSIE ALLANSON (Liberty P-A-1422)			TOMPALL & THE GLASER BROS. (Elektra E-47193)		
						<b>100</b> THEM GOOD OL' BOYS ARE BAD	57 12	
						JOHN SCHNEIDER (Scotti Bros. AE7 1289)		

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

A Girl Like You (Buzz Cason/Young World — ASCAP/BMI) . . . . .	81	Heartaches Of A Fool (Tree/Pardner — BMI) . . . . .	39	Love In The First Degree (House of Gold — BMI) . . . . .	2	Teardrops In My Heart (Tro-Cromwell — ASCAP) . . . . .	54
A Married Man (Tree Pub. — BMI) . . . . .	95	Harts (Tree/Duchess (MCA)/Posey — BMI) . . . . .	65	Love Never Comes Easy (Southern Nights — ASCAP) . . . . .	70	Tell Me Why (Blue Moon/Easy Listening/April — ASCAP) . . . . .	18
All I'm Missing (Bibo c/o Welk Music — ASCAP) . . . . .	58	Husbands And Wives (Tree — BMI) . . . . .	17	Love Was Born (Frebar Music Co. — BMI) . . . . .	80	The Cowboy And (House Of Gold — BMI) . . . . .	57
All My Rowdy Friends (Bocephus — BMI) . . . . .	75	I Can't Say (Al Gaillico — BMI) . . . . .	74	Midnight Rodeo (Danny — ASCAP) . . . . .	32	The Round-Up Saloon (House of Gold — BMI) . . . . .	43
All Night Long (Sun Disc/Bosque River All Rights Adm. by Rokblok — BMI) . . . . .	48	I Don't Want (Guyasuta — BMI) . . . . .	93	Miss Emily's Picture (Tree — BMI) . . . . .	49	The Sweetest Thing (Sterling/Addison Street — ASCAP) . . . . .	15
All Roads Lead To You (Hall-Clement/Welk — BMI) . . . . .	4	I Just (Contemtion — SESAC) . . . . .	30	My Favorite Memory (Shade Tree — BMI) . . . . .	38	The Very Best (Aoudad — ASCAP/Ibex — BMI) . . . . .	79
Bet Your Heart On Me (April/Widmont — ASCAP) . . . . .	6	I Wouldn't Have (Hall-Clement/Welk — BMI/Jack & Bill/Welk — ASCAP) . . . . .	7	Oklahoma Crude (Sabal — ASCAP) . . . . .	72	The Woman In Me (O.A.S. — ASCAP) . . . . .	5
Blaze Of Glory (House Of Gold — BMI) . . . . .	16	If I Needed (United Artists/Columbine — ASCAP) . . . . .	21	Only One You (Cross Keys — ASCAP/Trea — BMI) . . . . .	26	Too Good Ol' Boys (Flowering Stone — ASCAP) . . . . .	100
Blue Moon (Hotwire/Atlantic — BMI) . . . . .	66	If Something Should (Atlantic — BMI) . . . . .	89	Only When (Golden Torch/Gold Horizon (Adm. by Screen Gems-EMI/Colgems-EMI) — ASCAP/BMI) . . . . .	42	Too Many Hearts (House Of Gold — BMI) . . . . .	55
Cascade Mountain Memories (Cascade Mtn. — ASCAP) . . . . .	76	Innocent Lies (Marson — BMI) . . . . .	94	Only You (TRO-Hollis — BMI) . . . . .	35	Turn Your Love (I.S.P.D. — ASCAP) . . . . .	86
Catch Me If You Can (Milene — ASCAP) . . . . .	97	It Turns Me (Duchess-MCA/Red Angus — BMI) . . . . .	29	Ozark Mountain (Blackwood/Magic Castla — BMI) . . . . .	91	Until The Nights (Impulsive/April — ASCAP) . . . . .	85
Cheat On Him (I.S.P.D. — ASCAP) . . . . .	59	It's High Time (Walbeck/Blue Quill/Random Notes — ASCAP) . . . . .	24	Play Something (Strawberry Patch — ASCAP) . . . . .	47	Watchin' Girls (Tree/Strawberry Lane — BMI) . . . . .	23
Cherokee Country (Trall Of Tears — BMI) . . . . .	78	It's Not The (WB Tanerina/Face The Music/Irving-Buchanan-Kerr — BMI) . . . . .	68	Preaching Up (Blackwood/Magic Castle — BMI) . . . . .	36	What Are We Doin' (Larry Gatlin — BMI) . . . . .	8
Cotton Fields (TRO-Folkways — BMI) . . . . .	62	It's Who You (Cross Keys/Chappell — ASCAP) . . . . .	31	Red Neckin' (Blue Lake/Warner-Tamerlane/Face The Music/Blue Lake/Plum Creek — BMI) . . . . .	10	When A Man Loves (Cotillion/Quinzy — BMI) . . . . .	83
Diamonds In The Stars (Almarie — BMI) . . . . .	37	I've Got A Cowboy (Buckhorn — BMI) . . . . .	87	Remember Those (Ricci Mareno — SESAC) . . . . .	72	When You Were (Blue Moon/Easy Listening — ASCAP) . . . . .	64
Do Me With (Jack & Bill c/o Welk Music — ASCAP) . . . . .	52	Jacamo (O'Lyric/Geoff & Eddie — BMI) . . . . .	69	Rodeo Romeo (Baray — BMI) . . . . .	13	Where's There's Smoke (Hall-Clement) . . . . .	50
Don't Cry Baby (Closed Door — ASCAP c/o Castla Hill/April Music — ASCAP) . . . . .	90	Just One Time (Acuff-Rosa — BMI) . . . . .	69	Same Old Boy (Elektra/Asylum/Troll — BMI) . . . . .	92	Whiskey Made Me (Boquillas Canyon/Atlantic — BMI) . . . . .	84
Don't Lead Me On (Gervasi — BMI) . . . . .	77	Lady Lay Down (Tree/Cross Keys — BMI/ASCAP) . . . . .	46	She's Got A Drinking (House of Gold — BMI) . . . . .	51	Who Do You Know (Milene — ASCAP) . . . . .	25
Dropping Out (Unichappell/Morris — BMI) . . . . .	40	Lady Sorrow (Chappell — ASCAP/Unichappell — BMI) . . . . .	71	Shine (Waylon Jennings — BMI) . . . . .	28	Wild Turkey (Song Biz — BMI) . . . . .	45
Everybody Makes Mistakes (Algee Music — BMI) . . . . .	88	Let's Get Together (Honeytree/Tellum — ASCAP) . . . . .	53	Show And Tell (La Boucha — ASCAP) . . . . .	96	Wish You Were Here (Hall-Clement/Welk — BMI) . . . . .	98
Family Man (Tree — BMI) . . . . .	44	Little Things (Unart — BMI) . . . . .	63	Someone Could Lose (Briarpatch/DebDave — BMI) . . . . .	27	Years Ago (American Cowboy — BMI) . . . . .	11
Fourteen Carat Mind (Acuff-Rose — BMI) . . . . .	3	Lonely Nights (Blackwood — BMI) . . . . .	14	Stars On The Water (Coolwall/Granite — ASCAP) . . . . .	60	You May See Me Walkin' (Amanda-Lin — ASCAP) . . . . .	34
Gonna Take (Sister John/Sugar Plum/New Keys — BMI) . . . . .	56	Lord, I Hope (Sabal — ASCAP) . . . . .	20	Still Doin' Time (Cedarwood — BMI) . . . . .	1	You're My Bastest Friend (Songpainter — BMI) . . . . .	19
Happy Love Songs (Sir Dale/Foxhall — ASCAP) . . . . .	82			Stuck Right (Southern Nights — ASCAP) . . . . .	41	You're My Favorita (Famous/Bellamy Brothers — ASCAP) . . . . .	9
Have You Ever (Shapiro, Barnstein — ASCAP) . . . . .	22					You're The Best Break (Bibo/Vogue (Walk Music) — ASCAP/BMI) . . . . .	33
Headed For A (New Albany-BMI/Hoosler — ASCAP) . . . . .	12						



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week



**THE NATIONAL PASTIME IS NOT  
BASEBALL OR FOOTBALL, IT'S...**

*Watchin' Girls Go By*  
14-02614

**RONNIE McDOWELL'S**

**CHART TOPPING SINGLE  
PRODUCED BY BUDDY KILLEN**



**From The Album** FE-37399  
**Good Time Lovin' Man**  
On *Epic* Records & Tapes

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. BLUE MOON WITH HEARTACHE — ROSANNE CASH — COLUMBIA — 30 ADDS
2. SHE LEFT LOVE ALL OVER ME — RAZZY BAILEY — RCA — 28 ADDS
3. IF YOU'RE WAITING ON ME (YOU'RE BACKING UP) — KENDALLS — MERCURY — 22 ADDS
4. THE VERY BEST IS YOU — CHARLY McCLAIN — EPIC — 19 ADDS
5. LOVE WAS BORN — RANDY BARLOW — JAMEX — 19 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. LORD, I HOPE THIS DAY IS GOOD — DON WILLIAMS — MCA — 53 REPORTS
2. ONLY ONE YOU — T.G. SHEPPARD — WARNER/CURB — 41 REPORTS
3. SOMEONE COULD LOSE A HEART TONIGHT — EDDIE RABBITT — ELEKTRA — 39 REPORTS
4. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD — ED BRUCE — MCA — 38 REPORTS
5. SHINE — WAYLON JENNINGS — RCA — 38 REPORTS

## WSM, AP Join To Form National Country Music Programming Service

(continued from page 24)

mation segments of the program will be provided by AP and will be broadcast live from AP's studios in Washington, D.C. The AP Radio network has more than 1,130 affiliates, making it the largest single network in the nation.

The network program will be transmitted from AP's transponder on the Westar III satellite, and local stations will receive the signal via the AP dish in their city. The Christal Company will be the network's sales representative, while the network's studios will be located within the Opryland entertainment complex, which also houses the Opryland U.S.A. theme park and the Grand Ole Opry House.

## WHN Names Hallam

(continued from page 24)

the country audience," he stated, "not just come in and steal somebody else's country share. The Summer book we were up to a 9.6 share, I think, between all the country stations, and I had only affected the other stations like half a point. I completely got like 4.0 brand new share points for country radio in Detroit. That's what we're going to be trying to do in New York: to further spread the gospel of how good country music is and how good country music radio can be.

"Certainly, WHN is the most famous country station in the world," he added, "so, when I get there, I have the opportunity to help the country music industry even more, and that's what I'm going to be trying to do. That's not jive, and that's not political. As much as I can do it my way, I want to try to help. That's what Brian Moors is committed to doing, and WHN itself has made so many innovations in country music. There's a tradition at WHN, and I'm going to be continuing that for sure."

WSM personality and Grand Ole Opry announcer Chuck Morgan will be the primary host for the network. Additionally, the network will install a nationwide, toll-free number that will allow listeners to call in with information and questions. As a late-night disc jockey, Morgan has developed a reputation for live interviews with major country artists, punctuated by questions and comments called in by listeners around the country.

"For many people, Nashville's music and the culture it represents are the heartbeat of America," said Griscom. "We think we'll be filling a real need for those people as they go about their business in the early morning hours."

AP's Steinfort said the Music Country Network is the first of several expanded services AP expects to offer its member stations.

"The radio business gets more demanding every day, and many of our stations have told us they need all the programming help they can get. We think this will be just what they're looking for," he said.

## Gilley, Lee Signed By Schlitz For Radio Ads

NASHVILLE — Mickey Gilley and Johnny Lee have recorded a series of 60- and 30-second radio commercials for Schlitz beer. The commercials will be heard on the nationally syndicated *Live From Gilley's* radio program, sponsored by Schlitz and aired on nearly 350 stations nationwide.

"We're pleased to announce that both Mickey and Johnny will be associated with Schlitz in 1982," said James Remitz, Schlitz marketing executive. "Mickey did a tremendous job for us in 1981, and we feel that the addition of Johnny in '82 will give country music fans a double treat."

## THE COUNTRY MIKE

**GREAT EMPIRE BECOMES GREATEST COUNTRY EMPIRE** — Radio station KADX-FM/Denver recently abandoned its jazz format to become the ninth country station owned by Great Empire Broadcasting, which now owns more country-formatted outlets than any other radio chain in the world. The empire includes KADX-FM and KBRQ-AM/Denver, KYNN-AM&FM/Omaha, KFDI-AM&FM/Wichita, KTTS-AM&FM/Springfield, Mo., and KWKH/Shreveport. In addition, the company, under the direction of principals F.F. "Mike" Lynch and Mike Oatman, controls rock-formatted KROK-FM/Shreveport. Roger Mundy has added the PD chores for KADX to his existing responsibilities as program director for KBRQ.

**PERSONALITY PROFILE** — When KIKX/Dallas began broadcasting Jan. 1 of this year, the newborn station could boast that it was not under newborn command and direction. John Walton (not to be confused with "John Boy") brought to KIX 106-FM over a decade of experience with such stations as KTSA/San Antonio, WJDX/Jackson, KLVI/Beaumont and KOMA/Oklahoma City. Acting as program director and morning drive personality, Walton maintains that perseverance will be the key in gaining a strong position in the competitive Dallas market, which boasts six other country stations with Arbitron shares over 1.0 and some 40 stations overall. Walton views his underdog station, one of six dial spots nationally owned by the Hicks Broadcasting chain, as "an adult/contemporary station that happens to play country music." Although he feels acceptance of the KIX contemporary sound is just a "sampling problem," a heavy dose of promotions may add more patients to the country listening clinic. Recently, the station bought up all 18,900 tickets to the Eddie Rablitt/Crystal Gayle "Together For The First Time" concert at Dallas' Reunion Arena and distributed them to listeners in what the Dallas *Morning News* heralded as "a masterstroke of promotion." Walton added that the station is currently finalizing plans for an \$80,000 giveaway during the winter ARB period.



John Walton

**TRACKS TO DEBUT COUNTRY PAGEANT** — Sherry Bryce Sanders, president of Tracks, Inc., recently disclosed the Nashville-based corporation's plans to introduce the first annual "Miss Country Music, USA" pageant July 13, 1982. Through a national competition to be handled by country radio stations across the nation exclusively in their markets, a field of hundreds of entrants will be narrowed down to one young lady who, in the opinion of the judges, "represents country music to the fullest." Stations that have already committed themselves to the program, which will be capped off with the nationally televised final competition, include KSSS/Colorado Springs, WIRK/West Palm Beach, WDGW/Minneapolis, WJRB/Nashville, WVOK/Birmingham, and WYYY and WAXX/East Claire. Interested stations should contact Sanders via mail only at "Miss Country Music, USA," 48 Music Square East, Nashville, Tenn. 37203.

**EMERY JOINS HISTORY OF COUNTRY MUSIC** — Ralph Emery has been tabbed as the host for Drake-Chenault's 52-hour special, *The History Of Country Music*. Emery will interview the artists, provide color and background information, and narrate the Nashville-based production.

**RKO, ROGERS PRESENT COUNTRY COUNTDOWN** — RKO Radioshows and NKR, a Kenny Rogers-owned production firm, will debut *Country Music Star Countdown*, a weekly three-hour program featuring a rotating lineup of top-name hosts, in 1982. Offered to RKO affiliates on a right of first call basis, the format will include hosts such as Larry Gatlin, Dolly Parton, Eddie Rablitt, Dottie West, Merle Haggard, Barbara Mandrell and Crystal Gayle.

**CAPTAIN DISCHARGED AT WUSW** — After locking himself in the control room for 13 hours in October (*Cash Box*, Nov. 14) and subsequently being promoted to music director at WUSW/Lebanon, Captain Midnight (aka Roger Scott) was released from his radio post at the middle-Tennessee station. In the compromises following the stunt, Midnight was allowed to air interviews with country personalities such as Conway Twitty and Waylon Jennings up to eight minutes per half hour, but took the liberty of doing 20 minutes per half hour at times, according to general manager Jerry Needler. Needler noted that, although he viewed the Captain as a "friend, a nut and someone I'd like to run around with," Midnight would not follow the format and left the company with little choice. Needler added that he would "do anything he could for the man," who he termed "one of the original outlaws." Contrary to published reports, Needler said that program director John "Boy" Nichols was not dropped by the station, but was repositioned as production manager to make full use of his strongest abilities. Smokey King has reassumed the PD role.

country mike

## PROGRAMMERS PICKS

Bob Sherwood	KIXZ/Amarillo	Gonna Take My Angel Out Tonight — Ronnie Rogers — Lifesong
Marc Hahn	KTOM/Salinas	If You're Waiting On Me (You're Backing Up) — Kendalls — Mercury
Pat Martln	WTSO/Madison	She Left Love All Over Me — Razy Bailey — RCA
Duncan Stewart	WDLW/Boston	If You're Waiting On Me (You're Backing Up) — Kendalls — Mercury
Mike Hinrichs	KHEY/EI Paso	The Very Best Is You — Charly McClain — Epic
Dave Wolfe	WHOO/Orlando	Mountain Of Love — Charley Pride — RCA
Mark Thomas	WCXI/Detroit	Blue Moon With Heartache — Rosanne Cash — Columbia
Paul Thorne	KUGN/Eugene	When You Were Blue And I Was Green — Kin Vassy — Liberty
David Teer	WYDE/Birmingham	Blue Moon With Heartache — Rosanne Cash — Columbia
Rick Stewart	KRAK/Sacramento	She Left Love All Over Me — Razy Bailey — RCA



**KING FEATURED ON US 107** — Epic recording artist Don King was a guest recently at Hunter's Custom Automotive Show in Nashville, held in conjunction with WUSW/Lebanon (US 107). Other guests included Dave Rowland & Sugar and the Rangers. Pictured at the affair are (l-r): Jack Daniels, WUSW; King; Cindy Young, Kathy McKissack, Chip Kinzer and program director Smokey King, all of WUSW. Pictured in back is the station's general manager, Jerry Needler.

# COUNTRY

## THE COUNTRY COLUMN

**WOOLEY AT CASH BOX** — MCA artist Amy Wooley was recently in Nashville to line up studio dates for her next album release and took a moment to drop in on the **Cash Box** Nashville staff and introduce herself. Wooley, you may recall, released an excellent debut album earlier this year, which was greeted with an understandable amount of critical acclaim. A talented songwriter as well as singer, Wooley wrote a good bit of the material on the last album. But, she is sensible about whose songs she uses on her recordings, stating, "my songs are thrown in with the rest of them pitched to us, and they have to be as good as or better than the others before we pick them to use. We want the best songs we can find." Wooley says before she became a recording artist, she aspired to be the next **Barbara Walters** during her "let's save the world era." But the lure of the music business tapped her on the shoulder when a jingle she recorded for the "Support the Colleges of America" association was played on her campus radio station, which was a country station. According to Wooley, she jumped in head first, "went out and bought a dulcimer, an autoharp and a collection of **Mother Maybelle Carter** records." She came to Nashville and, like so many other young, aspiring artists, started knocking on the doors that lined Music Row, with her little cassette recorder and home made cassette in hand. It was a discouraging venture, so she moved to Los Angeles to record her album. And now she's come full circle, back to Nashville where she wanted to be in the first place. After talking with Wooley for some minutes, we wondered if perhaps she should be a stand-up comic as well as a singer. Her classic comeback —

"well, you open a refrigerator door, the light comes on and I'll do 20 minutes."

**STARSEARCH PAYS OFF** — Helen Hudson, the talented singer/songwriter who recently won the WKDA/Nashville sponsored Wrangler Country Starsearch (part of a nationwide competition) has released an album on Starlight Records. Titled "Playing For Time," it was produced by Hudson and **Elliot Mazer**.

**MUSICAL CHAIRS** — There have been quite a few changes at various companies in the industry in Nashville: **Martha Haggard** has left her position as publicist at MCA to take a similar post at PolyGram Records Nashville... **Kathy Hooper** has left Top Billing. Her plans will be announced at a later date. No one has been named at this time to fill her

(continued on page 38)



**FRICKE BEARS GIFTS** — Columbia recording artist Janie Fricke has devoted her December to providing Christmas bears for disadvantaged children in the Dallas/Ft. Worth area. Fricke has taken some 2,000 teddy bears to kids in the vicinity's hospitals, orphanages and homes for the mentally retarded.

## SINGLES REVIEWS

### HITS OUT OF THE BOX

**TERRI GIBBS** (MCA MCA-51225)

**Mis'ry River** (2:41) (Chiplin Music Co. — ASCAP) (G. Worf) (Producer: E. Penney)

**CON HUNLEY** (Warner Bros. WBS49887)

**No Relief In Sight** (3:07) (Chappell Music Co. — ASCAP) (R. Bourke, G. Dobbins, J. Wilson) (Producer: T. Collins)

### FEATURE PICKS

**JOHNNY CASH** (Columbia 18-02669)

**The Reverend Mr. Black** (3:10) (U.S. Songs Inc./Bexhill Music Corp./Jac Music Inc./Blue Seas Music, Inc. — ASCAP) (B.E. Wheeler, J. Peters) (Producer: B. Sherrill)

**DEBORAH ALLEN** (Capitol P-A-5080)

**You Look Like the One I Love** (2:36) (Duchess Music Corp (MCA)/Posey Pub. Co./Unichappell Music/VanHoy Music — BMI/ASCAP) (D. Allen, R. VanHoy) (Producer: S. Gibson)

**GARY GOODNIGHT** (Door Knob DK81-169)

**Lady, Lay Down (Lay Down On My Pillow)** (2:48) (Door Knob Music Pub. — BMI) (J. Johnson) (Producer: G. Kennedy)

**JUDY BAILEY** (Columbia 18-02668)

**A Lonely Woman (In the Arms of a Man With a One-Track Mind)** (2:45) (Baray Music — BMI) (J. Dickens, J. Curry) (Producer: R. Baker)

**JIM OWEN** (Sun-1171)

**Hell Yes, I Cheated** (2:46) (Flagship Music — BMI) (R. Sutton, L. Cheshier) (Producer: B. Self)

**RONNIE DOVE** (Motion 1002)

**I Don't Hurt Anymore** (3:02) (Anne-Rachel Music — ASCAP) (J. Rollins, D. Robertson) (Producers: G. House/P. Higdon)

**DEL REEVES** (Koala KOS-339)

**Aln't Nobody Gonna Get My Body But You** (3:01) (United Artists Music — ASCAP) (J. Calhoun) (Producer: B. Vaughn)

# HOT ENOUGH TO MELT THE COAL OUT OF A SNOWMAN'S EYES

57059  
"YEARS AGO"  
THE STATLER BROS.

BILLBOARD 14★  
CASHBOX 11●  
RECORD WORLD 13■

FROM



SRM-1-6012

NB2341  
"YOU'RE MY  
BESTEST FRIEND"  
MAC DAVIS

BILLBOARD 11★SS  
CASHBOX 19●  
RECORD WORLD 14■

FROM



NBLP 7257

57062  
"ONLY YOU  
(AND YOU ALONE)"  
REBA McENTIRE

BILLBOARD 37★  
CASHBOX 35●  
RECORD WORLD 37■

FROM



SRM-1-6003

76125  
"LADY LAY DOWN"  
TOM JONES

BILLBOARD 44★SS  
CASHBOX 46●  
RECORD WORLD 46■

FROM



SRM-1-4010

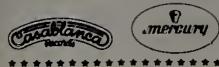
76131  
"IF YOU'RE  
WAITING ON ME  
(YOU'RE BACKING UP)"  
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# CLASSICAL



**CLASSICAL CRAFTS** — The newly-debuted ASCAP west coast classical and symphonic workshop, which ended last week, was conducted by some of the classical music industry's most prominent members, including Ernest Fleischmann, executive director of the Los Angeles Philharmonic, and William Kraft, composer and residence of the L.A. Philharmonic and moderator of the workshop sessions. Pictured are (l-r): Arthur Hamilton, ASCAP vice president and board member; Dr. Toma Prosev, president, Composers Union of Yugoslavia; Mel Powell, institute resident composer, Cal Arts; Fleischmann; Ezra Laderman, chairman, National Endowment of the Arts music panel; Kraft; Rand Steiger, advanced music composer, Cal Arts; Mary Jo Mennella, ASCAP membership representative; and Andre Gvozden, United States State Dept. interpreter.

## CLASSICAL CLIPS

LOS ANGELES — Ten new acts have been signed to the 1982-83 roster for American International Artists. Included among the attractions for the new season are **The Landini Consort**, **Musica Antiqua Vienna**, **The Mozartean Chamber Players** with the fortepianist, **Steven Lubin**. New soloists added to the roster include pianist **Theodore Lettvin**, oboist **Sara Watkins**, violinist **Andres Cardenas** and **Boston Symphony** flutist **Dorlot Anthony Dwyer**.

Presenting a special program of contemporary American music for the piano will be pianist **Rebecca La Breque**. Other special attractions include **The Mirage Mime Theatre** and the 16-member **Kalinka** dance/music troupe under the direction of **Mikhail Berkut**, who is director of the **Les Ballets Russes de Montreal**.

American International also plans a major American tour for the **Vienna Symphony Orchestra**, involving 15 cities over a three-week period during October 1982. Guest conductor to be featured during the tour will be **Christoph Eschenbach** with guest soloists the **Haydn Trio**.

Perhaps the highlight of CBS Masterworks releases during the Christmas month is the 31-record box set of "The Recorded Legacy of **Igor Stravinsky**." Executive producer of the comprehensive package was **Vera Zorina**.

With **Robert Bass**, music director for the **Collegiate Chorale**, at the helm, the Chorale plans to celebrate **Martin Luther King, Jr.**'s birthday Jan. 15 at Carnegie Hall with a presentation of **Undine Smith Moore's** recent oratorio, "Scenes From the Life of a Martyr," a 50-minute work for soloists, chorus and symphony orchestra.

Guest artists to be featured during the oratorio are **William Warfield** as narrator; City Opera soprano **Esther Hinds**; Metropolitan opera mezzo-soprano **Isola Jones**; City Opera tenor **Vinson Cole**; and City Opera bass **Arthur Woodley**. The Chorale and its guests will also perform **Beethoven's** "Der Glorreiche Augenblick, Op. 136" (translated "The Glorious Moment"), which is the composer's tribute to peace and freedom.

University of Illinois associate professor of music **Ian Hobson** recently earned the first prize at the seventh Triennial Leeds International Pianoforte Competition. The 29-year-old Wolverhampton, England native, only the second Briton to win the Leeds, was chosen by a panel of 15 international jurors, who awarded him the

Princess Mary Gold Medal, \$4,000, a Steinway Grand Piano, and recordings of two **Mozart** concerts with the **English Chamber Orchestra**. Hobson will conduct the Chamber Orchestra from piano, in addition to performing 27 engagements with orchestras around the world, including two performances with the **Royal Philharmonic** that will be conducted by **Sir Georg Solti**.

"Prestigious, ambitious and accomplished" are some of the words one could use to describe a package of five recordings featuring the work of modern classic composer **Bela Bartok** released by Sefel Records of Canada. The attractively packaged boxed set was recorded by the **Budapest Symphony** and **Philharmonic Orchestras**, under the baton of maestro **Arpad Joo**, at the Vigado, site of performances by some of Europe's most famed composers and performers.

Included in the package are the "Kossuth Symphonic Poem," "Four Pieces for Orchestra, Suites Nos. 1 and 2," "Two Portraits, Two Pictures," "Miraculous Mandarin Suite, Dance Suite" and "Concerto for Orchestra" (see review below).

Picking up the slack that has developed in the dearth of public funding of the arts, the INA Corp. recently began sponsoring a 26-week series of radio broadcasts by the Philadelphia Orchestra, which commenced airing in 40 major U.S. markets Nov. 1. The presentation was an all-Beethoven program with **Eugene Ormandy** at the helm and **Rudolph Serkin** on piano.

INA has further developed a marketing program that incorporates advertising messages with classical music. Promotional opportunities for insurance agents and brokers and tie-ins for INA field service offices are available in the 40 broadcast cities.

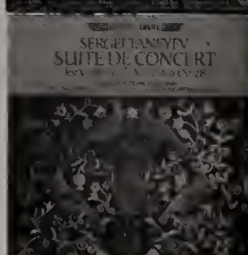
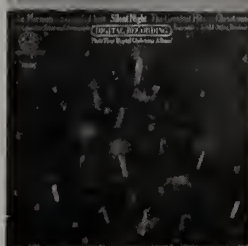
Produced exclusively for listeners of WNCN/New York is New York Concerts, which began airing Nov. 6. Performances by such artists as **Renata Scott**, the **Beaux Arts Trio**, **Tashi** and the **New York Philharmonic Woodwind Quintet** will be heard on the weekly series.

The **Major Armstrong** award was given to San Francisco's National Public Radio affiliate **KOED-FM** for its technical achievement in broadcasting, centered around the station's successful digital broadcast of performances by the **San Francisco Opera** and the **San Jose Symphony**. The station used Sony PCM-100 digital processor.

Michael Martinez

## TOP 20 ALBUMS

		Weeks On Chart	11/21
1	<b>PERHAPS LOVE</b> Placido Domingo (CBS FM 32743 (—/1 LP)	3	8
2	<b>TERESA STRATAS: The Unknown</b> Kurt Weill Nonesuch Digital D-79019 (11.98/1 LP)	9	8
3	<b>HOLST: The Planets</b> Berliner Philharmoniker (Karajan) Deutsche Grammophon Digital 2532 019 (12.98/1 LP)	5	8
4	<b>BEETHOVEN: Violin Concerto</b> Perlman/Giulini Angel Digital DS 37471 (12.98/1 LP)	2	12
5	<b>LIVE FROM LINCOLN CENTER</b> Sutherland, Pavarotti, Horne London Digital LDR 72009 (21.96/2 LPs)	1	20
6	<b>PACHELBEL: Kanon: Two Suites</b> <b>FASCH: Two Sinfonias and Concerto in D For Trumpet</b> Andre, Pierlot, Chambon, Paillard Chamber Orchestra (Paillard) RCA FRL.1-5468 (8.98/1 LP)	4	256
7	<b>POPS ON BROADWAY</b> Boston Pops (Williams) Phillips Digital 6302 124 (12.98/1 LP)	7	16
8	<b>BEETHOVEN: Symphony #9</b> Vienna Philharmonic (Karl Boehm) Deutsche Grammophon Digital 2741 009 (25.96/2 LPs)	—	4
9	<b>PAVAROTTI PREMIERES</b> Rare Verdi Arias (Claudio Abbado) CBS Masterworks M 37228 (—/1 LP)	13	8
10	<b>BEST OF PAVAROTTI</b> London PAV 2009 (28.98/4 LPs)	—	4
11	<b>ISAAC STERN 60TH ANNIVERSARY CELEBRATION</b> CBS Mastersound IM 36692 (—/1 LP)	11	36
12	<b>PLACIDO DOMINGO/CARLO MARIA GIULINI</b> "Gala Opera Concert" Deutsche Grammophon 2532 009 (12.98/1 LP)	17	8
13	<b>FINAL ALICE</b> Del Tredici Barbara Hendricks — Chicago Symp. London Digital LDR 71018 (12.98/1 LP)	10	16
14	<b>MAHLER: 8th Symphony</b> Boston Symphony Orchestra (Ozawa) Phillips Digital 6769 069 (25.96/2 LPs)	—	4
15	<b>MOZART: THE SYMPHONIES — VOL. II</b> The Academy of Ancient Music (Hogwood) L'Oiseau Lyre D168D 4 (32.94/3 LPs)	6	12
16	<b>PAVAROTTI: O Holy Night</b> National Philharmonic (Kurt Herbert Adler) London OS 26473 (10.98/1 LP)	—	4
17	<b>BOLLING: Toot Suite For Trumpet &amp; Jazz Piano</b> Columbia FM 36731 (—/1 LP)	16	12
18	<b>WAGNER: The Complete Ring</b> Bayreuth Festival Orchestra (Bolez) Phillips Digital 6769 074 (150.00/16 LPs)	—	4
19	<b>BOLLING: Suite For Flute And Jazz Piano</b> Rampal, Bolling/Columbia M33233 (—/1 LP)	18	256
20	<b>BRAHMS: German Requiem</b> Vienna Philharmonic Orchestra (Hitink) Phillips Digital 6769 055 (25.96/2 LPs)	—	4



## CLASSICAL ALBUM REVIEWS

**HOLST: THE PLANETS** — L'Orchestre National De France, Lorin Maazel, director — CBS Mastersound IM 37249 — Producer: Roy Emerson — List: None — Digital — Bar Coded

Without doubt, this work by Gustav Holst has evolved as his most popular among orchestras and music directors. Because of its emotional range, illustrated through the varied tonal settings employed, it is an adventurous work, calling for rigorous discipline and, simultaneously, innate sensitivity.

**BARTOK: THE MAJOR ORCHESTRAL WORKS** — The Budapest Philharmonic and Symphony Orchestras; Arpad Joo, conductor — Sefel SEFD 5005-5009 — Producer: Brian Culverhouse — List: Unknown — Digital

No minor undertaking, this five-album set includes the essential, and revealing, Bela Bartok works, a feat consummated by one of his more astute devotees, Arpad Joo. There is more to this attractive 100th Anniversary package than the ear will decipher. Part of it is due to Bartok's skill at distilling human drama into sound. The other is the exceptional range reproduced on this album. A bargain.

**SILENT NIGHT: THE GREATEST HITS** — The Mormon Tabernacle Choir with the Columbia Brass and Percussion Ensemble; Jerold Ottley, director — CBS Mastersound IM 37206 — Producer: Thomas Frost — List: None — Digital — Bar Coded

All the Christmas favorites are rendered here with spirited clarity, capturing the joy and reverence of the holiday season. A fine seasonal release of superior quality. The performance of the world renowned choir ranges from the sensitive to the sublime.

**TANEYEV: SUITE DE CONCERT FOR VIOLIN AND ORCHESTRA, OP. 28** — Vienna Symphony Orchestra with Christian Altenburger, violin; Yuri Aronovitch, conductor — Pro Arte PAD-110 — Producer: Wolf Erichson — List: 15.98 — Digital

Although he was considered one of Russia's most important turn of the century music figures, Taneyev left little of his music for posterity. This fine recording ranks as one of his most outstanding.

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On	Chart		Weeks On	Chart
	12/12			12/12	
<b>1 RAISE!</b> EARTH, WIND & FIRE (ARC/Columbia TC 37548)	1	6	<b>39 TAKE IT OFF</b> CHIC (Atlantic SD 19323)	49	2
<b>2 SOMETHING SPECIAL</b> KOOL & THE GANG (De-Lite/PolyGram D3R 8502)	2	10	<b>40 FACE TO FACE</b> GQ (Arista AL 9547)	41	6
<b>3 CONTROVERSY</b> PRINCE (Warner Bros. BSK 3601)	3	7	<b>41 7</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4030)	—	1
<b>4 NEVER TOO MUCH</b> LUTHER VANDROSS (Epic FE 37451)	4	14	<b>42 LOVE BYRD</b> DONALD BYRD & 125TH ST., N.Y.C. (Elektra 5E-531)	32	13
<b>5 THE MANY FACETS OF ROGER</b> ROGER (Warner Bros. BSK 3594)	5	14	<b>43 LOVE IS THE PLACE</b> CURTIS MAYFIELD (Boardwalk NB1 33239)	36	10
<b>6 IT'S TIME FOR LOVE</b> TEDDY PENDERGRASS (Phila. Int'l/CBS TZ 37491)	6	12	<b>44 YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	—	1
<b>7 WHY DO FOOLS FALL IN LOVE</b> DIANA ROSS (RCA AFL1-4153)	8	7	<b>45 WHAT A WOMAN NEEDS</b> MELBA MOORE (EMI America ST-17060)	45	5
<b>8 SHOW TIME</b> SLAVE (Cotillion/Atlantic SD 5227)	7	11	<b>46 REFLECTIONS</b> GIL SCOTT-HERON (GRP/Arista 5506)	47	11
<b>9 NIGHT CRUISING</b> BAR-KAYS (Mercury/PolyGram SRM-1-4028)	9	6	<b>47 TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	39	16
<b>10 LIVE</b> THE JACKSONS (Epic KE2 37545)	19	4	<b>48 CARL CARLTON</b> (20th Century-Fox/RCA T-628)	37	22
<b>11 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	11	18	<b>49 THIS KIND OF LOVIN'</b> THE WHISPERS (Solar/RCA BXL 13976)	33	14
<b>12 THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	14	5	<b>50 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	35	12
<b>13 THE POET</b> BOBBY WOMACK (Beverly Glen BG 1000)	15	6	<b>51 STANDING TALL</b> CRUSADERS (MCA-5254)	51	11
<b>14 THE TIME</b> (Warner Bros. BSK 3598)	12	17	<b>52 BEWARE!</b> BARRY WHITE (Unlimited Gold/CBS FZ 37176)	40	11
<b>15 INSIDE YOU</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37532)	10	8	<b>53 JAM THE BOX</b> BILL SUMMERS & SUMMERS HEAT (MCA-5266)	—	1
<b>16 SKYYLINE</b> SKYY (Salsoul/RCA SA-8548)	27	7	<b>54 EBONEE WEBB</b> (Capitol ST-12148)	53	17
<b>17 CAMOUFLAGE</b> RUFUS with CHAKA KHAN (MCA-5270)	13	7	<b>55 I LIKE YOUR STYLE</b> JERMAINE JACKSON (Motown M8-052M1)	52	14
<b>18 SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	24	5	<b>56 CHANCES ARE</b> BOB MARLEY (Cotillion/Atlantic SD 5228)	55	9
<b>19 I AM LOVE</b> PEARO BRYSON (Capitol ST-12179)	25	4	<b>57 IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	54	28
<b>20 SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	21	12	<b>58 CAN'T SHAKE THIS FEELIN'</b> SPINNERS (Atlantic SD 19318)	63	2
<b>21 LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	18	26	<b>59 NEW YORK CAKE</b> KANO (Mirage/Atlantic WTG 19327)	61	3
<b>22 CRAZY FOR YOU</b> EARL KLUUGH (Liberty LF-51113)	22	8	<b>60 SLINGSHOT</b> MICHAEL HENDERSON (Buddah/Arista BDS 6002)	48	15
<b>23 IN THE POCKET</b> COMMODORES (Motown M8-955M1)	23	24	<b>61 SWITCH V</b> SWITCH (Gordy/Motown G8-1007M1)	43	6
<b>24 LOVE MAGIC</b> L.T.D. (A&M SP-4881)	28	4	<b>62 THAT'S WHAT TIME IT IS</b> JOHNNY GUITAR WATSON (A&M SP-4880)	—	1
<b>25 STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	18	35	<b>63 BLACK &amp; WHITE</b> POINTER SISTERS (Planet/Elektra P-18)	58	25
<b>26 COME MORNING</b> GPOVER WASHINGTON, JR. (Elektra 5E-562)	44	2	<b>64 I WANT YOU</b> BOOKER T. (A&M SP-4874)	65	2
<b>27 GO FOR IT</b> SHALAMAR (Solar/RCA BXL 1-3984)	29	10	<b>65 SET MY LOVE IN MOTION</b> SYREETA (Tamil/Motown T 376)	—	1
<b>28 TONIGHT!</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	20	16	<b>66 SIGN OF THE TIMES</b> BOB JAMES (Tappan Zee/CBS FC 37495)	60	11
<b>29 FANCY DANCER</b> ONE WAY (MCA 5247)	17	12	<b>67 THE BROOKLYN, BRONX &amp; QUEENS BAND</b> (Capitol ST-12155)	64	20
<b>30 THE DUDE</b> QUINCY JONES (A&M SP-3721)	26	38	<b>68 PIECES OF A DREAM</b> (Elektra 6E-350)	62	12
<b>31 LOVE ALL THE HURT AWAY</b> ARETHA FRANKLIN (Arista AL 9552)	30	17	<b>69 ENDLESS LOVE</b> ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	59	20
<b>32 GWEN McCRAE</b> (Atlantic SD 19308)	42	8	<b>70 WANTING YOU</b> STARPOINT (Chocolate City/PolyGram CCLP 2020)	56	5
<b>33 GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l/CBS FZ 37627)	38	3	<b>71 MAGIC WINDOWS</b> HERBIE HANCOCK (Columbia FC 37387)	66	12
<b>34 COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	34	7	<b>72 I BELIEVE IN LOVE</b> ROCKIE ROBBINS (A&M SP-4869)	70	15
<b>35 PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA AFL1-4028)	57	2	<b>73 CAN'T WE FALL IN LOVE AGAIN</b> PHYLLIS HYMAN (Arista AL 9544)	67	23
<b>36 BLUE JEANS</b> CHOCOLATE MILK (RCA AFL1-3896)	46	4	<b>74 I'M IN LOVE</b> EVELYN KING (RCA AFL1-3962)	68	23
<b>37 ALL THE GREAT HITS</b> DIANA ROSS (Motown M13-96002)	31	9	<b>75 SUMMER HEAT</b> BRICK (Bang/CBS FZ 37471)	69	16
<b>38 KEEP ON MOVING STRAIGHT AHEAD</b> LAKESIDE (Solar/RCA BXL1-7762)	50	3			



**KING OF THE COPA** — RCA recording artist Evelyn King broke the attendance record at New York's famed Copacabana when she appeared there recently. The 21-year-old singer is shown here in her dressing room being congratulated by (l-r): Keith Jackson, division vice president, Black Music Marketing, RCA; Rafael Cameron, Salsoul recording artist; Joe Mansfield, division vice president, contemporary music, RCA; Robert Wright, director, A&R, black music, RCA; Jack Craigo, division vice president, RCA-USA & Canada; and Hilda Williams, manager, black music A&R administration, RCA.

## THE RHYTHM SECTION

**NEW SOPHISTICATED LADY?** — When the Broadway company of the hit play *Sophisticated Ladies* comes to Los Angeles early next year to open an engagement at the Schubert Theatre, **Phyllis Hyman** might not be joining the cast. Hyman, along with castmate **Judith Jamison**, is currently in negotiations with the New York company for a three-month extension of the play featuring a new cast. Pegged to replace Hyman if the Apple deal ripens is another talented songstress, **Dee Dee Bridgewater**. Bridgewater, who has been in Virginia Beach the past year, also announced that she was going to return to active recording in the future as a jazz artist, a genre she left to pursue the trying trail of a pop artist.

**COVER THAT VAMP** — The phenomenon known to the world as the rap record has been the source of a low-burning controversy among some segments of the industry and a boon to the bank accounts of others. It all seemed to start when the rhythm vamp from **Chic's** 1979 hit "Good Times" showed up on a record by a little-known group on a little-known label, "Rapper's Delight" by the Sugar Hill Gang on a label of the same name. The record became an instant club and house party fave and eventually was the hot rotation item at many AM stations around the country. Little did the bunch at Sugar Hill know that just a slight bit of borrowing would turn into a major item of music interest. Rap records and the purveyors of this budding craft have proliferated, with an ironic twist of late. Sire Records' **Tom Tom Club**, led by **Talking Heads** diva **Tina Weymouth** and husband **Chris Frantz**, have produced an album ode to the current dance sensation, including the rap. Starting out as a major import item, Tom Tom Club's "Wordy Rappingood" quickly became a popular club item in the manner of a Sugar Hill Gang or **Grand Master Flash** and the **Furious Five**. The album was released here and contained a cut titled "Genius of Love." Now, the rap genre started on a borrow and is being perpetuated in kind. Those originators of the rap are up to their tricks again, having combed the music from Tom Tom Club's "Genius . . ." and put their own distinct stamp on the piece. Sugar Hill's Grand Master Flash, et al, have come out with a version, titled "It's Nasty (Genius of Love)," that is less spacey, quirky and sparse than the Tom Tom original, but instead provides the seamless rap vamp that the Sugar Hill Gang first made famous, complete with that now legendary Sugar Hill anthem, "Gonna hip, gonna hop." But that bunch is not alone. On Profile Records is an outfit led by **Dr. Jeckyll & Mr. Hyde**, who have come up with the "Genius Rap," which makes use of the Tom Tom Club's melody and rhythm, but adds that rich bottom that has become a staple of the house party. At this point, it's really difficult to decide who is borrowing from who, so we'll just end this item here.

**CONTROVERSY** — No, the title of this item does not refer to **Prince's** latest album. Instead it describes the atmosphere surrounding the recent 14th Annual NAACP Image Awards show held here at the Hollywood Palladium. The controversy arose when the NAACP Hollywood-Beverly Hills branch failed to find enough feature films with significant roles for black women to have that category on this year's ballot, the first time in the awards show's history that the category could not be included. The only role that qualified was played by actress **Cleley Tyson** in the film *Bustin' Loose*, which also starred **Richard Pryor**. NAACP national executive director **Benjamin Hooks** told those gathered at the affair he would endorse a plan to nationally boycott any theatrical release that did not cast blacks in roles they could conceivably play or employ black crew members "above-the-line" personnel. Stated more strongly, Hollywood/Beverly Hills branch president **Geraldine Green** said that the civil rights group would be developing a "white list" of all films that fail to include black talent or behind the camera crew, to be published regularly. She also announced that she would be meeting with Motion Picture Assn. of America (MPAA) president **Jack Valenti** Jan. 6 to discuss how this situation can be alleviated. Valenti, however, has already told the press that the NAACP demands can't be met. Hollywood-Beverly Hills branch executive director **Collette Wood** replied that "the motion picture industry is the only industry that always has an answer for everything. And it's never anybody's fault. There's always a buck being passed." She said while there are enough government agencies to assure that employment practices in various industries remain equitable, the NAACP, which has members in the film industry, will be looking from within. Though the shadow of Hooks' and Green's comments hung over the evening's festivities, some entertainers had an opportunity to rejoice as they received the NAACP Image Award. Winners in the musical categories included **B.B. King**, **Andrae Crouch**, **Quincy Jones**, **Aretha Franklin**, **Teddy Pendergrass**, **The Jacksons**, **Stevie Wonder** and **Deadwood Dick**.

**HUMP THE PUMP** — **George Clinton**, along with **Sly Stone**, has put together a band of **P-Funk All Stars** for a single titled "Hydraulic Pump," on Hump Records, which is being distributed through Nine Records. The single amounts to a three-minute, thirty-second hybrid of Clinton and Stone's brand of rocky hump funk.

**IN THE STARS** — Veteran R&B/blues maestro **Ray Charles** will be honored with a star on Hollywood's Walk of Fame Dec. 16. The day will be declared "Ray Charles Day" in Los Angeles by **Mayor Tom Bradley**.

**SHORT CUTS** — **KJLH/L.A.'s** **Langley Patterson** cornered saxophone master **Wayne Shorter** of **Weather Report** recently for an in-studio interview. Shorter discussed music from his next Columbia/ARC solo LP due in Spring . . . Blueser **B.B. King** was recently in Nashville completing work on his next LP, which will include the music of country greats like **Willie Nelson**, **Troy Seals** and **Don Gibson**.

michael martinez

# CASHBOX TOP 100

December 19, 1981

	Weeks On Chart	12/12		Weeks On Chart	12/12		Weeks On Chart	12/12
<b>1 LET'S GROOVE</b> EARTH, WIND & FIRE (ARC/Columbia 18-02536)	1	11	<b>34 LOVE IN THE FAST LANE</b> DYNASTY (Solar/Elektra 47946)	44	7	<b>68 WE'LL MAKE IT</b> MIKE AND BRENDA SUTTON (Sam 81-5023)	76	3
<b>2 TAKE MY HEART</b> KOOL & THE GANG (De-Lite/PolyGram DE 815)	2	12	<b>35 SHAKE</b> GO (Arista AS 0603)	36	7	<b>69 LOVE MESSAGE</b> LOWRELL SIMON (Zoo York Records AE7 1324)	78	3
<b>3 TURN YOUR LOVE AROUND</b> GEORGE BENSON (Warner Bros. WBS 49846)	4	8	<b>36 COOL (PART 1)</b> THE TIME (Warner Bros. WBS 49864)	50	3	<b>70 SOMETHING INSIDE MY HEAD</b> GENE DUNLAP featuring PHILIPPE WYNNE (Capitol P-A-5055)	75	5
<b>4 CONTROVERSY</b> PRINCE (Warner Bros. WBS 49808)	3	13	<b>37 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. WBS 49842)	47	5	<b>71 NUMBERS</b> KRAFTWERK (Warner Bros. WBS 49795)	—	1
<b>5 SNAP SHOT</b> SLAVE (Cotillion/Atlantic 46022)	5	15	<b>38 IF YOU THINK YOU'RE LONELY NOW</b> BOBBY WOMACK (Beverly Glen 2000)	48	4	<b>72 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWE 49854)	80	3
<b>6 OH NO</b> COMMODORES (Motown M 1527F)	6	13	<b>39 IT'S MY TURN</b> ARETHA FRANKLIN (Arista AS 0646)	41	6	<b>73 STATION BRAKE</b> CAPTAIN SKY (WMOT 4W9-02407)	73	6
<b>7 WHY DO FOOLS FALL IN LOVE?</b> DIANA ROSS (RCA PB-12349)	9	9	<b>40 BE MINE (TONIGHT)</b> GROVER WASHINGTON, JR. (Elektra E-47246)	46	4	<b>74 MAKE UP YOUR MIND</b> AURRA (Salsoul/RCA S7 7017)	83	3
<b>8 NEVER TOO MUCH</b> LUTHER VANDROSS (Epic 14-02409)	7	20	<b>41 SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AS 0636)	49	5	<b>75 THERE'S A WAY</b> RONNIE LAWS (Liberty P-A-1442)	84	2
<b>9 I HEARD IT THROUGH THE GRAPEVINE (PART 1)</b> ROGER (Warner Bros. WBS 49786)	8	18	<b>42 YOU'RE THE ONE FOR ME</b> "D" TRAIN (Prelude PRL 8043-AS)	77	3	<b>76 TWINKLE</b> EARL KLUGH (Liberty P-A-1431)	85	6
<b>10 LET THE FEELING FLOW</b> PEABO BRYSON (Capitol P-A-5065)	11	9	<b>43 I BELIEVE IN LOVE</b> ROCKIE ROBBINS (A&M 2380)	56	5	<b>77 JAM THE BOX</b> BILL SUMMERS AND SUMMERS HEAT (MCA 51221)	86	2
<b>11 HIT AND RUN</b> BAR-KAYS (Mercury/PolyGram 76123)	13	8	<b>44 SOMETHING ABOUT YOU</b> EBONEE WEBB (Capitol P-A-5044)	32	13	<b>78 SHE DON'T LET NOBODY (BUT ME)</b> CURTIS MAYFIELD (Boardwalk NB7-11-122)	26	16
<b>12 PULL FANCY DANCER/PULL — PART 2</b> ONE WAY (MCA 51165)	12	16	<b>45 CAN'T HOLD BACK (YOUR LOVING)</b> KANO (Mirage/Atlantic STG 3878)	52	5	<b>79 I JUST WANNA HOLD YOU</b> BLACK ICE (Montega A-1204)	88	3
<b>13 WALKING INTO SUNSHINE</b> CENTRAL LINE (Mercury/PolyGram 76126)	17	10	<b>46 BAD LADY</b> CON FUNK SHUN (Mercury/PolyGram 76128)	68	2	<b>80 DO IT ROGER</b> ROGER (Warner Bros. WBS 49883)	—	1
<b>14 SHARING THE LOVE</b> RUFUS WITH CHAKA KHAN (MCA 51203)	15	8	<b>47 TOOT AN' TOOT AN' TOOT</b> CURTIS MAYFIELD (Boardwalk NB7-11-132)	67	2	<b>81 HOLD ME DOWN</b> LIPPS, INC. (Casablanca/PolyGram NB 2342)	89	2
<b>15 BLUE JEANS</b> CHOCOLATE MILK (RCA PB-12335)	16	11	<b>48 DO IT TO ME</b> VERNON BURCH (Spector Records Int'l. SRI-A00019)	58	3	<b>82 THE PLANET FUNK</b> JOHNNY GUITAR WATSON (A&M 2383)	90	2
<b>16 KICKIN' BACK</b> L.T.D. (A&M 2392)	20	7	<b>49 HOW CAN LOVE SO RIGHT (BE SO WRONG)</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD 2191)	59	4	<b>83 SATURDAY, SATURDAY NIGHT</b> ZOOM (Polydor/PolyGram PD 2186)	53	9
<b>17 CALL ME</b> SKYY (Salsoul/RCA S7 2152)	21	8	<b>50 BLUER THAN BLUE</b> PEACHES & HERB (Polydor/PolyGram PD 2187)	51	6	<b>84 THE OLD SONGS</b> FREDERICK KNIGHT (Juana/R&L JU 3700-S)	79	6
<b>18 JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM (A&M 2357)	14	18	<b>51 APACHE</b> SUGAR HILL GANG (Sugar Hill SH 567)	71	3	<b>85 DON'T YOU KNOW THAT?</b> LUTHER VANDROSS (Epic 14-02658)	—	1
<b>19 I CAN'T GO FOR THAT (NO CAN DO)</b> DARYL HALL & JOHN OATES (RCA JB-12361)	24	5	<b>52 TUFF</b> MIDNIGHT STAR (Solar/Elektra S-47948)	62	5	<b>86 LOVE CONNECTION (RAISE THE WINDOW DOWN)</b> THE SPINNERS (Atlantic 3882)	91	2
<b>20 YOU'RE MY LATEST, MY GREATEST INSPIRATION</b> TEDDY PENDERGRASS (Philadelphia Int'l./Epic ZS5 02619)	27	6	<b>53 GHETTO LIFE</b> RICK JAMES (Motown G 7215F)	57	5	<b>87 I CAN'T LIVE WITHOUT YOUR LOVE</b> TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5 02462)	23	17
<b>21 WHEN SHE WAS MY GIRL</b> THE FOUR TOPS (Casablanca/PolyGram NB 2338)	18	19	<b>54 WIDE OPEN</b> BRICK (Bang/Epic ZS5 02599)	54	6	<b>88 ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	40	24
<b>22 INSIDE YOU (PART 1)</b> THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)	10	12	<b>55 FUNGI MAMA/ BEBOPAFUNKADISCOLYPSO</b> TOM BROWNE (GRP/Arista GS 2518)	65	3	<b>89 TIME FOR LOVE</b> THE B.B. & O. BAND (Capitol P-A-5071)	—	1
<b>23 FUNKY SENSATION</b> GWEN MCRAE (Atlantic 3853)	25	16	<b>56 WE WANT YOU (ON THE FLOOR)</b> LAKESIDE (Solar/RCA YB-12334)	55	7	<b>90 ONE HUNDRED WAYS</b> QUINCY JONES featuring JAMES INGRAM (A&M 2387)	—	1
<b>24 I WILL FIGHT</b> GLADYS KNIGHT & THE PIPS (Columbia 18-02549)	28	9	<b>57 TOO MUCH TOO SOON</b> T.S. MONK (Mirage/Atlantic WTG 3875)	66	4	<b>91 "B" MOVIE</b> GIL SCOTT-HERON (Arista AS 0647)	—	1
<b>25 LOVE FEVER</b> GAYLE ADAMS (Prelude PRL 8040-AS)	34	6	<b>58 ROCKIN' TO THE BEAT</b> FATBACK (Spring/PolyGram SP 3022)	60	4	<b>92 BIG FAT BOTTOM</b> REDD HOTT (Venture V-148)	—	1
<b>26 SWEETER AS THE DAYS GO BY</b> SHALAMAR (Solar/RCA YB-12329)	30	9	<b>59 BEWARE</b> BARRY WHITE (Unlimited Gold/CBS ZS5 02580)	61	7	<b>93 STRUNG OUT ON THE BOOGIE</b> GANGSTERS (Heat HS 2007)	93	4
<b>27 GET IT UP</b> THE TIME (Warner Bros. WBS 49774)	19	18	<b>60 QUICK SLICK</b> SYREETA (Tamla/Motown T 5433F)	70	4	<b>94 TAKE MY LOVE</b> MELBA MOORE (EMI America A-8092)	37	15
<b>28 I'M JUST TOO SHY</b> JERMAINE JACKSON (Motown M 1525F)	29	8	<b>61 YOUR LOVE</b> SKOOL BOYZ (Destiny D-2001)	69	5	<b>95 COUNT ON ME</b> CANDI STATON (Sugar Hill SH-770)	95	2
<b>29 TONIGHT YOU AND ME</b> PHYLLIS HYMAN (Arista AS 0637)	22	10	<b>62 YOU</b> THE S.O.S. BAND (Tabu/CBS ZS5 02569)	63	4	<b>96 LA LA MEANS I LOVE YOU</b> TIERRA (Boardwalk NB7-11-129)	39	9
<b>30 STEAL THE NIGHT</b> STEVE WOODS (Cotillion/Atlantic 46016)	31	12	<b>63 PORTUGUESE LOVE</b> TEENA MARIE (Motown G 7216F)	64	5	<b>97 WALL TO WALL</b> RENE & ANGELA (Capitol P-A-5052)	38	10
<b>31 I WANT YOU</b> BOOKER T (A&M 2374)	35	8	<b>64 SWEET TENDER LOVE</b> DENROY MORGAN (Becket BKD 506)	72	4	<b>98 SCHOOL DAZE</b> FUNN (Magic 93000)	43	8
<b>32 (I FOUND) THAT MAN OF MINE</b> THE JONES GIRLS (Philadelphia Int'l./Epic ZS8 02618)	42	6	<b>65 LET ME SET YOU FREE</b> THE FOUR TOPS (Casablanca/PolyGram NB 2344)	—	1	<b>99 FIRST TRUE LOVE AFFAIR</b> JIMMY ROSS (RFC/Quality ORFC 7002)	74	9
<b>33 DON'T HIDE OUR LOVE</b> EVELYN KING (RCA PB-12322)	33	9	<b>66 MAGIC NUMBER</b> HERBIE HANCOCK (Columbia 18-02615)	81	3	<b>100 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)</b> CARL CARLTON (20th Century-Fox/RCA TC-2488)	45	27
<b>34 LOVE IN THE FAST LANE</b> DYNASTY (Solar/Elektra 47946)	44	7	<b>67 WAIT FOR ME</b> SLAVE (Cotillion/Atlantic 46028)	87	2			

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

Apache (Sugar Hill — BMI) .....	57	Hit And Run (Bar-Kays/Warner Tamerlane — BMI) .....	11	Love Message (Ensign — BMI/Growth — BMI) .....	69	Sweeter As (Spectrum VII/Silver Sounds — ASCAP) .....	26
Bad Lady (Val-je-Joe/Dis 'N' Dat/Extra Foxx — BMI) .....	46	Hold Me Down (Steve Greenberg/Rick's (admin. by Rightsong) .....	81	Magic Number (Hancock/Polo Grounds — BMI) .....	66	Take My Heart (Delightful/Second Decade — BMI) .....	2
"B" Movie (Brouheha — ASCAP) .....	91	I Can't Go For That (Fust Buzza/Hot-Cha/Six Continents — BMI) .....	19	Make Up (Lucky Three/Red Aurra — BMI) .....	74	Take My Love (Duchess — BMI) .....	92
Be Mine (Antisia — ASCAP) .....	40	I Can't Live (Mighty Three — BMI) .....	87	Never Too Much (Uncle Ronnie's — ASCAP) .....	8	That Man (Mighty Three — BMI) .....	34
Beware (Stone Diamond — BMI) .....	59	I Heard It (Ston Agate — BMI) .....	9	Numbers (No Nonsense — ASCAP) .....	71	The Old Songs (Warner Bros./Upward Spiral — ASCAP) .....	84
Big Fat Bottom (Barcam — BMI/Smegedith — BMI) .....	92	I Just Wanna (Derwell/Larry Lou/Frontwheel — BMI) .....	79	Oh No (Jobete & Commodores — ASCAP) .....	6	The Planet Funk (Sumac/Irving/Virjon — BMI) .....	82
Blue Jeans (Cessess/Electric Apple/Le-Ha — BMI) .....	15	I Want You (Irving/House Of Jones — BMI) .....	31	One Hundred Ways (State of the Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI) .....	90	There's A Way (Colgems — EMI/Boruff/Sweetbeat — ASCAP) .....	75
Bluer Than Blue (Bull Pen — BMI/Perren-Vibes — ASCAP) .....	50	I Will Fight (Nick-O-Val — ASCAP) .....	24	Portuguese Love (Jobete — ASCAP) .....	63	Time For Love (Little Mecho — ASCAP) .....	89
Breakin' Away (Ajarreau/Desperate/Garden Rake — BMI) .....	37	If You Think (Ashtray — BMI) .....	38	Pull Fancy (Duchess/Perk's — BMI) .....	12	Tonight You And Me (Industrial Strength — BMI) .....	29
Cali Me (One To One — ASCAP) .....	17	I'm Just Too Shy (Black Stallion — ASCAP) .....	28	Quick Slick (Jobete — ASCAP) .....	60	Too Much (Linzer/Sumec — BMI) .....	57
Can't Hold Back (Greenstar/Emergency — ASCAP) .....	45	Inside You (April/Bovina — ASCAP) .....	22	Rockin' (Clita/House Of Gemini — BMI) .....	58	Toot An' Toot (M&M — BMI) .....	47
Controversy (Ecnirp — BMI) .....	4	It's My Turn (Unichappell — BMI) .....	39	Saturday, Saturday Night (Zoom — BMI) .....	83	Turn (Hip-Trip/Mid-Star — BMI) .....	52
Cool (Tionna — license pending) .....	36	Jam The Box (Pure Delite/Blissum — BMI) .....	77	School Daze (Pure Love — ASCAP) .....	98	Turn Your Love Around (Garden Rake — BMI/Rehtakul Veets/JSH — ASCAP) .....	3
Count On Me (Staton/Daann/Elipsius — ASCAP/Sugar Hill — BMI) .....	95	Just Once (ATV/Mann end Well — BMI) .....	18	Shake (Slim Jim/Middle Melodie — ASCAP) .....	35	Twinkle (United Artists/Earl Klugh — ASCAP) .....	76
Do It Roger (Trotman's Music (admin. by Bumpershoot) — BMI) .....	80	Kickin' Back (Almo/McRovscod — ASCAP) .....	16	Sharing The Love (Bean Brooke — ASCAP) .....	14	Wait For Me (Cotillion — BMI) .....	67
Do It To Me (Sand — BMI (admin. by Bayard — BMI) .....	48	La La Means (Mighty Three/Bellboy — BMI) .....	95	She Don't Let (Fekaris — ASCAP/M&M — BMI) .....	78	Walking Into Sunshine (Central Line — PRS) .....	13
Don't Hide Our Love (Mighty M — ASCAP) .....	33	Let Me Set (Songs of Manhattan Island/Unlicheppell/Sandy Linzer — BMI) .....	65	She's A Bad Mama Jema (Jim/Edd — BMI) .....	100	Wall To Wall (A la Mode/Ariste — ASCAP) .....	97
Don't You Know (Uncle Ronnie's — ASCAP) .....	85	Let's Groove (Saggi/fire/Yougoulei — ASCAP) .....	1	Snap Shot (Cotillion/Evening Ladies — BMI) .....	5	We'll Make It (Colgems/Milbren — ASCAP) .....	68
Endless Love (PGP/Brockmen — ASCAP/Admin. by Intersong) .....	78	Love Connection (Frozen Butterly — BMI) .....	86	Something About You (ATV/Irving/Patemos/Charleville — BMI) .....	41	We Want You (Spectrum VII/Circle — ASCAP) .....	56
Every Home (Blackwood — BMI) .....	72	Love Fever (Trumer — BMI/Diamond In The Rough — BMI) .....	25	Something About You (Ebony Webb/Cessess — BMI) .....	44	When She Was My (MCA — ASCAP) .....	21
First True Love Affair (Soul Chak — license pending) .....	99	Love In The Fast (Spectrum VII/Silver Sounds — ASCAP) .....	34	Something Inside (United Artists/Earl Klugh/Ermark — ASCAP) .....	70	Why Do Fools (Patricia — BMI) .....	57
Fungi Mama (Blue Horizon/Thomas Browne/Roaring Fork — BMI) .....	55			Station Break (Framingreg/Upper Level — BMI) .....	73	Wide Open (WB Music/Good High — ASCAP/Raydiola — BMI) .....	7
Funky Sensation (Kenix — ASCAP) .....	23			Steal The Night (Edition Sunrise — BMI) .....	30	You (Interior/Humble Men — BMI) .....	62
Get It Up (Tionna — license pending) .....	27			Strung Out (Jimi Mac — BMI) .....	93	Your Love (De Note/Skoal Boyz/Eesley — BMI) .....	61
Ghetto Life (Jobete/Stone City — ASCAP) .....	53			Sweet Tender Love (Planetary/Ron Miller — ASCAP/Bert Reid — BMI) .....	64	You're My Latest (Mighty Three — BMI) .....	20
						You're The One (Trumer/Huemar — BMI) .....	42



# BLACK CONTEMPORARY

## MOST ADDED SINGLES

- 1. YOU'RE THE ONE FOR ME — "D" TRAIN — PRELUDE**  
WIGO, WBMX, WEDR, WWRL, WENZ, WGCI, WRAP, WSOK, WNHC, WGIU, WAWA, WRBD, WDAO
- 2. BAD LADY — CON FUNK SHUN — MERCURY/POLYGRAM**  
WIGO, WCIN, WWIN, KSOL, WENZ, WTLC, WGIV, WAWA, WGPR-FM
- 3. LET ME SET YOU FREE — THE FOUR TOPS — CASABLANCA/POLYGRAM**  
WIGO, WEDR, WVEE, KDKO, WENZ, WWDW, WRAP, WATV, WNHC, WRBD
- 4. COOL (PART 1) — THE TIME — WARNER BROS.**  
KGFJ, WBMX, OK100, WGCI, WRAP, WATV, WMJM, KMJQ, KPRS
- 5. DO IT ROGER — ROGER — WARNER BROS.**  
WIGO, WPAL, WDAS-FM, WILD, KMJM, KMJQ, WRBD, WDAO
- 6. CAN'T HOLD BACK (YOUR LOVING) — KANO — MIRAGE/ATLANTIC**  
WJMO, WHRK, WGCI, WATV, WSOK, WTLC, WGIV
- 7. DO IT TO ME — VERNON BURCH — SPECTOR RECORDS INT'L.**  
WCIN, WHRK, WENZ, WDAS-FM, WSOK, WAWA, WGPR-FM
- 8. TOOT AN' TOOT AN' TOOT — CURTIS MAYFIELD — BOARDWALK**  
WCIN, KSOL, WWDW, WGIV, KPRS, WAMO
- 9. WAIT FOR ME — SLAVE — COTILLION/ATLANTIC**  
WBMX, KDKO, WLLC, WWDW, WYLD, KPRS

## MOST ADDED ALBUMS

- 1. 7 — CON FUNK SHUN — MERCURY/POLYGRAM**  
WEDR, WWIN, WLLC, WILD, WOKB, WSOK, WNHC, WTLC, WRBD, KPRS, WDAO
- 2. COME MORNING — GROVER WASHINGTON, JR. — ELEKTRA**  
WENZ, WPAL, WGCI, WWRL, WILD, WATV, WSOK, WNHC, KMJQ
- 3. I'LL DO ANYTHING FOR YOU — DENROY MORGAN — BECKET**  
KDKO, WHRK, WPAL, WLLC, WRAP, WILD, WTLC, WAWA

## UP AND COMING

- LET'S STAND TOGETHER — MELBA MOORE — EMI AMERICA**  
**YOU GIVE LIFE TO ME — JOE SIMON & CLARE BATHE — POSSE**  
**HYDRAULIC PUMP — P-FUNK ALL STARS — HUMP**  
**GET IT RIGHT — ERIC MERCURY — CAPITOL**  
**THIS BEAT IS MINE — VICKY "D" — SAM**

## BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — EARTH, WIND & FIRE**  
HOTS: Roger, Kool & The Gang, G. Benson, T. Pendergrass, L. Vandross, Bar-Kays, The Time, D. Ross, P. Bryson, B. Wright, Hall & Oates, Prince, Chocolate Milk, Shock, Kraftwerk, Central Line, E. King, Isley Brothers. ADDS: N. Connors, J. Simon & C. Bathe, G. Knight, AM-FM, Olivia Newton-John, Four Tops, Sugar Hill Gang. LP ADDS: Lakeside, Kool & The Gang, T. Browne, Whispers.

**WIGO — ATLANTA — QUINCY JASON, PD — #1 — PRINCE**  
JUMPS: 12 To 8 — LTD, 17 To 13 — Bar-Kays, 15 To 11 — Skyy, 21 To 17 — J. Day, 24 To 21 — Bad Girls, 25 To 22 — Lipps Inc., 32 To 28 — V. Burch, Ex To 34 — What Naughts, Ex To 36 — Weeks & Company, Ex To 37 — M. Wells. ADDS: L. Vandross, T. Browne, B. Withers, Sugar Daddy, Shcock, "D" Train, G. Dunlap, Four Tops, Roger, B. Womack. LP ADDS: T.S. Monk, N. Straker Band, T. Browne, M. Hiperton, GQ.

**WILD — BOSTON — BUTTERBALL JR., PD — #1 — G. BENSON**  
JUMPS: 9 To 5 — Skyy, 16 To 9 — Hall & Oates, 18 To 10 — P. Bryson, 14 To 11 — S. Woods, 19 To 12 — T. Marie, 25 To 15 — Weeks & Company, 24 To 16 — LTD, 27 To 17 — Skool Boyz, 28 To 18 — Four Tops, 27 To 19 — Kano, 30 To 20 — RGB, 31 To 21 — D. Morgan, 32 To 22 — G. Washington, 26 To 23 — Fun, 35 To 25 — The Time, 33 To 26 — Chocolate Milk, 34 To 27 — P. Reeves, 36 To 28 — B. Womack, 37 To 29 — J. Carr, 38 To 30 — C. Mayfield, 39 To 31 — Booker T., HB To 37 — Con Funk Shun, HB To 33 — V. Burch, HB To 39 — G. Flemming. ADDS: M. Moore, One Way, M. Wells, What Naughts, Roger, J.G. Watson, Wax. LP ADDS: Con Funk Shun, G. Washington, P. Bryson, T.S. Monk, Jones Girls, D. Morgan, J. Carr.

**WUFO — BUFFALO — DAVE MICHAELS, MD — #1 — SKYY**  
HOTS: J. Carr, G. Benson, Central Line, Shalamar, Hall & Oates, LTD, "D" Train, A. Boffill, G. Knight, P. Hyman, Olivia Newton-John, B. James, T.S. Monk, G. McCrae, B. Marley, GQ, V. Burch. ADDS: Skool Boyz, B. Womack, Rufus, Al Jarreau, T. Pendergrass, G. Washington, G. Dunlap, P. Bryson, Foreigner. LP ADDS: Shock.

**WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — EARTH, WIND & FIRE**  
HOTS: Skyy, T. Pendergrass, R. James, Bar-Kays, T. Marie, Take 5, Shalamar, Kool & The Gang, LTD, Rufus, D. Ross, GQ, S. Clarke/G. Duke, C. Staton, Peaches & Herb, Tom Tom Club, The Time, P. Bryson, G. Benson. ADDS: Dr. Jekyll & Mr. Hyde, What Naughts, Freedom, Pieces Of A Dream, L. Clifford, Ashford & Simpson, J. Simon & C. Bathe, West Street Mob, J. Feliciano, Whispers, Strikers, Roger. LP ADDS: West Street Mob, Main Ingredient, Bohannon, D. Morgan, J.G. Watson, Lakeside, G. Washington.

**WGIV — CHARLOTTE — CHRIS TURNER, PD**  
HOTS: Earth, Wind & Fire, Isley Brothers, Chocolate Milk, Prince, LTD, Bar-Kays, Sugar Hill Gang, Skyy, Raydio, G. Benson, R. Robbins, Roger. ADDS: "D" Train, Grandmaster Flash, Kano, Jones Girls, B. White, Con Funk Shun, R. Laws, C. Mayfield.

**WBMX — CHICAGO — LEE MICHAELS, PD**  
HOTS: B. Womack, Kool & The Gang, Prince, Bar-Kays, S. Brown, P. Bryson, G.S. Heron, G. Benson, Earth, Wind & Fire, G. McCrae, G. Adams, Skyy, Booker T., B. White, P. Hyman, R. Robbins, LTD, Central Line, N. Cole, L. White, One Way, Roger, D. Ross/L. Richie, Isley Brothers. ADDS: "D" Train, Hall & Oates, AM-FM, The Time, T. Pendergrass, Slave. LP ADDS: Switch.

**WGCI — CHICAGO — PAM WELLES, MD**  
HOTS: G. Adams, B. Womack, Hall & Oates, Kool & The Gang, Central Line, Slave, S. Brown, Bar-Kays, G. McCrae, B. White, G. Benson, P. Bryson, Booker T., Kool & The Gang, N. Cole, Commodores, G. Knight, E. Klugh, R. Franklin, G. Washington. ADDS: "D" Train, The Time, R. M. Davis, Lowrell Simon, L. Vandross, A. Franklin, Kano. LP ADDS: Rose Royce, G. Washington, S. St. James.

**WCIN — CINCINNATI — MIKE ROBERTS, PD**  
HOTS: Shalamar, P. Hyman, Rufus, Kool & The Gang, One Way, G. McCrae, Chocolate Milk, Central Line, G. Benson, D. Ross, G. Knight, P. Bryson, Earth, Wind & Fire. ADDS: Syreeta, C. Mayfield, Con Funk Shun, H. Hancock, B. Womack, V. Burch, L. Simon. LP ADDS: P. Bryson.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — EARTH, WIND & FIRE**  
HOTS: Kool & The Gang, G. Benson, Roger, P. Bryson, Commodores, D. Ross, Prince, Skyy, Bar-Kays, Booker T., G. Knight, Shalamar, Central Line. ADDS: S.O.S. Band, Kano, G. Dunlap, G. Washington, P. Funk All Stars, G. Fleming, Sugar Hill Gang.

**KDKO — DENVER — BYRON PITTS, PD — #1 — EARTH, WIND & FIRE**  
HOTS: Isley Brothers, G. Benson, R. James, Bar-Kays, LTD, Zoom, Shalamar, Hall & Oates, Switch. ADDS: Spinners, T. Browne, Aurra, Slave, C. Lynn, Four Tops. LP ADDS: D. Morgan, Bohannon.

**WGPR-FM — DETROIT — JOE SPENCER, MD — #1 — EARTH, WIND & FIRE**  
HOTS: Booker T., M. Henderson, Black Ice, P. Bryson, D. Ross, E. Klugh, Skyy, G. Benson, Chocolate Milk, Bar-Kays, Funn, Captain Sky, J. Carr, R. Cameron, Central Line, Shalamar, Dynasty, J. Jackson, Syreeta, Tierra, LTD, Lulu, T. Pendergrass, T. Browne, Rufus. ADDS: B. Withers, Vicki "D", Chas Janke, G. Washington, V. Burch, Con Funk Shun, L. Mbulu, Madagascar, B. Wells, Fuse 1, L. Clifford, Perry & Sanlin, Lakeside. LP ADDS: N. Straker Band, Pure Gold.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — EARTH, WIND & FIRE**  
HOTS: Skyy, Q. Jones, One Way, T. Pendergrass, G. Benson, Kool & The Gang, West Street Mob, Shalamar, L. Vandross, Chocolate Milk, Ebonee Webb, Roger, The Time, Sugar Hill Gang, Commodores, Four Tops, Slave, D. Morgan. ADDS: The Time, G. Knight, Central Line, Kraftwerk, Roger, Al Jarreau. LP ADDS: Bar-Kays, G. Benson, G. Washington, A. Boffill.

**KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — EARTH, WIND & FIRE**  
HOTS: B. Womack, Shalamar, D. Ross, One Way, Zoom, Chocolate Milk, G. Benson, GQ, Skyy. ADDS: The Time, Spinners, R. Fields, Kraftwerk, E. Klugh. LP ADDS: E. Mercury, C. Lynn, Fuse 1, Prince, G.S. Heron.

**WDIA — MEMPHIS — CARL CONNOR, PD**  
HOTS: Bar-Kays, B. Womack, Commodores, Earth, Wind & Fire, Chocolate Milk, Kool & The Gang, Prince, Roger, G. Benson, The Time, D. Ross, Slave, One Way, West Street Mob, Spinners. ADDS: Con Funk Shun, Hall & Oates, Kraftwerk, LTD. LP ADDS: D. Ross, Lakeside.

**WHRK — MEMPHIS — SHARON SMITH, MD**  
HOTS: Earth, Wind & Fire, B. Womack, Bar-Kays, T. Pendergrass, G. Benson, J. Jackson, Skyy, D. Ross, Prince, Hall & Oates, Shalamar, P. Bryson, Commodores, LTD, Chocolate Milk. ADDS: G. Adams, Q. Jones, Kraftwerk, T. Browne, Kano, P. Austin, V. Burch. LP ADDS: Lulu, L. Vandross, RGB, Invisible Man's Band, D. Morgan, Aurra.

**WEDR — MIAMI — GEORGE JONES, MD — #1 — SECRET WEAPON**  
JUMPS: 6 To 3 — G. McCrae, 10 To 7 — J. Carr, 18 To 12 — LTD, 13 To 9 — L. Williams, 19 To 13 — L. Mbulu. ADDS: Shock, D. Morgan, S. Dash, Four Tops, "D" Train, AM-FM, Black Ice, J. Simon & C. Bathe, M. Rae, Dr. Jekyll & Mr. Hyde. LP ADDS: Lakeside, Ohio Players, J. Carr, G. Dunlap, Con Funk Shun.

**WAWA — MILWAUKEE — JIMMY GOODTIME, PD — #1 — EARTH, WIND & FIRE**  
HOTS: Kool & The Gang, Prince, G. Benson, Shalamar, D. Ross, Bar-Kays, S. Woods, Central Line, P. Bryson, M. Moore, B. White, G. Knight, M. Henderson, T. Pendergrass, LTD, Booker T., Midnite Star, Brick. ADDS: Con Funk Shun, "D" Train, AM-FM, Jones Girls, Maze, Whispers, B. Wells, RGB, J.G. Watson, V. Burch. LP ADDS: D. Morgan, Ohio Players, Jones Girls.

**WLUM — MILWAUKEE — TY BELL, MD — #1 — EARTH, WIND & FIRE**  
HOTS: G. Benson, Kool & The Gang, D. Ross, Four Tops, Commodores, S. Woods, B.B.&Q. Band, Shalamar, G. Knight, Booker T., T. Pendergrass, L. Vandross, P. Bryson, Pieces Of A Dream, GQ, J. Jackson, Syreeta. ADDS: P. Austin, Chocolate Milk, Slave, Al Jarreau, G. Washington, B. Streisand, Lulu, J. Feliciano. LP ADDS: P. Bryson, Ohio Players, Lulu, J. Feliciano, B.T. Express.

**WNHC — NEW HAVEN — JAMES JORDAN, MD**  
HOTS: Earth, Wind & Fire, E. King, Kool & The Gang, G. McCrae, G. Benson, Shalamar, D. Ross, Sugar Hill Gang, P. Hyman, Dynasty, G. Adams, Hall & Oates, R. James, GQ, Rufus, J. Day, Kano, Tom Tom Club, Skyy. ADDS: Vicki "D", T. Weber, Four Tops, Live, Dr. Jekyll & Mr. Hyde, "D" Train, Colors. LP ADDS: G. Washington, Con Funk Shun.

**WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — KOOL & THE GANG**  
HOTS: Earth, Wind & Fire, Q. Jones, Commodores, Isley Brothers, G. Benson, P. Bryson, G. Knight, L. Vandross, D. Ross, E. King, Slave, Four Tops, D. Ross/L. Richie, R. Laws, J. Jackson, Booker T., P. Hyman, Whispers, T. Marie, Central Line, Rufus, T. Pendergrass. ADDS: Slave, Magnum Force, Chocolate Milk, J. Simon & C. Bathe, Al Jarreau, Aurra. LP ADDS: N. Connors, T. Browne, L. White, S. St. James.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — KOOL & THE GANG**  
HOTS: Earth, Wind & Fire, M. Moore, G. Knight, G. Adams, Prince, G. McCrae, Four Tops, D. Williams, Northend. ADDS: Vicki "D", P. Bryson, L. Vandross, J. Day.

**WWRL — NEW YORK — WANDA RAMOS, MD**  
HOTS: G. Knight, B. White, Shalamar, Slave, G. Adams, P. Bryson, D. Ross, Hall & Oates, G. McCrae, A. Boffill, Maze, Rufus, G. Benson, GQ, A. Franklin. ADDS: Al Jarreau, T. Browne, R. Laws, M. Moore, LTD, A. Crouch, Fuse 1, D. Byrd, Bar-Kays, Chic, "D" Train, Crusaders. LP ADDS: E. Mercury, F. Hubbard, G. Washington, D. Siegel, J. Smith, Four Tics, Dells.

**WOKB — ORLANDO — BRETT LEWIS, PD — #1 — BAR-KAYS**  
HOTS: Earth, Wind & Fire, Kool & The Gang, Chocolate Milk, Skyy, Commodores, Prince, T. Pendergrass, P. Bryson, B. Wright, Kraftwerk, N. Cole, G. Benson. ADDS: J. Simon & C. Bathe, RGB, Red Hot, J. Bristol, G.S. Heron, Sugar Hill Gang. LP ADDS: Con Funk Shun, Ohio Players, Lakeside.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — EARTH, WIND & FIRE**  
HOTS: Prince, Kool & The Gang, Chocolate Milk, G. McCrae, Central Line, G. Benson, Rufus, Hall & Oates, Commodores, D. Ross, G. Knight, E. King, Rene & Angela, Shalamar, Skool Boyz, Ebonee Webb, P. Bryson. ADDS: Junior, L. Vandross, Shock, V. Burch, Roger, Fuse 1. LP ADDS: B. Summers, Lakeside, West Street Mob, Skyy, Spunk, E. Birdsong.

**WAMO — PITTSBURGH — JON ANTHONY, MD — #1 — G. BENSON**  
HOTS: Rufus, Tom Tom Club, Earth, Wind & Fire, Central Line, Kool & The Gang, Skyy, Ebonee Webb, S. Woods, Rene & Angela, P. Bryson, Bar-Kays, T. Pendergrass, G. Washington. ADDS: P. Funk All Stars, C. Mayfield, Weeks & Company, S. Dash, Jones Girls, West Street Mob, E. Mercury. LP ADDS: Ohio Players, P. Bryson, Chic, T.S. Monk.

**WLLC — RALEIGH — CHARLES HARRISON, MD — #1 — EARTH, WIND & FIRE**  
HOTS: Slave, Kool & The Gang, Prince, G. Benson, D. Ross, L. Vandross, Central Line, Commodores, Isley Brothers, Q. Jones, Skyy, P. Bryson, GQ, V. Mason, Roger, Al Jarreau, R. James, R. Franklin, The Time. ADDS: Vicki "D", Junior, Aurra, Slave. LP ADDS: Lakeside, D. Morgan, Con Funk Shun.

**WENZ — RICHMOND — PAUL CHILDS, PD — #1 — EARTH, WIND & FIRE**  
JUMPS: 7 To 4 — Commodores, 9 To 5 — G. Benson, 14 To 9 — D. Ross, 18 To 11 — P. Bryson, 20 To 14 — Bar-Kays, 23 To 19 — Skyy, 24 To 21 — Chocolate Milk, HB To 22 — Central Line, 30 To 23 — LTD, HB To 28 — Shalamar, HB To 29 — E. King, HB To 30 — G. Knight. ADDS: T. Browne, "D" Train, Con Funk Shun, Ozone, V. Burch, H. Hancock, Four Tops, D. Morgan, Sugar Hill Gang, Hall & Oates. LP ADDS: Jones Girls, G. Washington, N. Connors, LTD.

**KMJM — ST. LOUIS — STEVE WEED, MD — #1 — EARTH, WIND & FIRE**  
HOTS: Prince, Kool & The Gang, Commodores, G. Benson, D. Laws, Q. Jones, Roger, D. Ross, Olivia Newton-John, The Time, T. Pendergrass, Hall & Oates, L. Vandross, B. Womack, P. Bryson, R. James, G. Knight, D. Morgan. ADDS: The Time, Booker T., Central Line, R. Robbins, Roger, R. James, LTD, Bar-Kays.

**WSOK — SAVANNAH — JAY BRYANT, MD — #1 — J. JACKSON**  
JUMPS: 7 To 4 — Bar-Kays, 8 To 5 — B. White, 10 To 7 — Commodores, 13 To 8 — LTD, 16 To 9 — T. Pendergrass, 18 To 10 — Brick, 15 To 11 — D. Ross, 17 To 13 — P. Bryson, 25 To 14 — B. Womack, 21 To 15 — RGB, 24 To 16 — The Time, 20 To 17 — Fatback, 28 To 18 — Live, 29 To 19 — Skyy, 23 To 20 — Jones Girls, Ex To 22 — G. Washington, 26 To 23 — C. Staton, Ex To 24 — E. Perkins, Ex To 25 — Roger, Ex To 26 — Midnite Star, Ex To 27 — J.G. Watson, Ex To 30 — Con Funk Shun, Ex To 29 — G. Dunlap. ADDS: F. Hubbard, V. Burch, Patterson Twins, R. Robbins, J. Knight & Premium, A. Boffill, "D" Train, Mynk, One Way, N. Connors, R. Franklin, Dynasty, Kano. LP ADDS: G. Washington, Con Funk Shun, P. Austin, Bohannon, R. Laws.

**KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — PRINCE**  
HOTS: Earth, Wind & Fire, Chocolate Milk, Kraftwerk, Shalamar, G. Benson, Skyy, D. Ross, Rufus, Dynasty, P. Bryson, GQ, Switch, Hall & Oates, G. Dunlap, Al Jarreau, A. Boffill, H. Hancock, Midnite Star, Jones Girls, M.&B. Sutton, P. Austin, B. Summers, Ozone, B. Womack, T. Pendergrass. ADDS: Zoom, Bar-Kays, S.O.S. Band, Central Line, Booker T., Skool Boyz, C. Mayfield, Brick, Con Funk Shun. LP ADDS: D. Ross.

**OK100 — WASHINGTON — HARRY BOOMER, MD**  
HOTS: G. Knight, S. Woods, Skyy, Central Line, Chocolate Milk, G. McCrae, R. James, G. Benson, Commodores, Rufus, GQ, Shalamar. ADDS: G. Adams, Hall & Oates, A. Franklin, G. Washington, A. Boffill, B. Womack, RGB, The Time, T. Marie, H. Hancock, E. Klugh, G.S. Heron. LP ADDS: Chic.

# JAZZ



**ROTA ROOTERS** — Hannibal Records recently hosted a reception at the Rizzoli Galleries in New York to celebrate the release of "Amarcord Nino Rota," a collection of themes written by Rota for the films of Federico Fellini and performed by various artists. Pictured at the reception are (l-r): Nick Laird-Clowes of Hannibal recording group The Act; Gene Kraut, marketing director, Hannibal; Tom Verlaine, Warner Bros. recording artist; Hal Willner, producer of "Amarcord Nino Rota"; Carla Bley, arranger and keyboardist on "Amarcord Nino Rota"; and Charles Rocket, former Saturday Night Live actor who contributed to the LP as well.

## ON JAZZ

**LABEL NEWS** — Following the success of its Verve/Limelight import series, PolyGram Classics will bow a series of titles from Germany's Enja label beginning in January. Like the Verve/Limelights, the Enjas will be pressed overseas specifically for the American market, and, with the exception of one title, will carry a list price of \$9.98. The 13 initial releases will include two live recordings by **Charles Mingus**, as well as LPs by **Mal Waldron**, **New York Jazz Quartet**, **Hannibal Marvin Peterson**, **Franco Ambrosetti**, **David Friedman**, **Bennie Wallace**, **Gene Ammons**, **Freddie Hubbard**, **Hampton Hawes**, a **Phil Woods/Red Mitchell/Tommy Flanagan** trio, and a digital **Eddie "Lockjaw" Davis** (which will retail for \$11.98). Incidentally, sources at PolyGram Classics say the company is about to announce a successor to **David Towne**, the man formerly responsible for the import series. Towne ex-



ited PolyGram in August to head up the promotion department at First American's Jazz Man label. . . . Informed sources report several labels including Columbia, bidding on the tapes from the recent "Interpretations of Monk" concert at New York's Columbia University. Among the artists on the tape are **Steve Lacy**, **Muhai Richard Abrams**, **Charlie Rouse**, **Barry Harris**, **Don Cherry**, **Roswell Rudd** and **Ben Riley**. The concert was taped for National Public Radio broadcast by WKCR, a station with an incredible library of private tapes that some enterprising label should take a look at. Among the hundreds of hours of taped broadcast performances are recordings by **Cecil Taylor**, **Chuck Wayne** and just about everybody in the AACM. . . . Muse Records has signed the **Jack Walrath/Mike Clarke Group**. The first release is slated for early next year.

**LADY AND HER PRODUCER** — Already a Tony Award winner, "Lena Horne, The Lady and Her Music" was committed to vinyl by producer **Quincy Jones** for his Qwest Records. Jones (l) is shown backstage congratulating Horne on her performance.

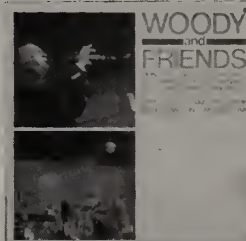
**YELLOWJACKETS BUZZ CASH BOX** — In town for a couple of nights at Seventh Avenue South, West Coast studio-heavies-turned-creative-unit the **Yellowjackets** dropped by the **Cash Box** Gotham command post for a quick shmooz. Although a solo contract with Elektra Records prevents guitarist **Robben Ford** from being listed as a member of the group, it is in reality a quartet, with Ford carrying the same weight as fellow group members drummer **Ricky Lawson**, bassist **Jimmy Haslip** and keyboardist **Russell Ferrante**. Individually, each has been successful as a sideman and studio musician, yet they make it clear that the group is much more than a chance to make some quick change. "The impetus behind the group was that we wanted to play live," said Ford, adding that the personnel was more than happenstance. "We've been playing together off and on for four or five years," said Ferrante, who had been playing with Ford for many years in the Bay Area before they met Haslip and Lawson in '77. Although the group's debut LP features polished horn charts, the Yellowjackets is first and foremost a quartet. "The initial idea was to keep it a rhythm group," recalled Ferrante. "As we got into it, our producer, **Tommy LiPuma**, augmented the tracks. And even though we're very happy with the album, I think people might get a false impression of the group from it." Listeners will get a chance to revise their impressions in February, when several live tracks by the band are released by Warner Bros. as part of a two-record package from Montreux. For the present, the band is building its reputation by doing what it was initially formed to: perform live. As an instrumental rhythm band, the group has had to rely heavily upon black contemporary, fusion and college stations for the bulk of its exposure. But the Yellowjackets have been pleasantly surprised by the level of audience recognition at their recent appearances. "When we played in Detroit last week, people were calling out tunes," said Haslip. Added Lawson: "We've been getting a nice mix of people — both rock and R&B fans — and the audiences have instant recognition of tunes like 'Matinee Idol.'" The story was much the same here in New York, as *On Jazz* can attest. When we dropped by the band's gig at Seventh Avenue South, we found a large enthusiastic and knowledgeable audience that refused to let the musicians off the stand. It's clear that despite its limited radio options, the band has been able to build a dedicated core of followers. The question, of course, is how to take it to the next stage. "Hit tunes is one way," said Ferrante. "But we also think there's another way, and that's to keep making quality records. We hope by producing something we believe in — something with substance — that people will relate to that."

fred goodman

## TOP 30 ALBUMS

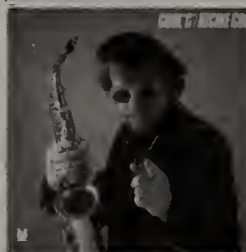
	Weeks On Chart	12/12		Weeks On Chart	12/12
<b>1 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	1	18	<b>16 YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	—	1
<b>2 THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	5	5	<b>17 TENDER TOGETHERNESS</b> STANLEY TURRENTINE (Elektra 5E-534)	17	12
<b>3 SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	2	11	<b>18 MAGIC WINDOWS</b> HERBIE HANCOCK (Columbia FC 37387)	15	9
<b>4 CRAZY FOR YOU</b> EARL KLUGH (Liberty LT-51113)	3	8	<b>19 BELO HORIZONTE</b> JOHN McLAUGHLIN (Warner Bros. BSK 3619)	25	2
<b>5 STANDING TALL</b> CRUSADERS (MCA 524)	4	10	<b>20 PIECES OF A DREAM</b> (Elektra 6E-350)	18	12
<b>6 SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	7	5	<b>21 SOLO SAXOPHONE II — LIFE</b> JOHN KLEMMER (Elektra 5E-566)	—	1
<b>7 SIGN OF THE TIMES</b> BOB JAMES (Tappan Zee/CBS FC 37495)	6	15	<b>22 "RIT"</b> LEE RITENOUR (Elektra 6E-331)	21	33
<b>8 FREETIME</b> SPYRO GYRA (MCA 5238)	8	16	<b>23 AS FALLS WICHITA, SO FALLS WICHITA FALLS</b> PAT METHENY & LYLE MAYS (ECM-1-1190)	23	27
<b>9 COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	16	2	<b>24 MR. C</b> NORMAN CONNORS (Arista AL 9575)	19	4
<b>10 THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 36790)	10	22	<b>25 ANTHOLOGY</b> GROVER WASHINGTON, JR. (Motown M9-961A2)	20	7
<b>11 LOVE BYRD</b> DONALD BYRD & 125TH STREET NYC (Elektra 5E-531)	9	13	<b>26 TRAVELIN' LIGHT</b> TIM WEISBERG (MCA 5245)	22	3
<b>12 THE DUDE</b> QUINCY JONES (A&M SP-3721)	11	37	<b>27 SPLASH</b> FREDDIE HUBBARD (Fantasy F-9610)	—	1
<b>13 REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	12	14	<b>28 TANUKI'S NIGHT OUT</b> AKIYOSHI-TABACKIN BIG BAND (JAM 006)	24	5
<b>14 ENDLESS FLIGHT</b> RODNEY FRANKLIN (Columbia FC 37154)	14	9	<b>29 MONDO MANDO</b> DAVID GRISMAN (Warner Bros. BSK 3618)	26	6
<b>15 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWS 3591)	13	8	<b>30 SUPER STRINGS</b> RON CARTER (Milestone M-9100)	29	3

## JAZZ ALBUM PICKS



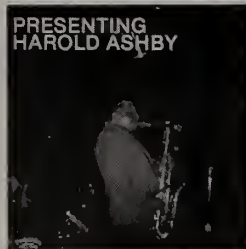
**WOODY AND FRIENDS** — Woody Herman — Concord CJ 170 — Producers: Woody Herman and Hermie Dressel — List: 8.98

Perhaps time marches on, but so does bandleader/clarinetist Woody Herman. A fine Young Thundering Herd is featured throughout on a broad range of material including two Ellingtonian classics, as well as Coltrane's "Count Down" and Mingus's "Better Git it in Your Soul." Side two boasts a few all-star friends, including Stan Getz on "What Are You Doing The Rest Of Your Life" and something of a Dizzy Gillespie tribute featuring Diz, Slide Hampton and Woody Shaw.



**COOL "C"** — Richie Cole — Muse MR 5245 — Producer: Motohiko Takawa — List: 8.98

This is a nice departure for saxophonist Cole. Recorded in Japan with local musicians, all tracks save the title cut are standards, chosen in a poll by the readers of *Swing Journal*. "Blue Bossa," "Autumn Leaves" and "Someday My Prince Will Come" are outstanding, and Cole's fans will get a kick out of hearing him work out on tenor on "On Green Dolphin Street."



**PRESENTING HAROLD ASHBY** — Progressive PRO 7040 — Producer: Gus Statiras — List: 7.98

One of our sentimental favorites, it's great to finally see Ash get a leader date of his own. While none of the bull-like gyrations that marked his features with the Ellington Orchestra are evident on this LP, the tenor man is relaxed, warm and witty throughout. The great debt to his mentor, Ben Webster, is obvious from start to finish, especially on "Over The Rainbow," a tune Webster covered so well for Impulse during the mid '60s.



**ROSS TRAUT** — Headfirst HF 9709 — Producers: Ross Traut and Cliff Carter — List: 8.98

With his band providing an even-keeled background, and sounding deeply influenced by Pat Metheny and the Doobie Brothers, guitarist Ross Traut shows himself to be very much a rocker when he steps to the fore. The results are an enjoyable foray into fusiondom, with the more aggressive "Solitary Warrior" and "C'mon Up" the most successful tracks. A new label, featuring analog mastering, distributed by MCA.

# INTERNATIONAL

## INTERNATIONAL DATELINE

### Canada

OTTAWA — Plans are afoot to reopen Barrymore's later this month. The club will serve as an Ottawa showcase facility . . . Word has it that Le Club in Montreal may not reopen as anything other than a movie theater . . . A major revision of Canadian radio regulations is scheduled for the spring. Sources at the CRTC say the hearings will once and for all decide the broadcast policy of the country . . . **Harlequin** will take to the road with **Triumph** on an American tour. Both bands are distributed by CBS here. . . **Bryan Adams'** second album, "You Want It, You Got It," which we've been touting as possibly the finest rock album to come out of the country this year, is finally catching on . . . **Bruce Cockburn** filmed his Nov. 30 and Dec. 1 shows at the Concert Hall in Toronto for a documentary to be shown in 1982.

kirk lapointe

### Italy

MILAN — *Selezione*, the Italian subsidiary of *Reader's Digest* group, celebrated its 20 years of activity in the records and tapes mail sales in Italy with a meeting in Milan on Nov. 30. Since 1962, *Selezione* has sold over 30 million LPs on the Italian market.

Female artist **Anna Oxa** has signed with CBS. She was formerly with RCA . . . Pop group **I Cugini Di Campagna** switched from the Pull label to CCRC label . . . Singer/songwriter **David Riandino**, previously an RCA recording artist, signed with Dischi Ricordi . . . **Marisa Sacchetto** recorded her first single on F 1 Team label. She was formerly with PDU.

**Wolfram Burgert**, head of Nowo company, announced the creation of his own distribution system through Italian record dealers. Nowo imports the Derion, Accord and Carius-Verlag catalogs in Italy.

WEA Italiana will start to produce videocassettes, including famous movies from the Warner Bros. catalog, in Italian. The first 20 issues are expected for the end of January.

A new label, **Movie**, joined the Interbeat group, located in Rome and now working with its own distribution. In the movie cast are the **Strass** group, **Claudia Navarra** and the **Seven Orchestra**.

mario de luigi

### Japan

TOKYO — Sales of records here during the month of October increased over September, but fell short of those levels attained in October 1980, according to the Japan Phonograph Record Assn. (APRA). Sales volume reached 14.9 million units during the month, an eight percent increase over the previous month, but an 11% drop from the same month last year. In terms of revenues, the total of 16.1 billion yen (\$76.7 million) represented a 22% increase over

the previous month, but a drop of three percent from the same month last year.

In terms of prerecorded cassettes, sales and revenues increased by healthy margins over the previous month and the same month last year. Sales of 9.4 million units represented increases of 27% and 24% over the previous month and the same month last year, respectively. Total sales revenues of 13.2 billion yen (\$63.0 million) represented jumps of 37% and 19% over the previous month and the same month last year, respectively.

On another front, Alfa Records registered first half sales revenues exceeding three billion yen (\$14.5 million).

kozo otsuka

### United Kingdom

LONDON — The British Videogram Assn. (BVA) has taken steps directly contrary to those of the audio industry is the fight against piracy. Technical members of the BVA council are convinced that a spoiler signal can be built into video signals, whereas audio boffins have already abandoned the idea as impractical. Video specialists believe that the more complex, and thereby more easily "broken," video signal is capable of carrying the signal better than an audio signal. The music industry, through the British Phonographic Industry (BPI), has opted for continuing its campaign for a levy on blank tape, but the BVA sees this as a "second best option." Following recent demonstrations in New York of a home videocassette recorder that carries a stereo sound signal yet only manages a frequency response of up to 9,000 Kz, cannot bode well for current technology being able to carry any kind of extra signal without a loss somewhere. The levels of piracy operating in the still very young video industry have prompted another manufacturer to instigate a home rental scheme, something many retailers have been doing illegally to maintain profits. Precision Video had resisted rental business, but in announcing the new policy to retailers, MD **Walter Woyda** openly admitted that Precision's rental scheme was to allow retailers to do legally what some were already doing illegally. The BVA plans to adopt a much tougher policy against home taping of video material will not be forthcoming until the end of the year.

Although K-tel made proud announcements of its intention to adopt the BPI home taping slogan on all of its record sleeves, the message has been mysteriously slow to appear on sleeves in the shops despite a rush of Christmas product. The advertising campaign on TV screens, which included a sticker bearing the slogan, has now disappeared, and campaigns for other albums from K-tel show no anti-piracy slogan. Meanwhile, over at Ronco, they are quietly getting on with it.

paul bridge

## Television Exposure Opens Doors For Shakin' Stevens In Int'l Market

by Larry Riggs

NEW YORK — Moving from a stint as an Elvis imitator on a British Broadcasting Corp. (BBC) TV show in the U.K., Epic recording artist Shakin' Stevens has seen his career skyrocket via extensive use of the medium. Somewhat of a phenomenon in his native Britain and northern Europe, with growing audiences in Japan, Australia and Israel, Stevens' strong identity projected via television has spurred success nearly everywhere . . . except in the U.S., with its emphasis on radio promotion.

"He has a strong visual identity," says Peter Robinson, director of international A&R at CBS Records U.K. "We signed him when he was beginning to get television exposure." Before being picked up by Epic, Stevens was becoming known nationally in the U.K. via his role as one of three Elvis imitators on the BBC variety show *Music Hall*.

## Japanese Labels, Retailers Call For Disc Rentals Ban

by Kozo Otsuka

TOKYO — Joining to fight the growing record rental business here, the Japan Phonograph Record Assn. (JPRA), the AARDJ (the national association of record retailers) and a similar organization of actors and actresses recently adopted a strongly worded resolution calling on the government to crack down on the practice. At a national meeting in Tokyo, members of the three organizations banded together to call on the government for action.

The joint resolution stated that the three organizations officially opposed the practice as an encouragement of copyright infringement via home taping. In addition, the organizations called on the Diet (the nation's legislative body) to revise the copyright laws to outlaw the record rental business and to conduct a national campaign to educate the consumers on the issue of copyright infringement.

Following the meeting, the resolution was forwarded to the government for consideration.

The industry fight against rental shops, which now number just under 800 throughout the country, has intensified this year, concurrently with the increase in the number of rental shops opening. Sales drops from 30-50% have been reported by retailers whose shops are located near rental shops.

The member labels of the JPRA have already filed suit in Tokyo against selected shops, with the AARDJ also pledged to find a legal solution to the situation (**Cash Box**, Nov. 14.)

That exposure and the continuing use of television by his label have helped Stevens win the followings he now has throughout the U.K., the continent, Japan and Australia. "Television is much more important than radio over here," says Robinson of the emphasis on TV promotion. "If you want to reach a national audience, you do it through television because there's little chance of getting airplay since there's no such thing as heavy rotation on AM radio in the United States."

Since signing with Epic two years ago, Stevens singles like "This Ole House," "You Drive Me Crazy" and "Marie Marie" have all gone at least gold in the U.K. "This Ole House," which also went platinum in Australia, hit the Top 10 in the U.K., Germany, Belgium, the Netherlands, Switzerland, Norway, Denmark and Israel.

A concert and television appearance tour of Germany, the Netherlands, Switzerland, Belgium and Denmark earlier this year further boosted his popularity on the continent, keeping "This Ole House" and "Marie Marie" on the German charts for months and pushing "You Drive Me Crazy" and "Green Door" to the #1 and #2 spots, respectively, on the Danish national charts.

While on the last tour, Stevens also did two television appearances in Italy. "Our sales are a little slow in Spain and Italy at the moment," says Robinson. "We expect we'll be going back to Spain." Stevens' recent breakthrough on the French charts was also attributed to television appearances in that country.

Stevens, a Welshman, began his musical career around 10 years ago when he recorded a rockabilly album produced by Dave Edmunds. "He's been recording for a variety of labels for the last 10 years," said Robinson. "Now, a lot of his early material is surfacing in the United Kingdom." Nevertheless, Robinson stresses that Stevens is not trying to be a rockabilly revivalist. "He's taken some traditional songs and done them in a different style," he explained. "It's not just a nostalgic thing."

Stevens' most recent LP, "Get Shakin'," which contains the tracks "You Drive Me Crazy," "This Ole House" and "Marie, Marie" went platinum in the U.K. in the first week of September, 10 days after its release, according to Robinson. Stevens followed up with record shop appearances in preparation for a tour of the United Kingdom.

In addition, "at the end of the year, he's planning to play his first concert dates in Australia," says Robinson. "This Ole House" recently went platinum there, selling over 100,000 units, and "You Drive Me Crazy" went gold. "Next year, his intention is to spend a lot of time in both the United States and Canada."

## INTERNATIONAL BESTSELLERS

### Australia

- TOP TEN 45s**
- 1 **Physical** — Olivia Newton-John — Interfusion
  - 2 **Start Me Up** — The Rolling Stones — Rolling Stones
  - 3 **Every Little Thing She Does Is Magic** — The Police — A&M
  - 4 **Wired For Sound** — Cliff Richard — EMI
  - 5 **The Stroke** — Billy Squier — Capitol
  - 6 **(SI SI) Je Suis Un Rock Star** — Bill Wyman — A&M
  - 7 **Endless Love** — Diana Ross And Lionel Richie — Motown
  - 8 **Boys In Town** — Divinyls — WEA
  - 9 **Under Pressure** — Queen & David Bowie — Elektra
  - 10 **Love In Motion** — Icehouse — Regular

- TOP TEN LPs**
- 1 **Tattoo You** — The Rolling Stones — Rolling Stones
  - 2 **Ghost In The Machine** — The Police — A&M
  - 3 **Physical** — Olivia Newton-John — Interfusion
  - 4 **Greatest Hits** — Queen — Elektra
  - 5 **Beach Boys Greatest Hits** — Capitol
  - 6 **Sirocco** — Australian Crawl — EMI
  - 7 **Prince Charming** — Adam And The Ants — CBS
  - 8 **New Traditionalists** — Devo — Warner Bros.
  - 9 **Bad Habits** — Billy Field — WEA
  - 10 **Cats & Dogs** — Mental As Anything — Regular
- Kent Music Report

### Italy

- TOP TEN 45**
- 1 **Bette Davis Eyes** — Kim Carnes — EMI
  - 2 **(Out Here) On My Own** — Nikka Costa — CGD
  - 3 **Cicale** — Heather Parisi — CGD
  - 4 **He's A Liar** — Bee Gees — Polydor
  - 5 **M'Innamoro D Te** — Ricchi e Poveri — Baby
  - 6 **Rock 'n' Roll Robot** — Alberto Camerini — CBS
  - 7 **Every Little Thing She Does Is Magic** — The Police — A&M
  - 8 **You Can't Stay The Night** — Miguel Bose — CBS
  - 9 **More Stars** — Stars On — Delta
  - 10 **Arthur's Theme** — Christopher Cross — Warner Bros.

- TOP TEN LPs**
- 1 **Buona Fortuna** — Pooh — CGD
  - 2 **Ghost In The Machine** — The Police — A&M
  - 3 **La Grande Grotta** — Alberto Fortis — Philips
  - 4 **Fabrizio De Andre** — Fabrizio De Andre — Ricordi
  - 5 **Abacab** — Genesis — Vertigo
  - 6 **Tattoo You** — Rolling Stones — Rolling Stones
  - 7 **2301 Parole** — Ornella Vanoni — Vanilla
  - 8 **Living Eyes** — Bee Gees — Polydor
  - 9 **Rudy & Rita** — Alberto Camerini — CBS
  - 10 **Strada Facendo** — Claudio Baglioni — CBS
- Musica e Dischi

### United Kingdom

- TOP TEN 45s**
- 1 **Begin The Beguine** — Julio Iglesias — CBS
  - 2 **Let's Groove** — Earth, Wind & Fire — CBS
  - 3 **Under Pressure** — Queen and David Bowie — EMI
  - 4 **Daddy's Home** — Cliff Richard — EMI
  - 5 **Don't You Want Me** — Human League — Virgin
  - 6 **Bedsitter** — Soft Cell — Some Bizzare
  - 7 **Why Do Fools Fall In Love** — Diana Ross — Capitol
  - 8 **I Go To Sleep** — Pretenders — Real
  - 9 **It Must Be Love** — Madness — Stiff
  - 10 **Four More From Toyah** — Toyah — Safari

- TOP TEN LPs**
- 1 **Greatest Hits** — Queen — EMI
  - 2 **Architecture And Morality** — Orchestral Manoeuvres In The Dark — Dindisc
  - 3 **Dare** — Human League — Virgin
  - 4 **Prince Charming** — Adam & The Ants — CBS
  - 5 **Pearls** — Elkie Brooks — A&M
  - 6 **The Best Of Blondie** — Chrysalis
  - 7 **Begin The Beguine** — Julio Iglesias — CBS
  - 8 **Tin Drum** — Japan — Virgin
  - 9 **Tonight I'm Yours** — Rod Stewart — Riva
  - 10 **Ghost In The Machine** — The Police — A&M
- Melody Maker

# CASH BOX TOP 100 ALBUMS

December 19, 1981

		8.98	Weeks On 12/12 Chart			8.98	Weeks On 12/12 Chart			8.98	Weeks On 12/12 Chart	
1	4	FOREIGNER (Atlantic SD 16999)	1	22	35	RE-AC-TOR	35	5	68	CHRISTOPHER CROSS	59	99
2	TATTOO YOU	ROLLING STONES (Rolling Stones/Atlantic COC 16052)	2	15	36	LIVE	39	4	69	AEROBIC DANCING	75	11
3	ESCAPE	JOURNEY (Columbia TC 37408)	4	20	37	LAW AND ORDER	42	7	70	IT'S TIME FOR LOVE	61	12
4	PHYSICAL	OLIVIA NEWTON-JOHN (MCA-5229)	6	8	38	LIVING EYES	38	5	71	I AM LOVE	78	4
5	RAISE!	EARTH, WIND & FIRE (ARC/Columbia TC 37548)	5	6	39	IN THE POCKET	36	24	72	ALLIED FORCES	63	14
6	FOR THOSE ABOUT TO ROCK WE SALUTE YOU	AC/DC (Atlantic SD 11111)	9	2	40	PERHAPS LOVE	46	8	73	LONG DISTANCE VOYAGER	58	29
7	GHOST IN THE MACHINE	THE POLICE (A&M SP-3730)	3	9	41	BREAKIN' AWAY	30	18	74	TIME EXPOSURE	71	15
8	BELLA DONNA	STEVIE NICKS (Modern/Atlantic MR 38-139)	7	19	42	FANCY FREE	40	29	75	CRIMES OF PASSION	77	70
9	SHAKE IT UP	THE CARS (Elektra 5E-567)	10	4	43	TAKE NO PRISONERS	49	3	76	CHARIOTS OF FIRE	84	10
10	MEMORIES	BARBRA STREISAND (Columbia TC 37678)	13	2	44	A COLLECTION OF GREAT DANCE SONGS	68	2	77	GREG LAKE	85	8
11	PRIVATE EYES	DARYL HALL & JOHN OATES (RCA AFL-4028)	11	14	45	GREATEST HITS	41	62	78	SHOW TIME	62	11
12	GREATEST HITS	QUEEN (Elektra 5E-564)	12	6	46	SONGS IN THE ATTIC	47	12	79	WANNA BE A STAR	80	16
13	ON THE WAY TO THE SKY	NEIL DIAMOND (Columbia TC 37628)	16	4	47	WORKING CLASS DOG	44	38	80	SHARE YOUR LOVE	73	24
14	TONIGHT I'M YOURS	ROD STEWART (Warner Bros. BSK 3602)	14	5	48	CIRCLE OF LOVE	32	6	81	MUSIC FROM "THE ELDER"	111	2
15	WHY DO FOOLS FALL IN LOVE	DIANA ROSS (RCA AFL-14153)	15	7	49	NIGHTCRUISING	54	6	82	LOVE MAGIC	89	4
16	EXIT... STAGE LEFT	RUSH (Mercury/PolyGram SRM2-7001)	8	6	50	CONTROVERSY	43	7	83	THE TIME	76	17
17	FREEZE-FRAME	THE J. GEILS BAND (EMI America SOO-17062)	19	6	51	THE BEST OF THE DOOBIES VOLUME II	52	5	84	THE DUDE	72	38
18	SOMETHING SPECIAL	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	18	10	52	NEVER TOO MUCH	45	14	85	HANG ON FOR YOUR LIFE	86	18
19	DIARY OF A MADMAN	OZZY OSBOURNE (J&R/CBS FZ 37492)	21	5	53	COME MORNING	82	2	86	A CHIPMUNK CHRISTMAS	114	4
20	HOOKED ON CLASSICS	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL-4194)	29	5	54	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	56	14	87	INSIDE YOU	67	8
21	NINE TONIGHT	BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	17	13	55	CHRISTMAS WISHES	92	4	88	SKYYLINE	105	7
22	ABACAB	GENESIS (Atlantic SD 19313)	22	10	56	SHE SHOT ME DOWN	70	3	89	NEW TRADITIONALISTS	79	11
23	PRECIOUS TIME	PAT BENATAR (Chrysalis CHR 1348)	23	22	57	GIVE THE PEOPLE WHAT THEY WANT	57	15	90	THERE'S NO GETTIN' OVER ME	96	17
24	THE INNOCENT AGE	DAN FOGELBERG (Full Moon/Epic KE2 37393)	20	14	58	JUICE	65	42	91	YOU COULD HAVE BEEN WITH ME	104	4
25	CHRISTMAS	KENNY ROGERS (Liberty LOO-51115)	64	5	59	CRAZY FOR YOU	60	8	92	COMPUTER WORLD	91	30
26	BEAUTY AND THE BEAT	THE GO-GO'S (I.R.S./A&M SP 70021)	27	21	60	THE ONE THAT YOU LOVE	51	28	93	SOLID GROUND	94	12
27	FEELS SO RIGHT	ALABAMA (RCA AHL-1-3930)	28	41	61	HI INFIDELITY	55	54	94	DISCIPLINE	83	8
28	DON'T SAY NO	BILLY SOUIER (Capitol ST 12146)	24	32	62	STREET SONGS	50	35	95	THE POET	103	6
29	QUARTERFLASH	(Geffen GHS 2003)	34	9	63	CIMARRON	99	2	96	STOP AND SMELL THE ROSES	100	5
30	THE GEORGE BENSON COLLECTION	GEORGE BENSON (Warner Bros. 2HW 3577)	33	5	64	THE MANY FACETS OF ROGER	48	14	97	ALMOST BLUE	66	6
31	GET LUCKY	LOVERBOY (Columbia FC 37638)	31	6	65	ALL THE GREAT HITS	53	8	98	CHANGESTWOBOWIE	137	2
32	THE BEST OF BLONDIE	(Chrysalis CHR 1337)	26	8	66	SOMETHING ABOUT YOU	74	5	99	URBAN CHIPMUNK	101	30
33	MOB RULES	BLACK SABBATH (Warner Bros. BSK 3605)	37	4	67	STEP BY STEP	69	18	100	TORCH	87	10

# cash box top albums/1981 to 2000

December 19, 1981

		Weeks On 12/12 Chart			Weeks On 12/12 Chart			Weeks On 12/12 Chart
101	<b>HEAVY METAL</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	15.98	88	20	134	<b>GREAT GONZOS — THE BEST OF TED NUGENT</b> TED NUGENT (Epic FE 37687)	—	139 3
102	<b>PRINCE CHARMING</b> ADAM AND THE ANTS (Epic ARE 37615)	—	124	2	135	<b>THE CATHERINE WHEEL</b> DAVID BYRNE (Sire SRK 3645)	8.98	164 2
103	<b>HOT ROCKS</b> THE ROLLING STONES (London 2PS 606)	12.98	107	10	136	<b>GREATEST HITS</b> THE DOORS (Elektra 5F-515)	8.98	142 60
104	<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	98	26	137	<b>FREETIME</b> SPYRO GYRA (MCA-5238)	8.98	115 17
105	<b>CAROL HENSEL'S EXERCISE AND DANCE PROGRAM</b> (Vintage/Mirus VNI 7713)	8.98	106	44	138	<b>I LOVE ROCK 'N ROLL</b> JOAN JETT AND THE BLACKHEARTS (Boardwalk NB1-33243)	8.98	185 2
106	<b>TAKE IT OFF</b> CHIC (Atlantic SD 19323)	8.98	132	2	139	<b>OCTOBER</b> U2 (Island ILPS 9680)	8.98	102 7
107	<b>AS FAR AS SIAM</b> RED RIDER (Capitol ST-121145)	8.98	90	15	140	<b>BELIEVERS</b> DON McLEAN (Millennium/RCA BXL1-7762)	8.98	150 5
108	<b>JAZZERCISE</b> JUDI SHEPPARD MISSETT (MCA-5272)	8.98	119	3	141	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWS 3591)	8.98	118 12
109	<b>AEROBIC DANCING</b> BARBARA ANN AUER (Gateway GSLP-7610)	8.98	112	22	142	<b>THE BEST OF THE MANHATTAN TRANSFER</b> (Atlantic SD 19319)	8.98	155 2
110	<b>CHRISTMAS ALBUM</b> BARBRA STREISAND (Columbia CS 9557)	—	158	2	143	<b>REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	8.98	145 13
111	<b>PREMONITION</b> SURVIVOR (Scotti Bros./CBS ARZ 37549)	8.98	113	13	144	<b>DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	8.98	151 36
112	<b>CAMOUFLAGE</b> RUFUS with CHAKA KHAN (MCA-5270)	8.98	81	8	145	<b>THIS IS THE WAY</b> ROSSINGTON COLLINS BAND (MCA-5207)	8.98	131 11
113	<b>WATTS IN A TANK</b> DIESEL (Regency RY 19315)	8.98	93	16	146	<b>A CHRISTMAS TOGETHER</b> JOHN DENVER & THE MUPPETS (RCA AHL1-3451)	8.98	169 2
114	<b>TOM TOM CLUB</b> (Sire SRK 3628)	8.98	120	9	147	<b>MAIDEN JAPAN</b> IRON MAIDEN (Harvest/Capitol MLP-15000)	5.98	130 8
115	<b>STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	—	126	4	148	<b>PIECES OF A DREAM</b> (Elektra 8E-350)	8.98	136 12
116	<b>TONIGHT!</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	—	97	16	149	<b>ANYTIME</b> HENRY PAUL BAND (Atlantic SD 19325)	8.98	154 3
117	<b>BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	8.98	123	69	150	<b>CAN'T SHAKE THIS FEELIN'</b> SPINNERS (Atlantic SD 19318)	8.98	170 3
118	<b>CON FUNK SHUN</b> (Mercury/PolyGram SRM-1-4030)	8.98	140	2	151	<b>WALK UNDER LADDERS</b> JOAN ARMATRADING (A&M SP 4876)	8.98	121 10
119	<b>GWEN McRAE</b> (Atlantic SD 19308)	8.98	125	8	152	<b>CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b> (Vintage/Mirus VNI 7733)	8.98	— 1
120	<b>IN HARMONY 2</b> VARIOUS ARTISTS (Columbia BFC 37641)	—	122	5	153	<b>MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-4013)	8.98	148 43
121	<b>MERRY CHRISTMAS</b> BING CROSBY (MCA-15024)	8.98	147	2	154	<b>ALL OF THE ABOVE</b> THE JOHN HALL BAND (EMI America SW-17058)	8.98	161 5
122	<b>YOUR WISH IS MY COMMAND</b> LAKESIDE (Solar/Elektra S-26)	8.98	—	1	155	<b>LOVERBOY</b> (Columbia JC 36762)	—	160 48
123	<b>EL LOCO</b> ZZ TOP (Warner Bros. BSK 3593)	8.98	95	20	156	<b>BOBBY AND THE MIDNITES</b> BOB WEIR (Arista AL 9568)	8.98	156 5
124	<b>KEEP ON MOVING STRAIGHT AHEAD</b> LAKESIDE (Solar/RCA BXL1-3974)	8.98	134	4	157	<b>MICKEY MOUSE DISCO</b> (Disneyland 2504)	4.98	163 96
125	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36612)	—	128	36	158	<b>BLUE JEANS</b> CHOCOLATE MILK (RCA AFL1-3896)	8.98	165 4
126	<b>BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	—	127	8	159	<b>LOST IN LOVE</b> AIR SUPPLY (Arista AL 9530)	8.98	159 92
127	<b>YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	8.98	144	2	160	<b>SNEAKER</b> (Handshake FW 37631)	8.98	172 4
128	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	8.98	135	94	161	<b>HARD PROMISES</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA MSR-5160)	8.98	162 31
129	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	8.98	108	47	162	<b>GREATEST HITS VOL. II</b> CHICAGO (Columbia FC 37682)	—	173 2
130	<b>GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l/CBS FZ 37627)	—	141	3	163	<b>THE JAM</b> (Polydor/PolyGram PX-1-503)	5.98	182 2
131	<b>PIRATES</b> RICKIE LEE JONES (Warner Bros. BSK 3432)	8.98	110	20	164	<b>ZENYATTA MONDATTA</b> THE POLICE (A&M SP-4831)	8.98	166 5
132	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	9.98	138	53	165	<b>JUST LIKE DREAMIN'</b> TWENNYNINE with LENNY WHITE (Elektra 5E-551)	8.98	168 3
133	<b>HIGH 'N' DRY</b> DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	8.98	117	20				

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

AC/DC	6,117,144	Commodores	39	Iris, Donnie	199	Loverboy	31,155	Petty, Tom	161	Sneaker	160
Adam & The Ants	102	Con Funk Shun	118	Iron Maiden	147	L.T.D.	82	Pieces Of A Dream	148	Spinners	150
Aerobics (Auer)	109	Costello, Elvis	97	Isley Brothers	87	Mandrell, Barbara	180	Pink Floyd	44	Springfield, Rick	47
Aerobics (Dammer)	69	Crosby, Bing	121	Jackson, Jermaine	198	Manhattan Transfer	142	Police	7,164	Spyro Gyra	137
Air Supply	60,159	Cross, Christopher	68	Jacksons	36	Manilow, Barry	34	Pretenders	191	Squier, Billy	28
Alabama	27	Davis, Paul	175	Jam	163	Mathis, Johnny	179	Pride, Charley	184	Starr, Ringo	96
All Sports Band	178	Def Leppard	133	James, Rick	62	Maze	104	Prince	50	Staller Brothers	183
Armstrading, Joan	151	Denver, John w/The Muppets	146	Jarreau, Al	41	McCrae, Gwen	119	Quarterflash	29	Stewart, Rod	14
Atlanta Rhythm Section	200	Devo	89	Jazzercise	108	McClean, Don	140	Queen	12	Streisand, Barbra	10,110
Austin, Patti	141	Diamond, Neil	13,132	Jett, Joan	138	McClintock, Delbert	167	Rabbitt, Eddie	67	Styx	129
Bar-Kays	49	Diesel	113	J. Geils Band	17	McGuffey Lane	166	Red Rider	107	Survivor	111
Bee Gees	38	Domingo, Placido	40	Joe, Billy	46	McLaughlin, John	173	REGO Speedwagon	61	Syreeta	168
Benatar, Pat	23,75	Doobie Brothers	51	Jor. S. George	115	Moore, Melba	169	Roger	64	Time	83
Benson, George	30	Doors	136	Jones Girls	130	Morgan, Denroy	190	Rogers, Kenny	25,45,80	Tom Tom Club	114
Black Sabbath	33	Earth, Wind & Fire	5	Jones, Quincy	84	Miller, Steve	48	Rolling Stones	2,103	Triumph	72
Blondie	32	Easton, Sheena	91	Jones, Ricki Lee	131	Milsap, Ronnie	90	Ross, Diana	15,65	U2	139
Bofill, Angela	66	ELO	174	Journey	3,193	Molly Hatchet	43	Rossington Collins Band	73	Vandross, Luther	52
Bowie, David	98	Exposed II	188	Kano	170	Moody Blues	74	Royal Philharmonic Orchestra	20	Washington, Grover Jr.	53
Browne, Tom	127	Fogelberg, Dan	24	King Crimson	94	Moore, Melba	169	Rufus	112	Weir, Bob	156
Bryson, Peabo	71	Foreigner	1	Kings	57	Murray, Anne	55,128	Rush	16,153	White, Lenny	165
Buckingham, Lindsey	37	Four Tops	116	Kiss	81	Nelson, Willie	54	Saxon	181	Who	186
Byrd, Donald	195	Genesis	22	Klemmer, John	192	Newton, Juice	58	Schneider, John	196	Williams, Hank Jr.	172
Byrne, David	135	Gilley, Mickey	171	Klugh, Earl	59	Newton-John, Olivia	4	Scott-Heron, Gil	143	Womack, Bobby	95
Carlin, George	187	Go-Go's	26	Knight, Gladys	189	Nicks, Stevie	8	Seger, Bob	21	Young, Neil	35
Cars	9	Haggard, Merle	126	Kool & The Gang	18	Nugent, Ted	134	Shannon, Del	85	ZZ Top	123
Chic	106	Hall & Oates	11,194	Kraftwerk	92	Oak Ridge Boys	42	Shooting Star	85	<b>SOUNDTRACKS</b>	
Chicago	162	Harris, Emmylou	154	Lake, Greg	77	Ohio Players	177	Simon, Carly	100	Arthur — The Album	182
Chilliwack	79	Hensel, Carol	105,152	Lakeside	122,124	Osbourne, Ozzy	19,125	Sinatra, Frank	56	Chariots Of Fire	76
Chipmunks	86,99	In Harmony 2	120	Laws, Ronnie	93	Paul, Henry	149	Sky	88	Endless Love	197
Chocolate Milk	158			Little River Band	74	Pendergrass, Teddy	70	Slave	78	Heavy Metal	101

# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

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

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## AFM, Labels Pact

(continued from page 7)

which the manufacturers must contribute to the two funds. Record labels will continue to pay .6% for each disc carrying a suggested retail list price of less than \$3.79, and .58% for discs carrying a suggested retail list price of more than \$3.79. Each fund will get 1/2 of a percent of list price for each tape.

Slight modifications in the symphonic provisions of the new contract include a 15% wage scale discount on guarantees of at least three sessions by labels for opera recordings, while an extra five percent discount will be applied if six sessions are guaranteed. Other changes in the symphonic provisions include a loosening of the two-hour requirement for orchestra musicians, which had essentially guaranteed two-hours to all orchestral players whether or not they participate in a recording session, and a new formula to determine how many players get paid for premiere recordings by contemporary U.S. composers.

Approximately 6,200 musicians, each of whom earned at least \$1,000 from recording sessions during 1980, voted on the contract by secret mail ballot. The agreement covers the period from Dec. 19, 1980 through Nov. 30, 1983. Tentative agreement on the contract had been reached Oct. 30.

## Montage Names Love

**LOS ANGELES** — Veteran producer Stuart Love was recently appointed vice president of A&R for Montage Records, according to a joint statement from label co-presidents Marshall Blonstein and David Chackler.

Love, who is currently producing the group Conductor featuring Judy Comeden for early 1982 release on Montage, was formerly director of A&R east coast for Columbia Records. Most recently, Love served as A&R consultant to Carerre Records.

## Can Independent Distributors Pursue Common Goals?

(continued from page 16)

companies away from their distribution deals with major manufacturers. However, an informed source familiar with independent distributors speculated that they are after bigger game.

"There's only one major reason why indie distributors would want to get together," said the source, who asked that his name not be used. "That's to get either PolyGram or MCA to go independent. They're not going to get together over some small label that's already independent, or to romance a Philadelphia International. What they're going to get together on is those two companies; that would have to be the pot of gold at the end of the rainbow."

## Bootleggers Enjoined In Winterland Case

(continued from page 16)

Among the schemes reportedly used were finding a secret location for the printer and Sileo laundering money through his family, particularly a sister.

Wurst said that Sileo's brother-in-law, who worked for the alleged bootlegger, eventually talked the authorities in after receiving a death threat.

In a secondary action, Ed Trelo admitted to the court that he engaged in small time bootlegging, but only through the exercise of his First Amendment privileges. Trelo, allegedly printed the names of various music artists appearing in the midwest area on T-shirts which also featured what appeared to be concert reviews and other newspaper matter about music. The T-shirts also featured a blank soliciting ad space.

Wurst said that when Trelo contended he was merely selling a newspaper printed on a T-shirt, federal Judge J. Sam Perry called the defense, a "shame and subterfuge," then enjoined his alleged bootleg activity.

"Now I know for a fact that neither PolyGram or MCA will never in a million years consider going back to indies, so what we're talking about here is a moot case," the source added. "We can theorize all we want about how they can show their strength, but in my mind, I don't think coverage is the reason why people would go with independent distributors, no matter what they could guarantee them nationwide. These companies are fully invested in the field, and not just in manpower, because they also have huge warehouses."

### Little Chance

Although the source saw little chance for independent distributors to snare either label, he did see another possibility.

"PolyGram has probably one of the most sophisticated systems of warehousing in the industry. And I think both PolyGram and

MCA fully understand that they are not large enough, particularly PolyGram, to warrant those types of investments in staff, field staff and warehousing. I think that's part of the reason why we'll at least see a distribution merger between those two companies."

While attracting super-sized manufacturers may be a little too much to hope for, independent distributors do see some hope for uniting their business. "It is possible," said Kevin Papuga of House Distributors in Kansas City. However, he added that "a lot of labels we deal with do sell direct and they wouldn't be alive if they didn't. And there's always going to be trouble with the independent distributors because so many indies now overlap."

—fred goodman

## U.K. Action Group Calls For Media Ministry

**LONDON** — A film industry action committee here has recommended that a new government ministry coordinating direct satellite, broadcasting (DBS), pay-TV, film, television and related media be formed.

Lord Jenkins of Putney, former arts minister, paralleled the committee's Dec. 7 recommendation recently in a House of Lords debate by pressing for a ministry of arts, communications, entertainment and

sports. Government spokesman Lord Belstead anticipates a DBS policy statement within the new year.

The action committee's report maintains that a comprehensive media ministry would be a "unique and never to be repeated" chance to rationalize the film industry's "divisive, inefficient, and counterproductive fragmentation."

## THE COUNTRY COLUMN

(continued from page 24)

post . . . And finally, **Woody Bowles** has left CBS Nashville to set up an independent publicity firm, which is what he did before he joined CBS almost one year ago.

**OH SAY HE DIDN'T SING** — Well, thanks to a scheduling problem, **Steve Wariner** did not sing the National Anthem at last week's Nashville South Stars hockey game. And since Wariner couldn't be there, labelmate **Sylvia** decided to forego the Celebrity Shoot-Out between periods. But RCA's publicist **Kay Shaw** assures us that both Wariner and Sylvia will be participants in an upcoming hockey game.

jennifer bohler

# CASH BOX

December 19, 1981

## AROUND THE ROUTE

by Camille Compasio

The recently debuted "Stargate" video game is quite the center of attention at Williams Electronics, Inc. these days — with "Make Trax" starting to show some good signs, as well. Marketing director **Ron Crouse** notes that the factory has targeted production of "our fantastic 'Hyperball'" game for early 1982. Everyone at Williams was pleased with the impact the machine made at the AMOA convention. An amusement game, housed in a pinball cabinet, Hyperball's game play is similar to video, as Ron pointed out, saying "it's a game of skill" where the player controls a hyper cannon which shoots steel balls at various targets on the playfield.

"Operators will be looking for something innovative in 1982," Ron observed, "and we feel Hyperball is the answer."

Based on how well the new Rowe phono line is selling at this point, **Mac Brier** of Atlas Music Co. anticipates another big year in music sales for the distrib. And why not, he added, since the Rowe phono is an "excellent working machine . . . attractive in appearance . . . trouble free to operate . . . and shipped with an unbeatable factory warranty, etc." Mac feels that music sales should in-

(continued on page 41)



**IT'S SHOWTIME** — The 8th Annual Western Amusement Game Exhibit, hosted by C.A. Robinson & Co. distributors in Los Angeles, attracted a record attendance of more than 2,000. Pictured above is a portion of the crowd that was on hand for the Dec. 4 event. (Additional photo highlights appear on page 42.)

## Record Attendance For C.A. Robinson's 8th Western Amusement Game Exhibit

LOS ANGELES — As this year's Western Amusement Game Exhibit was drawing to a close at C.A. Robinson & Co. distributors here, a committee of three top level Midway Mfg. Co. executives hurriedly rounded up photographers and members of the trade press while a full-size, gold colored model of the factory's best selling "Pac-Man" video game was being wheeled into place on the showroom floor.

Suddenly cameras began to flash as Midway president Dave Marofske presented the one-of-a-kind machine to C.A. Robinson president Al Bettelman.

"This golden Pac-Man game award is presented to the Bettelman family and the staff of C.A. Robinson & Co. for their outstanding efforts in making Pac-Man the most popular video game ever produced in the United States," Marofske announced, reading the inscription on a special plaque which he also presented to Bettelman.

The ceremony was a fitting conclusion to the 8th Annual Western Amusement Game Exhibit, hosted by the prominent West Coast amusement game distributor. This year's show, held Dec. 4, was C.A. Robinson & Co.'s

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# COIN MACHINE

## C.A. Robinson Game Show Sets Record

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biggest ever. Attendance of more than 2,000 nearly doubled last year's total of 1,100. Reflecting the coin machine industry's heightened profile on Wall Street, a number of stock analysts were also on hand for the show, which heralded the West Coast debut of approximately 30 new games in various configurations.

But the most significant aspect of the show, according to C.A. Robinson executive vice president Ira Bettelman, was the large turnout among industry newcomers. "What really impressed me," he said, "was the fact that a high percentage of those in the building were new to the industry and hadn't been around to see last year's show. What's more, they seemed to represent a 180 degree turnaround from the stereotype image of the operator."

He added that this new generation of operators, who in many cases are the offspring of the owners of established operating companies, bodes well for the continued health of the industry. "It's exciting to see that the established firms have gone on to hire dynamic young employees," Bettelman said. "The companies that are going to be successful are those who change with the times."

### Open House

This year's show was noteworthy for another reason: it marked the official unveiling of C.A. Robinson & Co.'s new 35,000 square foot headquarters facility. The newly refurbished building, which houses the firm's showroom, warehouse and administrative offices, incorporates state of the art technology and design.

"Our main concern was to provide operators with the most efficient distributorship possible," said company secretary Sandy Bettelman, who directed the

(continued on page 41)



Ross Scheer

## Scheer Exits Bally After 14 Years

CHICAGO — Ross B. Scheer, president of the Special Markets and Products Division of Bally Manufacturing Corp., announced his resignation from that position effective Feb. 2, 1982.

"My decision to leave Bally was difficult to make," Scheer said. "However, Bally and I have reached a mutually agreeable understanding that would free me to pursue, without restriction, business opportunities in the amusement and gaming industry. The 14 years I have spent with the company have been the most rewarding of my career, and the associations and friendships I have made will remain with me for the rest of my life."

Robert E. Mullane, chairman and president of Bally, stated, "I'm accepting Ross Scheer's resignation with great reluctance. He has made numerous contributions to Bally's growth throughout his career and though he will be missed, we wish him good luck in his new endeavors."

## New Appointments At Namco America

SUNNYVALE — Hide Nakajima, president of Namco America, announced the appointment of Edwin Anderson as administration/operations manager, and Joanne Anderson as marketing manager at the Sunnyvale, Calif.-based facility of Namco Ltd.

Mr. and Mrs. Anderson originally started in the business as video game cabinet manufacturers and ultimately moved into video game manufacturing. In addition to his manufacturing background, Ed Anderson is an accomplished music composer and has composed some original soundtracks for video games.

"In coming to Namco America, I have experienced a rejuvenation of spirit and anticipation that I have not felt for years," Anderson commented. "Because of the Namco tradition of innovation, high quality products, and high integrity business practices, I feel very happy and extremely honored to serve them in my new capacity."

Joanne Anderson has been a specialist in organizational skills that coordinate marketing and service functions. "I am proud to represent Namco in America as they are the most innovative company in our industry today. I look forward to long term relationships with our distributors, based on reliable, money-earning products that Namco can consistently provide to the marketplace."

In commenting on the appointments, Nakajima stated, "The addition of the Andersons to Namco is a great asset and we feel very fortunate. They are going to be essential people to Namco America in order for us to be more active and to promote corporate identity as the most innovative and high quality products manufacturer. With their track record in the industry Namco can almost immediately start marketing our new electro-mechanical games such as 'Choco Kid' and 'Shoot Away,' with many more games to follow in the near future."



Edwin Anderson



Joanne Anderson

## Banner Specialty Announces Major Defense Department Research Project

CHICAGO — Banner Specialty Company, a leading distributor of coin-operated vending and amusement equipment for the past 65 years, is participating in a special Department of Defense research project embracing the use of electronic games. Banner's executive offices are located in Jenkintown, Penn. and the firm has business offices and showrooms in Philadelphia, Baltimore and Pittsburgh.

According to Albert M. Rodstein, chairman, Banner's Maryland location is supplying the Defense Advance Research Projects Agency of the United States Department of Defense in Arlington, Va. with a series of popular electronic games for study.

"The government agency will try to determine if the equipment used in the manufacture of the popular arcade games can be utilized to develop low cost, but sophisticated military training devices," Rodstein explained. "If the equipment and the technologies can be successfully meshed within the specific budgetary parameters, the new training simulators would be used to instruct hundreds of thousands of military personnel." Banner's Baltimore office and showroom is supplying games from major manufacturers.

"The Defense Department has not only been able to capitalize on the technological advances made in the state of the art of video computing, but also on the development of inexpensive micro chips used in the manufacture



Pictured (l-r): Ed Kucharski, regional vice president in charge of Banner's Baltimore office and showroom and James F. Walmire III, president of Computer System Management, Inc., simulators for the Defense Advance Research Projects Agency of the United States Department of Defense with the equipment supplied by Banner.

of the electronic games," Rodstein stated. "Both can make a significant impact toward reducing the cost of defense training simulators from millions of dollars to thousands."

The Defense Advance Research Projects Agency has pioneered the major thrust in low cost, portable training simulators over the last two years. A simulator for tank gunner training has been enthusiastically received by the U.S. Army. Other developmental projects are underway.

## THE JUKEBOX PROGRAMMER

### TOP NEW POP SINGLES

1. YESTERDAY'S SONGS NEIL DIAMOND (Columbia 18-02604)
2. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)
3. HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)
4. COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18-02621)
5. UNDER PRESSURE QUEEN & DAVID BOWIE (Elektra E-47235)
6. CENTERFOLD THE J. GEILS BAND (EMI America A-8102)
7. LIVING EYES BEE GEES (RSO/PolyGram RS 1067)
8. SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)
9. SHAKE IT UP THE CARS (Elektra E-47250)
10. SHE'S GOT A WAY BILLY JOEL (Columbia 18-02628)

### TOP NEW COUNTRY SINGLES

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

### TOP NEW B/C SINGLES

1. KICKIN' BACK L.T.D. (A&M 2382)
2. YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PENDERGRASS (Philadelphia Int'l./Epic ZS5 02619)
3. LOVE FEVER GAYLE ADAMS (Prelude PRL 8040-AS)
4. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)
5. (I FOUND) THAT MAN OF MINE THE JONES GIRLS (Philadelphia Int'l./Epic ZS8 02618)
6. WIDE OPEN BRICK (Bang/Epic ZS5 02599)
7. BE MINE (TONIGHT) GROVER WASHINGTON, JR. (Elektra E-47246)
8. GHETTO LIFE RICK JAMES (Motown G 7215F)
9. IF YOU THINK YOU'RE LONELY NOW BOBBY WOMACK (Beverly Glen 2000)
10. DO IT TO ME VERNON BURCH (Spector Records Int'l./SRI-A00019)

### TOP NEW A/C SINGLES

1. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)
2. IF I WERE YOU LULU (Alfa ALF-7011)
3. MORE THAN JUST THE TWO OF US SNEAKER (Handshake WS9 02557)
4. LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7 41)
5. COOL NIGHT PAUL DAVIS (Arista AS 0645)



## INDUSTRY NEWS

### AROUND THE ROUTE

(continued from page 39)

ease in 1982 because "operators will be taking a good look at their total operations and will start re-evaluating the read and butter items on the route, namely music, and start investing in some new phonographs." Atlas, meanwhile, hopes to start planning some special promotions next year to further stimulate music sales.

And speaking of promotions, Art Varner, sales manager at Betson in Moonachie, N.J., reports that the distributor recently concluded a very successful one involving Rock-Ola phonographs and Automatic Products Smoke Shops. Themed "Get Away From It All," the promo offered travel excursions to local resorts as well as vacation spots across the country, which were earned by Betson customers through purchases of phonos and cigarette vendors. There were about 44 winners and the vacation spots chosen included Las Vegas, Florida and New Orleans.

Tony Procopio of Bally Northeast-Syracuse expressed similar feelings stating that operators are already exercising caution in purchasing equipment. "They're still buying hit machines," he said, "but many are also taking close-out items that are good earning pieces yet economically priced." Tony also noted that a growing number of operators who are employing these buying habits are not allowing themselves to be dictated to by locations in the selection of the machines they are purchasing. Present business at Bally Northeast is "great." Some of the hottest sellers are Midway's "Galaga," "Pac-Man" and "Omega Race;" Nintendo's "Donkey Kong" and Sega/Gremlin's "Frogger." Tony said he can't wait to get the new Sega/Gremlin "Turbo" and Taito America "Grand Champion" driving games. Pins are turning around somewhat, he added, with Bally's "Fathom" and "Medusa" setting the pace.

Cash Box felicitations to Bally's Ross Scheer, who recently became a grandfather for the first time, when his son, Richard, and daughter-in-law Lisa welcomed a baby girl. Her name is Mindy and she arrived just before Thanksgiving, weighing in at 7 lbs. 3 oz.

An estimated 2,500 people attended the Nov. 7-8 Fall Games Extravaganza sponsored by Southwest Vending Sales Co., Inc. at the Dallas Market Hall expo center in Dallas. Factory reps from all over the country were present, along with customers and friends of Southwest and the big attraction was the elaborate equipment lineup which spotlighted much of the new pieces introduced at AMOA Expo '81. Plenty of food and beverages were served; lots of outstanding door prizes were awarded — and hosts John Gatens, Tom Chatten, et al, couldn't be happier over how much this event has grown in just two short years.

ON THE SINGLES SCENE: "The Pretty Little Dolly" by Mona Abboud (Mona Records) is "the Christmas record for this year's season," says Gus Tartol of Singer One Stop For Ops.

### Record Attendance For 8th C.A. Robinson Game Show

(continued from page 40)

renovation of C.A. Robinson's former warehouse located at 2891 West Pico Boulevard.

By establishing a customer service desk with its own telephone system, and by placing the shop area adjacent to the parts counter, Sandy Bettelman said he was able to increase productivity by one-third. The parts department,

which is three times larger than the firm's former set-up, is located at the rear of the building so that customers must pass through the sales department and showroom on their way to the counter, he pointed out.

Flexibility is the key to efficiency, he added. "We went to a new track lighting system which gives us 100% flexibility when it comes to placing games in the showroom. Most dis-

tributors stick their electrical outlets on the floor, but by installing our circuits in movable tracks in the ceiling we can display games in straight lines, quads or even diagonal groupings."

The finishing touches were applied by Leah Bettelman, Al's wife, who selected the carpeting, wall coverings, furniture and accessories.

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# Western Amusement Game Exhibit



Lines like this were a common sight as a record 2,000 visitors attended the 8th Annual Western Amusement Game Exhibit sponsored by Los Angeles-based C.A. Robinson & Co. distributors.



The registrations desk, staffed by friendly C.A. Robinson personnel, was always busy.



C.A. Robinson principals Al and Leah Bettelman had a lot to smile about on Dec. 4.



Mark and George Albert of Cash Box with Talto America's Jack Mittel.



A variety of hot and cold food made up the tasty buffet, which was preceded the night before by a sit-down dinner for 130 at Jimmy's, a swank Beverly Hills bistro.



Bally's Tom Nieman with hostess Ann (Top); George Albert with Motown's Miller London.



George Albert with Bally's Bill O'Donnell, Jr. (top) and Midway's Stan Jarocki, Larry Berke, Dave Marotske.



Mrs. "B" welcomes guests George Albert and Louise Eejlma.



Ann places a Bally 50th Anniversary commemorative sticker on Cash Box managing editor Richard Imamura who beams with approval.



C.A. Robinson & Co.'s Hank Tronic and Debra Charlton helped make visitors feel at home.



George Albert and Atari vice president of marketing Frank Ballouz.



Mr. "B" with Sega/Gremlin's Pete Gorrie and Frank Fogleman; and Ira Bettelman and Angel Gutierrez, Angel's Amusement.



Atari's Fred McCord with C.A. Robinson's Lance Hallstone.



Mr. "B" welcomes Game Plan's Ken Anderson to the show.



Ira, Al and Sandy Bettelman during the calm before the storm.



Sega/Gremlin's Jack Gordon shares a laugh with longtime industry colleague Mr. "B."

**TO RESERVE SPACE CONTACT:**

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6363 Sunset Blvd.  
Hollywood, CA 90028  
(213) 464-8241

**J.B. CARMICLE**  
1775 Broadway  
New York, NY 10019  
(212) 586-2640

**JIM SHARP**  
21 Music Circle East  
Nashville, TN 37203  
(615) 244-2898

**CAMILLE COMPASIO**  
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