

# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

**GEORGE ALBERT**  
President and Publisher

**NICK ALBARANO**  
Vice President

**ALAN SUTTON**  
Vice President and Editor In Chief

**J.B. CARMICLE**  
Vice President and General Manager, East Coast

**JIM SHARP**  
Vice President, Nashville

**RICHARD IMAMURA**  
Managing Editor

**MARK ALBERT**  
Marketing Director

*East Coast Editorial*  
FRED GOODMAN, Bureau Chief  
LARRY RIGGS  
JIM BESSMAN

*West Coast Editorial*  
MARK ALBERT, Radio Editor  
MICHAEL GLYNN, Audio/Video Editor  
MICHAEL MARTINEZ, Marketing Editor  
JEFFREY RESSNER

*Research*  
KEN KIRKWOOD, Manager  
BILL FEASTER  
MIKE PLACHETKA  
HARALD TAUBENREUTHER

*Nashville Editorial/Research*  
JENNIFER BOHLER, Nashville Editor  
JUANITA BUTLER  
TIM STICHNOTH  
TOM ROLAND

*Art Director*  
LARRY CRAYCRAFT

*Circulation*  
THERESA TORTOSA, Manager

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

**HOLLYWOOD**  
6363 Sunset Blvd. (Suite 930)  
Hollywood CA 90028  
Phone: (213) 464-8241

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

**CHICAGO**  
CAMILLE COMPASIO, Coin Machine, Mgr.  
1442 S. 61st Ave., Cicero IL 60650  
Phone: (312) 863-7440

**WASHINGTON, D.C.**  
EARL B. ABRAMS  
3518 N. Utah St.  
Arlington VA 22207  
Phone: (703) 243-5664

**MIGUEL SMIRNOFF**  
Director of South American Operations

**ARGENTINA** — MIGUEL SMIRNOFF  
Belgrano 3252, Piso 4 "B"  
Buenos Aires, Argentina  
Phone: 89-6796

**AUSTRALIA** — ALLAN WEBSTER  
23 Young Street  
Neutral Bay N.S.W. Australia 2089

**BRAZIL** — CHRISTOPHER PICKARD  
Av. Borges de Medeiros, 2475  
Apt. 503, Lagoa  
Rio de Janeiro, Brasil  
Phone: 246-8349

**CANADA** — KIRK LaPOINTE  
420 Gloucester Street, #107  
Ottawa, Ontario, Canada, K1E 7T7  
Phone: (613) 235-7743

**GERMANY** — GERHARD AUGUSTIN  
Oettingenstrasse 66  
8 Munich 22  
Phone: 089-221363  
Telex: 5-29378

**ITALY** — MARIO DE LUIGI  
"Musica e Dischi" Via Giannone 2  
20154 Milan, Italy  
Phone: (02) 389-059/389-936

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

**NETHERLANDS** — CONSTANT MEIJERS  
P.O. Box 1807  
1200 BV Hilversum  
Phone: 035-19841

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

**UNITED KINGDOM** — PAUL BRIDGE  
608 Kings Road, London SW6 England  
Phone: 01-731-2452

SUBSCRIPTION RATES \$110 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 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 1982 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 A Flying Start

The announcement last week that the Recording Industry Assn. of America (RIAA) had certified a total of 11 albums platinum during January — the best start for a year since the platinum status was instituted in 1976 — is a welcome sign that the market isn't as soft as many might say. While it certainly can't be seen as an indicator of a total turnaround, the fact that so many albums qualified for platinum seems to say that good product properly marketed can still sell through.

As **Cash Box** has noted before, 1982 has gotten off to a flying start. As illustrated by the approval of the National Assn. of Recording Merchandisers (NARM) "Gift of Music" institutional ad campaign and the plethora of new midlines for developing acts, the industry seems to have made a firm commitment to adopting more progressive marketing philosophies and approaches.

Competition today for the consumer's entertainment dollar is stiffer than ever — with strong challenges coming from the video arcades and games sector and the video motion picture industry. If the music industry is to hold its own in such an atmosphere, it is imperative that such progressive approaches continue to be used to cope with the new competition and the shrinking consumer dollar.

1982 can stand out as a banner year if we keep things going as they have been. Many of the policies and programs instituted in the wake of the slump of 1980 — including returns ceilings, mid-priced catalog and "rising star" lines and a less extravagant approach to spending — have now been around long enough to take hold. And judging by the record number of platinums for January, it looks as though they are working.

# NEWS HIGHLIGHTS

- Discovision Associates sells its share in Universal Pioneer Corp. to Pioneer Electronics; RCA discloses temporary shut-down at videodisc player manufacturing facility (page 5).
- Success of Rolling Stones tour fuels concert promoters' optimism for '82 (page 5).
- Olivia Newton-John's "Make A Move On Me" and "Find Another Fool" by Quarterflash (new and developing artist) are the top **Cash Box** Singles Picks (page 7).
- Oak Ridge Boys' "Bobbie Sue" and "A Little Love" by Aurra (new and developing artist) are the top **Cash Box** Album Picks (page 14).

## TOP POP DEBUTS

**SINGLES**

66

MAKE A MOVE ON ME — Olivia Newton-John — MCA

**ALBUMS**

108

THE FIRST FAMILY RIDES AGAIN — Various Artists — Boardwalk

### POP SINGLE

**CENTERFOLD**  
The J. Geils Band  
EMI America

### B/C SINGLE

**CALL ME**  
Skiyy  
Salsoul/RCA

### COUNTRY SINGLE

**LORD, I HOPE THIS DAY IS GOOD**  
Don Williams  
MCA

### JAZZ

**COME MORNING**  
Grover Washington, Jr.  
Elektra

# NUMBER ONES



Bobby Womack

### POP ALBUM

**FREEZE-FRAME**  
The J. Geils Band  
EMI America

### B/C ALBUM

**THE POET**  
Bobby Womack  
Beverly Glen

### COUNTRY ALBUM

**FEELS SO RIGHT**  
Alabama  
MCA

### GOSPEL

**GO**  
Shirley Caesar  
Myrrh

# CASH BOX TOP 100 SINGLES

February 13, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1	1	CENTERFOLD THE J. GEILS BAND (EMI America A-8012)	38	5	66 MAKE A MOVE ON ME OLIVIA NEWTON-JOHN (MCA-52000)
2	1	I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA PB-12357)	24	14	67 867-5309/JENNY TOMMY TUTONE (Columbia 18-02646)
3	2	PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)	46	5	68 YESTERDAY'S SONGS NEIL DIAMOND (Columbia 18-02604)
4	4	HARDEN MY HEART QUARTERFLASH (Geffen GEF 49824)	22	17	69 A WORLD WITHOUT HEROES KISS (Casablanca/PolyGram NB 2343)
5	7	SHAKE IT UP THE CARS (Elektra E-47250)	33	11	70 ANYONE CAN SEE IRENE CARA (Network/Elektra NW-47950)
6	5	TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros. WBS 49846)	45	10	71 COULD IT BE LOVE JENNIFER WARNES (Arista AS 0611)
7	8	THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON (Capitol P-A-5046)	43	9	72 VOICE ON THE RADIO CONDUCTOR (Montage P-A-1210)
8	6	WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 3868)	48	5	73 DON'T LET HIM KNOW PRISM (Capitol P-A-5082)
9	12	SWEET DREAMS AIR SUPPLY (Arista AS 0655)	40	8	74 ON THE WAY TO THE SKY NEIL DIAMOND (Columbia 18-02712)
10	13	LEADER OF THE BAND DAN FOGELBERG (Full Moon/CBS 14-02647)	54	4	75 WHY YOU WANNA TRY ME COMMODORES (Motown 1604 MF)
11	18	OPEN ARMS JOURNEY (Columbia 18-02687)	47	5	76 HERE TO LOVE YOU THE DOOBIE BROTHERS (Warner Bros. WBS 50001)
12	21	THAT GIRL STEVIE WONDER (Tamla/Motown 1602 TF)	51	5	77 MY KINDA LOVER BILLY SQUIER (Capitol P-A-5037)
13	11	HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)	60	4	78 LET ME LOVE YOU ONCE GREG LAKE (Chrysalis CHS 2571)
14	14	WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic RS 21004)	50	8	79 FEEL LIKE A NUMBER BOB SEGER & THE SILVER BULLET BAND (Capitol P-A-5077)
15	17	YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America P-A-8101)	34	13	80 DON'T STOP BELIEVIN' JOURNEY (Columbia 18-02567)
16	9	LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)	37	17	81 PRETTY WOMAN VAN HALEN (Warner Bros. WBS 50003)
17	19	TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-A-5057)	37	17	82 GENIUS OF LOVE TOM TOM CLUB (Sire SRE 49882)
18	16	COOL NIGHT PAUL DAVIS (Arista AS 0645)	56	5	83 THEME FROM MAGNUM P.I. MIKE POST (Elektra E-47400)
19	25	MIRROR, MIRROR DIANA ROSS (RCA PB-13021)	55	5	84 JUKE BOX HERO FOREIGNER (Atlantic 4017)
20	23	THROUGH THE YEARS KENNY ROGERS (Liberty P-A-1444)	57	8	85 NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS) LE ROUX (RCA PB-73059)
21	8	LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7341)	35	15	86 ANOTHER SLEEPLESS NIGHT ANNE MURRAY (Capitol P-A-5083)
22	10	SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBIT (Elektra E-47239)	58	5	87 ONLY ONE YOU T.G. SHEPPARD (Warner Bros. WBS 49858)
23	31	SPIRITS IN THE MATERIAL WORLD THE POLICE (A&M 2390)	49	25	88 CIRCLE OF LOVE THE STEVE MILLER BAND (Capitol P-A-5086)
24	29	SOMEWHERE DOWN THE ROAD BARRY MANILOW (Arista AS 0658)	75	2	89 FIND ANOTHER FOOL QUARTERFLASH (Geffen GEF 50006)
25	26	WORKING FOR THE WEEKEND LOVERBOY (Columbia 18-02589)	36	18	90 POP GOES THE MOVIES (PART 1) MECO (Arista AS 0660)
26	28	KEY LARGO BERTIE HIGGINS (Kat Family WS9 02524)	44	12	91 TONIGHT TONIGHT BILL CHAMPLIN (Elektra E47240)
27	30	LOVE IN THE FIRST DEGREE ALABAMA (RCA PB-12288)	63	4	92 POWER PLAY MOLLY HATCHET (Epic 14-02680)
28	27	LOVE IS ALRIGHT TONITE RICK SPRINGFIELD (RCA PB-13008)	63	4	93 TAINTED LOVE SOFT CELL (Sire SRE 49855)
29	39	PAC-MAN FEVER BUCKNER & GARCIA (Columbia 18-02673)	71	3	94 TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)
30	41	TONIGHT I'M YOURS (DON'T HURT ME) ROD STEWART (Warner Bros. WBS 49886)	83	2	95 APACHE SUGAR HILL GANG (Sugar Hill SH-774)
31	20	COME GO WITH ME THE BEACH BOYS (Caribou/CBS ZS5 02633)	61	5	96 IF YOU THINK YOUR LONELY NOW BOBBY WOMACK (Beverly Glen 2000)
32	32	ALL OUR TOMORROWS EDDIE SCHWARTZ (Atco 7342)	68	4	97 OH NO COMMODORES (Motown M 1527F)
			52	14	98 RUNNING CHUBBY CHECKER (MCA-51233)
			72	3	99 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)
			74	3	100 WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)	
Abacab (Hit & Run — ASCAP)	40
All Our Tomorrows (ATV/Schwartzcake)	32
Another Sleepless (Chappell — ASCAP)	86
Anyone Can See (Carub Proun's — ASCAP/Fedora — BMI)	70
Apache (Sugar Hill — BMI)	95
A World Without (KISS — ASCAP/Undercut/Metal Machine — BMI)	69
Bobbie Sue (House of Gold — BMI)	42
Breakin' Away (Al Jarreau/Desperate/Garden Rake — BMI)	57
Call Me (One To One — ASCAP)	44
Centerfold (Center City — ASCAP)	1
Circle Of Love (Sailor — ASCAP)	88
Come Go With Me (Gill/See Bee Music — BMI)	31
Comin' In (Songs Of Bandier-Koppelman/Landers-Whiteside/Emanuel — ASCAP)	34
Cool Night (Webb IV — BMI)	18
Could It Be Love (Gee Sharp — BMI)	71
Crazy (Siren Songs/Clean Cut Tunes — BMI/ASCAP)	46
Daddy's Home (Big Seven — BMI)	33
Don't Let Him Know (Adams Communications/Calypto Toonz/Irving/Procan — BMI)	73
Don't Stop Believin' (Weed High Nightmare — BMI)	80
Do You Believe (Zomba Enterprises — BMI)	60
867-5309/Jenny (Tutone-Keller — BMI)	67
Feel Like (Gear — ASCAP)	79
Find Another (Narrow Dude/Bonnie Bee Good/WB — ASCAP)	89
Genius Of Love (Metered Music Admin. By Ackee — ASCAP)	82
Harden My Heart (Narrow Dude/Bonnie Bee Good/Geffen Kaye — ASCAP)	40
Here To Love You (Snug — BMI)	7
Hooked On Classic (Copyright Control)	13
I Believe (ATV Music Of Canada/Some Sung Songs/Solid Gold — PRO-Canada)	41
I Can't Go (Fust Buzza/Hot-Cha Six Continents — BMI)	2
If Looks Could (Tuneworks/Big Stick/Careers — BMI)	58
If You Think (Ashtray — BMI)	96
I'll Fall In Love (WB/The Nine Music — ASCAP)	64
I Love Rock (Finchley — ASCAP)	55
I Wouldn't Have (Pi-Gem — BMI/Chess — ASCAP)	48
Juke Box Hero (Somerset Songs/Evansongs — ASCAP)	84
Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	26
Leader Of The (Hickory Grove Admin. By April Music — ASCAP)	20
Leather And Lace (Welsh Witch — BMI)	11
Let's Groove (Sagfire/Yougoulet — ASCAP pend.)	16
Let Me Love You (Peso — BMI/Almo — ASCAP)	78
Let's Get It Up (J. Albert Ltd., Marks Music — BMI)	61
Let The Feeling (WB Music/Peabo — ASCAP)	57
Love In The First (House Of Gold — BMI)	21
Love Is Alright (Robie Porter — BMI)	28
Love Is Like (Bema — ASCAP)	39
Magnum P.I. (MCA Music — ASCAP)	83
Make A Move (John Farrar/Snow — BMI)	66
Mirror, Mirror (Bandier-Koppelman/Jay Landers/Gravity Raincoat/Rosstown — ASCAP)	19
More Than Just (ShellSongs — BMI/Sneaker — BMI/Homegrown — BMI)	63
My Guy (Jobete — ASCAP)	65
My Kinda Lover (Songs Of The Knight — BMI)	77
Nobody Said (Screen Gems-EMI Music/Lemed — BMI)	85
Oh No (Jobete + Commodores Ent. — ASCAP)	97
One Hundred Ways (State Of The Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI)	49
Only One You (Cross Keys — ASCAP/Tree — BMI)	87
On The Way (Stonebridge — ASCAP/Unichappell/Begonia Melodies — BMI)	74
Open Arms (Weed High Nightmare — BMI)	11
Our Lips (Gotown/Plagent Visions — ASCAP)	54
Pac-Man Fever (BGO — ASCAP)	29
Physical (Stephen A. Kipner/April/Terry Shaddick — ASCAP/BMI)	3
Pop Goes The Movies (Various — ASCAP/BMI)	90
Power Play (Mister Sunshine — BMI)	92
Pretty Woman (Acuff-Rose — BMI)	81
Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI)	99
Running (Rightsong — BMI)	98
Sea Of Love (Fort Knox — TEK — BMI)	37
Shake It Up (Lido Music — BMI)	5
She's Got A Way (April/Impulsive — ASCAP)	47
Should I Do It (Unichappell/Watch Hill — BMI)	35
Someone Could (Briarpatch/DebDave — BMI)	22
Somewhere Down (ATV/Mann & Weil Songs/Snow — BMI)	24
Spirits In A Material (Virgin - Adm. in U.S. by Chappell — ASCAP)	23
Sweet Dreams (Careers/Bestall Reynolds — BMI/Riva Music, Ltd. (PRS)	9
Tainted Love (Equinox — BMI)	93
Take It Easy On Me (Colgems-EMI — ASCAP)	17
Take My Heart (Delightful/Second Decade — BMI)	94
Take Off (McKenzie Brothers Music — PRO Canada)	59
Tell Me Tomorrow (Chardax — BMI)	50
That Girl (Jobete & Black Bull — ASCAP)	12
The Sweetest (Sterling/Addison St. — ASCAP)	7
Through The Years (Peso/Swanee BRAVO! — BMI)	20
Titles (Spheric B.V./WB Music — ASCAP)	38
Tonight (Irving/Foster Frees/X-Ray — BMI)	91
Tonight I'm Yours (Riva/WB — ASCAP)	30
Trouble (Now Sounds — BMI)	36
Turn Your Love (Garden Rake — BMI/Rehtakul Veets/JSH — ASCAP)	6
Under Pressure (BMI Queen Ltd./Beechwood/Bewlay Bros./Fleur Ltd.)	52
Voice On The Radio (Franne Golde/Mac's Million/Modern American — BMI/ASCAP)	72
Waiting For A (Somerset/Evansongs — ASCAP)	8
Waiting On A Friend (Colgems-EMI — ASCAP)	14
Wanna Be With You (Sagfire/Yougoulet — ASCAP)	62
We Got The Beat (Daddy — Oh Music)	45
When All Is Said (Countless Songs, Ltd. — BMI)	43
Why You Fools (Patricia Music — BMI)	100
Why Do Wanna (Jobete + Commodores Ent. — ASCAP)	75
Working For (Blackwood/Dean Of Music — BMI)	25
Yesterday's Songs (Stonebridge Music — ASCAP)	68
You Could Have Been (ATV Music — BMI)	15
Young Turks (Riva/Nite-Stalk — ASCAP)	56
You're My Latest (Mighty Three — BMI)	53

Ⓢ = Exceptionally heavy radio activity this week      Ⓢ = Exceptionally heavy sales activity this week

# CASH BOX NEWS



**TO HER HIGHNESS WITH LOVE** — Alfa Records artist Lulu was among the select few received by Queen Elizabeth II of England following the annual Royal Variety Performance in London. As requested by Buckingham Palace, Lulu performed "Yesterday" at the event as a tribute to the Beatles. Pictured are (l-r): Queen Elizabeth II; Alvin Stardust, cast member of Lulu's former television series *Let's Rock*; Lulu; Adam Ant; Henry Cooper, former heavyweight boxer; and John Inman, English television personality.

## Labels Put Marketing Push Behind Their Classic Album Reissue Series

by Michael Martinez

LOS ANGELES — Mirroring the efforts of direct marketing giants Suffolk and K-Tel, many labels during the first quarter of 1982 are releasing product from their vaults, either in best of, greatest hits or compilation reissues.

With the dearth of superstar product scheduled for release during the first quarter of the year and the difficulty in breaking new acts, labels are combing their catalogs for product they believe to be viable sales items, according to a **Cash Box** survey.

Because there is no immediate need to defer production costs, many labels feel that they can tap new markets with such packages by setting the records at discounted prices, ranging from \$3.98 list to \$8.98 for some double record sets.

Manufacturers also believe that by repackaging older albums by familiar artists, consumers will be encouraged to buy reissues, regardless of the suggested list price.

In some cases, labels are reissuing titles by artists who have current product that is selling well. While some of the reissues are previous albums by the artists, some labels are releasing best of, greatest hits and compilations of various artists' work in one package.

### In-Store Support

For the most part, labels are backing releases of the reissues with merchandising campaigns, including advertising point-of-purchase displays and in-store signage.

Currently, best of or greatest hits packages seem to dominate the reissue field, but some labels are beginning to release compilation packages in an attempt to interest consumers in classic work by vintage artists.

In many cases, the packages are developed as companions to the label's mid-price line, such as the recent Epic Okeh compilation series featuring five double album sets.

Set to be a part of CBS' "Nice Price Plus" line, which retails for about \$8.98, the Okeh compilations include "Okeh Rhythm & Blues," "Okeh Jazz," "Okeh Soul," "Okeh Western Swing" and "Okeh Chicago Blues" (**Cash Box**, Feb. 6).

Marketing for the product consists primarily of print ads in collector's magazines and consumer publications like *Trouser Press* and *New York Rocker*.

A more extensive marketing program

will be waged behind release of six compilation packages due from Arista, all of which will be tagged at the label's mid-price of \$5.98.

According to label spokesman Dennis Fine, Arista plans intensive in-store merchandising album flats, a generic poster and other point-of-purchase material.

Compiled in-house by Arista director of advertising and editorial services Mitchell Cohen, the first of the six packages are due March 3, including "Golden Emotion: A Treasury of Million Selling Ballads," "Play It Loud: A Decade of Gold Rock 'N' Roll," "Street Corner Heartbreak: Masterpieces From the Golden Years of Group Harmonies," "Let The Good Times Roll, Again: Greatest Hits Live by the Original Artists" and "Soundtrack Memories: Great Themes From the Movies." Due at the end of March is "Beat of the Beach," a compilation featuring the cream of '60s surf music.

Fine said that while many of the tracks on the LPs have been released over the years in other compilations, this would mark the first time that they were all available in single LP sets.

Taking advantage of the name value of a famous group, Capitol Records will soon bow a compilation package by the Beatles which contains portions of the legendary quartet's music from their five films. Titled "Reel" (continued on page 30)



**HOOKED ON PLATINUM** — Louis Clark, conductor of the Royal Philharmonic Orchestra of London and arranger of RCA's "Hooked On Classics" LP, was recently feted by label executives at their NYC offices for achieving platinum status. Pictured are (l-r): Jack Craigo, division vice president, RCA Records, U.S. and Canada; George Lukan, vice president, K-tel; Clark; and Joe Mansfield, division vice president, contemporary music, RCA. (continued on page 11)

## Rival Vid Disc Camps, Faced With Soft Market, Retrench

### DiscoVision Associates Sells UPC Interest To Pioneer Electronics

LOS ANGELES — DiscoVision Associates (DVA), the Costa Mesa-based joint venture between MCA Inc. and IBM, sold its interest in Universal Pioneer Corp. to Pioneer Electronics last week, thus making the latter sole owner of UPC's laser optical videodisc and player production facilities in Japan. Under terms of the agreement, announced Feb. 4, Pioneer of Japan will assume all manufacturing and marketing of both industrial and consumer players and discs manufactured by UPC.

This most recent move by DVA comes on the heels of the company's announcement that it would close its Carson, Calif. manufacturing plant effective Feb. 26, moving all production to UPC's second generation plant. DVA had earlier announced a cutback of just 20% at its Watson Industrial Park plant in Carson. At the time, company officials explained that the Carson facility had been having problems fulfilling demand whereas UPC's disc operation in Kofu had the increased capacity to take on the additional production.

According to Miller Bonner, spokesman for DVA, Pioneer Electronics' buyout of UPC, like the Carson plant shutdown, is not expected to affect disc production, which DVA officials projected would increase some 250% in first quarter of 1982 as compared with the first quarter of 1981. "That" (continued on page 34)

### RCA Reveals Temporary Closure Of Its Indiana Disc Player, TV Plant

LOS ANGELES — Following the recent admission by RCA executives that they were overly optimistic in setting a goal of 200,000 players to be sold in 1981, the company announced last week that it planned to shut down its Bloomington, Ind. plant, which manufactures the SelectaVision capacitance disc players as well as RCA branded color televisions, for one week. According to the company, the reason for the shut down was "inventory adjustment."

According to reports, approximately 3,500 workers will be temporarily laid off without pay due to the Bloomington plant closing and another 150 were laid off indefinitely at RCA's disc pressing plant in Indianapolis. RCA's Indianapolis plant employs about 1,000 people.

This follows the late November layoffs of 400 workers at the Bloomington facility, 300 of which were involved in videodisc player manufacturing. According to a spokesman for RCA, however, the company plans to rehire most of those people when it begins manufacturing its stereo player. RCA's stereo CED player is expected to be introduced in June.

The RCA spokesman said that although only 60,000-70,000 RCA branded disc players have been sold thus far (with a number at least that large still sitting in the hands of dealers), companies such as (continued on page 30)

## Rolling Stones Tour Success Spurs Promoters' Optimism

by Jim Bessman

NEW YORK — In the wake of the recent Rolling Stones tour, concert promoters across the country are looking forward to their best year since 1978. Despite the current economic woes, various promoters and agents interviewed by **Cash Box** expressed unbridled optimism about the coming months. But while promoters feel that the entertainment dollar is there and waiting to be spent, they are quick to add that it won't be spent for just any show.

"If people want to see a show, they will find money to see it," said Jerry Mickelson at JAM Prods. in Chicago. "But they aren't going out as much, only when there's an act that they really want to see. They won't go" (continued on page 30)

just to check it out anymore."

Irv Zuckerman, owner of Contemporary Prods. in St. Louis, also felt that young concert goers will always come up with money as long as the quality of entertainment is maintained. Thus, promoters must buy right.

### Must Be Careful

"We have to be more careful than we were three years ago and not go out on a limb," he stated. Though fewer acts are touring and those that are cost more, Zuckerman claims that there is no cause for pessimism, adding that the concert industry is as healthy now as it's ever been.

While Zuckerman's optimism is not shared as heartily by everyone, few of the promoters and agents queried seemed nervous. Brian Murphy, vice president of Avalon Attractions in Los Angeles, was all but ecstatic. "Business seems to be back!" (continued on page 8)

## RIAA Announces Record Number Of Platinum LPs

NEW YORK — Registering the highest total for a January since platinum awards were instituted in 1976, 11 albums were certified platinum last month by the Recording Industry Assn. of America (RIAA). The record total of platinum albums, awarded for sales of one million units, was augmented by 17 gold LP awards and one platinum and five gold singles.

The platinum albums included "Christmas" by Liberty recording artist Kenny Rogers, "Juice" by Capitol recording artist Juice Newton, "Hooked On Classics" by the Royal Philharmonic (continued on page 11)

## Cornish, Pino Upped In Revamping Of RCA Latin American, European Units

NEW YORK — As part of RCA's restructuring of its international operations, Alan Cornish has been named vice president, finance and operations, Europe, by Ekke Schnabel, himself the recently appointed division vice president, RCA Records, International. In addition, Schnabel, who is responsible for all of the division's non-North American activities, reported that Adolfo Pino, vice president, RCA Records, Latin America, will now head the Latin American regional office in Buenos Aires, Argentina. Both Cornish and Pino will report directly to Schnabel.

Cornish is a fellow of both the Institute of Cost and Management Accountants and of the British Institute of Management. He joins RCA Records after serving as group financial controller for Associated Communications Corp.

Reporting directly to Pino in Latin America are Jorge Schutt, director, regional finance, RCA Records, Latin

America; and H.D. (Buddy) McCluskey, director, regional marketing and licensing.

Reporting to Pino functionally are the managing directors of Spanish and Latin American subsidiaries: Ed Lavish, general manager, record division, RCA Electronica (Brazil); Larry Palmacci, general manager, record division, RCA Ltd. (Argentina); Guillermo Infante, general manager, record division, RCA S.A. de C.V. (Mexico) and Alberto Galtes Mont, general manager, RCA S.A. (Spain).

The European Regional Office in London will be headed by Schnabel, as acting president, RCA Records, Europe. Reporting functionally to Schnabel as division vice president, RCA Records, International, will be Hans-Georg Baum, managing director, RCA Schallplatten, GmbH (Germany); Giuseppe Ornato, president, RCA A.p.A. (Italy); Francois Dacla, president and general manager, RCA S.A. (France); Don Ellis, managing director, record division, RCA Limited (U.K.); and Carl Vos, general manager, the Netherlands and Belgium.

Brian E.W. Smith, managing director, RCA Limited, (Australia), will report directly to Schnabel in his position as division vice president, RCA Records, International.

Schnabel will also direct RCA's involvement with its license companies in other countries.

## Indies Dominate Action At MIDEM

by Paul Bridge

CANNES — The shifting nature of MIDEM, the annual international convention, was evident this year, as independent companies dominated the scene. The whole pattern of MIDEM has changed, with those major multinational recording and publishing companies that did attend scaling down their delegations and activities — and many not even staying for the duration of the five-day convention. A few, most notably EMI, were all but invisible.

Official attendance figures for MIDEM, running from Jan. 25-29, just topped 5,000 from 1,178 companies in 56 countries, but with many independents taking part surreptitiously as part of another company's delegation in order to split or evade registration costs altogether, the actual number of participants was actually much higher than the official tally.

By far, the largest number of participants were one- or two-person companies (publishers, production companies, etc.) offering a specialized product or service. Many of them called this the best MIDEM ever, while others were equally adamant that the final verdict on whether or not the trip to France was justified was not yet in.

As usual, many of the indies took the opportunity to meet with overseas affiliates or licensees, and to shop product with representatives of companies in territories that are too far to deal with during the year. Other companies used MIDEM as an opportunity for their annual international conventions — much in the fashion of Michael Levy and his Magnet Records of the U.K., who was able to preview upcoming product for his licensees.

In addition to the indies, there was also a

(continued on page 8)

## 'Gift Of Music' Ad Campaign Debut Postponed To '83

by Fred Goodman

NEW YORK — The National Assn. of Recording Merchandisers (NARM) "Gift of Music" Advisory Board, formed to oversee the recorded music industry's institutional advertising campaign, voted to undertake a search for a full-service advertising agency to handle the campaign and to push the program's debut date back to Valentine's Day, 1983 at its first meeting here last week.

Joe Cohen, executive vice president of NARM, told **Cash Box** that he had been "most pleased with the level of participation," adding that the retail and manufacturing representatives worked "very smoothly" together.

Although no specific agenda had been planned for the initial meet of the 18-member board, Cohen reported that the group had no trouble focusing in on specifics.

The task of locating a full-service advertising agency has already begun. A press release announcing the project has been forwarded to such publications as *Advertising Age*, *The Wall Street Journal*, *The New York Times*, and *The Gallagher Report*. Among the criteria established by the board for selection of an agency are the

(continued on page 30)

## NARM Announces 'Gift Of Music' Awards Nominees

LOS ANGELES — Nominations in 17 categories and two write-in categories for National Assn. of Recording Merchandisers (NARM) "Gift of Music" Awards were mailed out last week to the association's members. Liberty recording artist Kenny Rogers' topped the list of nominees with three nominations, followed by Kim Carnes, Diana Ross, Stevie Nicks, Kool & The Gang, Billy Squier, Ozzy Osbourne, Luther Vandross, Olivia Newton-John, Foreigner, REO Speedwagon, the Oak Ridge Boys and the Rolling Stones with two nominations apiece.

This list of nominees was compiled from a questionnaire sent to NARM members earlier this year. Nominations (and the eventual winners in each category) were based on sales figures compiled by rack jobbers, one-stops and retail stores.

Write-in categories for Best Selling Classical Album and Best Selling Gospel/Spiritual Album were also included on the NARM ballot.

Commenting on the awards, Joe Cohen, NARM executive vice president, said, "One of NARM's proudest traditions is its annual recognition of the artists, who, through their 'Gift of Music,' have created the product that has generated the greatest number of sales in retail record stores and departments. Some awards are given on the basis of very small population samplings, for presentation on a TV show. The NARM Best Seller 'Gift of Music' Awards recognize that what the consumer actually buys is ultimately the most reliable barometer of the success of the artist, of the record label for which he records and of the distribution network that brings that product to the consumer."

The awards will be presented at the Awards Banquet March 29 during the annual NARM Convention at the Century Plaza Hotel in Los Angeles, Calif.

The following is a complete list of the nominations:

**Best selling single** — Bette Davis Eyes, Kim Carnes; Celebration, Kool & The Gang; Elvira, Oak Ridge Boys; Endless Love, Diana Ross and Lionel Richie; Physical, Olivia Newton-John.

**Best selling movie sound track album** — *Arthur*; *Endless Love*; *Fame*; *Heavy Metal*; *The Jazz Singer*.

**Best selling original cast album** — *A Chorus Line*; *Annie*; *Evita*; *Sophisticated*

(continued on page 11)

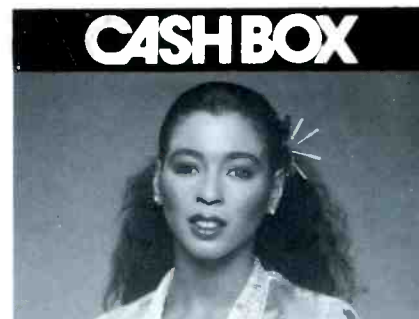
## 'Real Deal' Midline Series Announced By RCA Records

NEW YORK — RCA Records and its Associated Labels have bowed a new series of albums and tapes to focus on new and developing artists. Tagged "A Real Deal," the line carries a suggested list price of \$6.98.

"We recognize that development of new acts is our number one priority in 1982," said Larry Gallagher, division vice president, branch marketing, "and we will be supporting this new line with specialized advertising and merchandising programs to aid dealers in stimulating consumer demand."

Albums and tapes scheduled for "A Real Deal" in the first quarter of 1982 are: the self-titled albums by Merge and Slow Children, Norman Saleet's "Here I Am", Michael Wycoff's "Love Conquers All", Robert White's "Songs My Father Taught Me" and Jimmie Mack's "Attack."

Regular releases will follow throughout the year.



When the movie *Fame* opened to big box office grosses a couple years back, audiences were particularly dazzled by the performance of Irene Cara, a pert teenage girl who belted out the title song during a spectacular dance routine that took place at a fine arts high school in Manhattan. Yet, although the Oscar-winning film propelled her into the media limelight seemingly overnight, the winsome young lady who actually grew up in New York's Bronx has been honing her singing and acting abilities since grade school. Following her celluloid success, she has continued her musical career with her debut LP for Network Records, "Anyone Can See."

Cara earned her musical chops when she was a mere tyke. When she turned five, she was playing piano by ear. At seven, she started showing up on local Spanish-language TV and radio shows in 1966. The next year saw her appear in the Broadway musical *Maggie Flynn* as an orphaned moppet, and *Over 7*, a TV music documentary. At the age of 11 she landed a role in Broadway's *The Me Nobody Knows*, a musical drama about life and death in the inner city that received a coveted Obie award.

Before her climb up the record charts, Cara appeared as a member of the Short Circus featured on *The Electric Company*, the educational TV series that taught grammar lessons in songs. A few years later she was jazzing audiences in the original off-Broadway cast of *Ain't Misbehavin'*, a tribute to composer/pianist Fats Waller. In addition to her musical work, she earned critical kudos for her dramatic work in such TV docudramas as *Roots: The Next Generation* and *The Guyana Tragedy: The Story of Jim Jones*.

The title track from *Fame* earned wide recognition in the record industry when it became a top 5 single. Suddenly everyone became Cara-crazy. Along with the many television appearances she made during the summer following *Fame* the lass also began a concert tour and appeared at a number of special performances, including a tribute to Ray Charles' 35th anniversary in music.

The title cut from Cara's Network LP was the first single entry for the label. She co-authored it with soft-pop songstylist Bruce Roberts. Other tunes on this lady dynamo's album include a steamy remake of the Four Tops' "Reach Out, I'll Be There" and a new song from Leo Sayer and Tom Snow, "Thunder in My Heart."



**T.J. MARTELL MEMORIAL FOUNDATION DINNER PREPARATIONS** — The T.J. Martell Memorial Foundation for Leukemia Research recently held its East Coast Presidential Luncheon in New York launching the organization's April 24 dinner at the Waldorf Astoria honoring Terry Ellis and Chris Wright. Pictured are (l-r): Floyd Glinert, chairman of the board, T.J. Martell Memorial Foundation; Tony Martell, president, T.J. Martell Memorial Foundation; Chris Wright; Dr. James Holland, director of the foundation's research facility at Mt. Sinai Medical Center; Terry Ellis; and Dick Asher, general chairman of the dinner.

### Index

Album Reviews	9
Black Contemporary	27
Classified	34
Coin Machine	35
Country Album Chart	23
Country	22
Country Radio	26
Country Singles Chart	24
East Coastings	12
Gospel	13
International	19
Jazz	11
Merchandising	30
Points West	14
Pop Album Chart	32
Pop Singles Chart	4
Radio	15
Radio Chart	16
Rock Album Radio Report	18
Singles Reviews	7

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

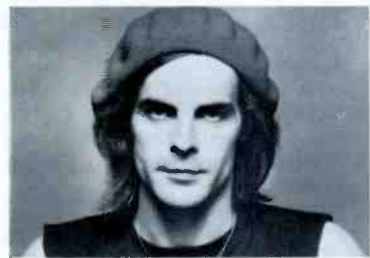
**QUARTERFLASH** (Geffen GEF 50006)  
**Find Another Fool** (3:30) (Narrow Dude Music/Bonnie Bee Good Music/WB Music Corp.-ASCAP) (M. Ross) (Producer: J. Boylan)

The Northwest's Quarterflash has a tough act to follow with "Harden My Heart" going Top 5, but this latest rocker from the band's debut LP is already making chart waves at #89 bullet its first week out. It continues in the heavy guitar-oriented mold of its predecessor, with Rindy Ross giving another hard-edged vocal performance.



**SNEAKER** (Handshake WS9 02714)  
**Don't Let Me In** (3:30) (MCA Music, a division of MCA Inc./Red Giant Inc.-ASCAP) (W. Becker, D. Fagen) (Producer: J. Baxter)

The group that named itself after Steely Dan's "Bad Sneakers" pays homage to its chief influence in covering this Becker-Fagen composition and producer Jeff "Skunk" Baxter, a Dan alumnus himself, adds the crowning touches. It's another side of the band that broke with "More Than Just The Two Of Us."



**MARTIN BRILEY** (Mercury/PolyGram 76137)  
**I Don't Feel Better** (3:12) (Rare Blue Music, Inc./Miserable Melodies-ASCAP) (M. Briley) (Producers: A. Blazek, M. Briley)

A solid state beat, synth-laced melody, clever hook and wry lyrical look at a common human condition all add up to one unique and enticing single from Briley's "Fear Of The Unknown" LP. As an added bonus, PolyGram offers a medley of edited cuts from the album on the B-side as an introductory sampler.



**THE BENDETH BAND** (Ensign/RCA JH-13047)  
**I Was There** (3:33) (Dizzy Heights Music Publishing Limited-MCPS) (R. Boyer, D. Bendeth) (Producer: D. Bendeth)

David Bendeth's diverse unit comes up with more sophisticated pop/R&B on the second single from the aggregation's debut LP. Grounded in a kick drum-steady dance beat, the tune takes flight with some high register harmonies and Bendeth's funky fretboard work. For both pop and B/C lists.

**FULL MOON** featuring Neil Larsen & Buzz Feiten (Warner Bros. WBS 50021)

**Brown Eyes** (3:26) (Buzz Feiten Music-BMI/NT Music/Easy Money Music-ASCAP) (B. Feiten, M. Vieha, S. Bernardi) (Producer: T. LiPuma)

The decidedly rock-oriented fusion structure of Full Moon serves Larsen & Feiten well for this move from the light pop/jazz sound of previous efforts into hard-bitten guitar and heavily-percussive piano and rhythm. South of the border accent.



**THE BOYS BAND** (Elektra E-47406)  
**Please Don't Stop Me Baby (I'm On Fire)** (3:23) (House Of Gold Music, Inc.-BMI/Bobby Goldsboro Music, Inc.-ASCAP) (J. Slate, L. Keith, S. Pippin, A. Roberts) (Producer: P. Granet)

The aptly-named Boys Band has quite a legacy of hitmaking to live up to, seeing as how backing vocalist Rusty Golden is the son of Oak Ridge Boys' Bill Golden and each member has played with the Oaks. This lilting midtempo pop vocal effort is an auspicious start.



**GENE COTTON** (Knoll KS-5002)  
**If I Could Get You (Into My Life)** (2:50) (Knoll Music-ASCAP) (G. Cotton) (Producer: G. Cotton)

One might describe the second single from the "Eclipse Of The Blue Moon" LP as pop/country or country/pop, but the fact of the matter is that Cotton's bopping, southern-styled effort is mass appeal. From the full-bodied organ swells to the lightly swaying beat, it's an across-the-board treat.



**STELLA PARTON** (TownHouse 1056)  
**I'll Miss You** (3:14) (My Mama's Music-BMI) (B. Teague) (Producer: M. Williams)

In the country arena, Stella had trouble avoiding the shadow of her famous sister but working with uptempo pop, such as that found on her TownHouse debut single, she may have finally found her niche. Despite the brassy, dance-oriented arrangements and heavy production, her vocals impart the same genuine simplicity and honesty that Dolly has come to be known for.

FEATURE PICKS

HITS OUT OF THE BOX

**CLIMAX BLUES BAND** (Warner Bros. WBS 50018)  
**Breakdown** (3:58) (Climax International Ltd. d/b/a C.B.B. Music-ASCAP) (Holt) (Producer: J. Ryan)

CBB's Derek Holt, who came into his own with "I Love You," starts off in more of the ballad style of that song but suddenly sequesters into a charging rock beat on this cut from the "Lucky For Some" LP. A jolting entry for pop.

**LE ROUX** (RCA JH-13059)  
**Nobody Said It Was Easy (Lookin' For The Lights)** (3:30) (Screen Gems-EMI Music Inc./Lemed Music Co.-BMI) (T. Hselden) (Producer: L. Medica)

LeRoux has taken the "Louisiana" from its moniker and gone to a slicker production along the lines of the florid heartland constructions of a Styx or REO, as exemplified by this cut from the "Last Safe Place" LP.

**WAR** (RCA JH-13061)  
**You Got The Power** (3:59) (Far Out Music, Inc.-ASCAP/Milwaukee Music, Inc.-BMI) (S. Allen, H. Brown, J. Goldstein, L. Jordan, L. Oskar, L. Rabb, H. Scott) (Producers: J. Goldstein, L. Jordan)

WAR has a new label but the groove remains the same. It's more quality dance work in the style that's become so funkily familiar. Lots of sharp, high-end punch here from the veteran act and clubs will lap it up.

**TERI GONZALEZ** (Becket BKA-45-10A)  
**Treat Yourself To My Love** (3:37) (Fools Prayer Music, Inc./Crown Heights Affair Pub. Co.-BMI) (R. Reid, W. Anderson, A. Wilson) (Producers: R. Reid, W. Anderson)

The producers of both Unlimited Touch and France Joli style this former background singer's jazzy vocals around hot 'n' heavy dance music arrangements. Lighting up Northeast club floors.

**THE PLATTERS** (Antler R-6574)  
**I Do It All The Time** (4:40) (AMC Music Inc.-ASCAP) (B. Ram) (Producer: B. Ram)

That group with "The Magic Touch," or the midas touch since it earned 13 gold singles and three gold LPs, is back with more of their dramatic vocals and harmonies. This effort is easily as good as recent ones by the Chilites and others from the era of R&B high harmony.

**JIGSAW** (Elektra E-47401)  
**You Bring Out The Best In Me** (4:10) (Bubbly Music Inc.-ASCAP) (Findon, Myers) (Producer: B. Findon)

A dreamy, dazzling intro sets the stage from some angelic R&B vocals that not only recall but technically improve on the sounds of people like the Stylistics, et al. Gorgeous, choir-like R&B.

**THE KIDS FROM FAME** featuring Valerie Landsburg (RCA JH-13054)  
**Hi-Fidelity** (2:44) (Koppelman-Bandier Music Corp.-BMI) (E. Levine) (producer: B. Fasman)

This has a slick television theme style that brings Mike Post to mind and it's little wonder, since it's taken from the NBC-TV series of Fame. Bright, sugary synthesizer pop.

**ZOOM** (Polydor/PolyGram PD-2197)  
**Love Seasons** (4:50) (Sextet Music Pub. Co./Zoom Eight Pub.-BMI) (Robinson, Gadson, Redmon, Hayes) (Producer: J. Gadson)

Zoom, like Central Line, is a classy R&B hopeful for PolyGram and it really shines on the more sensual, delicate ballads, such as this one from the "Saturday, Saturday Night" LP.

**CREME D'COCOA** (Venture V-140)  
**I Will Survive** (3:58) (Perren/Vibes Music Inc.-ASCAP) (D. Fekaris, F. Perren) (Producers: T. Camillo, C. Barker)

The Gloria Gaynor disco smash is a natural for Creme D'Cocoa only the tables are turned as the male vocal is a surprising but effective twist. The arrangement is lighter, perhaps a dash more Latin-flavored. Take a shot on this B/C.

**JIMMY CASTOR** (Salsoul S7 7018)  
**Anyway, Anywhere, Anyhow** (3:32) (Lucky Three Music Pub./Shell Music Pub.-BMI) (J. Castor) (Producers: J. Castor, G. Thomas)

With a honk of his sax, Castor gets back to the heavy street funk sound on this Salsoul waxing. The bass line here is guaranteed to work on the feet like a dose of James Brown.

**OLIVIA NEWTON-JOHN** (MCA 52000)  
**Make A Move On Me** (3:17) (John Farrar Music/Snow Music-BMI) (J. Farrar, T. Snow) (Producer: J. Farrar)

**BARBRA STREISAND** (Columbia 18-02717)  
**Memory - the theme from Andrew Lloyd Webber's Musical "Cats"** (3:52) (The Really Useful Company Limited/Faber Music Limited/Trevor Nunn c/o Set Copyright Ltd., admin. in the U.S. and Canada by Koppelman-Bandier Music Corp.-BMI) (A.L. Webber, T.S. Eliot, T. Nunn) (Producer: A.L. Webber)

**GEORGE BENSON** (Warner Brothers WBS 50005)  
**Never Give Up On A Good Thing** (3:58) (O'Lyric Music/Blackwood Music Inc.-BMI) (T. Shapiro, M. Garvin) (Producer: J. Graydon)

**DOLLY PARTON** (RCA JK-13057)  
**Single Women** (3:31) (Least Loved Music/Velvet Apple Music-BMI) (M. O'Donoghue) (Producers: D. Parton, G. Perry)

# NEW FACES TO WATCH

## The Blasters

"There's been folk movements, blues revivals and all sorts of different things that have affected people, inspired them to go back and discover the history of music in this country," says Phil Alvin, lead singer of L.A.'s current back-to-basics success story The Blasters. As if on cue, Alvin's brother Dave, the kerchief-sporting lead guitarist and chief songwriter for the roots-conscious quintet, completes the thought, adding, "We're not saying we're the only ones doing it. We just do it in a way that's different."

The Blasters have been together since March of 1979 but, due to heavy critical praise for its self-titled Slash LP, as well as its concert and club dates, the band's career has just started to take off. The acclaim has not come because The Blasters are rockabilly or blues resurrectionists, despite the fact that its album is chocked full of raw, meaty covers of tunes by artists from Bo Diddley to Sunnyland Slim and Little Willie John. Like the band it's most commonly compared to, Creedence Clearwater Revival, The Blasters have cultivated a strong, identifiable sound — unforced, unpretentious and honest — that remains true to the spirit of the music it evokes.

"Even when we started — doing just covers — we had a sound," notes Alvin. "We eventually developed our own melodies, combining Dave's songs with my voice."

Five long-time friends from the sleepy hamlet of Downey, Calif. on the outskirts of L.A. County, The Blasters — which includes drummer Bill Bateman, bassist John Bazz and keyboardist Gene Taylor, as well as the Alvins — each took their early inspiration from scratchy 78s and 45s filled with the sounds of pre- and post-war blues, Sun-era rockabilly and early rock 'n' roll. According to Phil Alvin, "We had cousins who turned us on to records by people like (blues artists) Sonny Terry and Brownie McGhee, or Big Joe Turner. Then Dave got a record by John Mayall, and I got a record by Canned Heat, and we discovered other people, white acts, were making blues records. We knew then that we could do it, too."



There were dues to pay. Phil Alvin worked as a math teacher while Dave was a fry cook. Each member played in a long succession of different bands; by his own count, Bateman was in some 38 groups. They started as a quartet, since Taylor was initially in Canada with Ronnie Hawkins, doing numerous local dates and, eventually, cutting a thinly-produced LP for the rockabilly-oriented Rollin' Rock label. Although it sounded like little more than a demo, the album spawned several Blasters classics, like the title cut, "American Music," and "Marie, Marie," which became a hit in the U.K. and Europe for pop/rockabilly artist Shakin' Stevens.

"It certainly didn't hurt for another person to have a hit with one of our tunes, but it was frustrating," states Dave Alvin. A series of circumstances, however, saw the band's fortunes change for the better. Members of Queen caught the group live and asked them to open a series of West Coast arena dates. Although the response from Queen fans was less than favorable, the group was undaunted. Now, press and word-of-mouth is filling every club date, and the LP is already past 34,000 in sales with only limited distribution. The majors who once turned the group down flat are all bidding.

"We're in transition right now," explains Phil Alvin. "We were just a band that could make a good living in L.A. and break even on the road, but all that has changed. Now we're talking about TV, *Fridays*, *Bandstand*, and movies, in addition to a recording deal. But whatever we do has to get the feeling of the band across. Too much hype or the wrong sort of promotion could kill this band. After we've worked so hard, we're not going to let that happen."

## Initial 'Hat' Awards Ballots Mailed To ACM Members

LOS ANGELES — Multiple nominations for a number of acts highlighted the initial list of nominees sent out last week for the 17th annual Academy of Country Music (ACM) "Hat" Awards. Featuring 10 initial nominees in 10 general categories, nine instrumental categories and two band categories, the list was compiled by the ACM Nominations Selection Committee, based on such factors as recording and performance achievements during 1981.

Deadline for the first round voting is Feb. 26. Ballots should be returned to the accounting firm of Dwight V. Call. Final ballots, featuring the top five finalists in each category, will be mailed out to the 2,600 voting members of the ACM on March 12.

The awards ceremony will be held at Knott's Berry Farm in Buena Park, Calif. April 29. The show will be produced by the Dick Clark Co. for national broadcasting over the NBC-TV network.

### Multiple Nominations

Among the many acts with multiple nominations are such top sellers as Barbara Mandrell, Dolly Parton, the Oak Ridge Boys, Alabama, Hank Williams, Jr., Merle Haggard and George Jones. In addition to the established categories (minus the Country Motion Picture of the Year, which was dropped this year), Hat Awards will also be given in Radio Station, Country Disc Jockey and Country Night Club categories. These three awards will be voted upon by the music industry trade publications and country promotion personnel at the labels.

Finally, two special awards will be given at the show. The Pioneer Award will

recognize "outstanding and unprecedented achievement in the field of country music," and the Jim Reeves Memorial Award will go to "the person or persons who made substantial contributions towards furthering international acceptance of country music during the year," according to the ACM.

The complete list of initial nominations is as follows:

**Entertainer of the Year:** Alabama, Merle Haggard, Willie Nelson, Dolly Parton, Kenny Rogers, Mickey Gilley, Barbara Mandrell, Oak Ridge Boys, Eddie Rabbitt, Statler Brothers.

**Top Female Vocalist:** Rosanne Cash, Crystal Gayle, Loretta Lynn, Charly McClain, Sylvia, Lacy J. Dalton, Emmylou Harris, Barbara Mandrell, Dolly Parton, Dottie West.

**Top Male Vocalist:** Mickey Gilley, George Jones, Willie Nelson, Kenny Rogers, Conway Twitty, Merle Haggard, Ronnie Milsap, Eddie Rabbitt, T.G. Shepherd, Hank Williams, Jr.

**Top New Female Vocalist:** Judy Bailey, Tammy Cline, Terry Gregory, Tricia Johns, Diana Pfeifer, Kippi Brannon, Peggy Forman, Donna Hazzard, Juice Newton, Judy Taylor.

**Top New Male Vocalist:** Earl Thomas Conley, Lee Greenwood, Gary Morris, John Schneider, Bobby Smith, Rodney Crowell, Kieran Kane, Eddy Raven, Ricky Skaggs, George Strait.

**Top Vocal Duet:** Rex Allen & Margo Smith, R.C. Bannon & Louise Mandrell, David Frizzell & Shelly West, Waylon Jennings.

(continued on page 22)

## Rolling Stones Tour Success Fuels Promoters' Optimism

(continued from page 5)

he said. "We're looking to have our best year since 1979!"

Business fell off for Avalon in 1980-81, though not as badly as in other regions due to L.A.'s primary concert market status. But the last hundred days in 1981 brought forth an equal number of shows. And while concert action typically shuts down totally in January and February, Avalon had 14 shows in January, 20 set for February and has already set 11 for March. Outdoor activity this summer (Avalon has four outdoor concerts scheduled so far) could be better than the last three or four years, offered Murphy, who cited acts like Ozzy Osbourne, Pat Benatar, AC/DC and Foreigner as catalysts for the turnaround in concert action.

Also happy with the way things are is Chuck Morris, vice president of Feyline Presents in Denver, which has enjoyed a far better winter than anticipated. "We expected death warmed over and braced ourselves for the worst," said Morris, "but we ended up with our best winter in six or seven years."

### Greater Selectivity Pays Off

Morris attributed Feyline's success both to Colorado's relatively healthy economy and to a greater selectivity in booking, even including novel bookings such as Marcel Marceau and the Chinese Magic Circus to pick up any slack. "You just can't wait for rock 'n' roll bands to tour," he explained.

In Atlanta, Alex Hodges, president of Empire Agency, is also putting more thought into the events he promotes. "You can't just throw stuff out there anymore," said Hodges. Packaging techniques for drawing more customers now being considered at Empire include increasing line-ups to three acts, lowering ticket prices, showing greater care in choosing dates, paying more for advertising and, perhaps most important, hiring better opening acts. "The public wants a sense of importance

in first bands," added Hodges. "They want to see memorable bands, comers — not unknowns slapped on as favors. The insensitivity to audiences in putting on nobodies as opening acts has got to go. We have to spend more money on opening bands that people want to see."

### Strong Openers A Must

"Kids are coming for a full evening of entertainment," offered Bruce Moran, associate producer of Monarch Entertainment Bureau in West Orange, N.J., adding that he and his associates are trying to reinstitute, like Hodges, the old policy of three-act shows. "You've got to give kids their money's worth. Big headliners don't like it (three-act shows), but we're trying to convince them."

Monarch, which handles the Capitol Theatre in Passaic and some 90% of the shows at the Meadowlands, reports a slow spring, though not as bad as last year's. To pick up the pace it is resorting to what Moran terms "gimmickry," which actually turns out to be more like smart scheduling — for example, a "New Jersey Rock 'n' Roll Revue" featuring Clarence Clemmons, Ronnie Spector and three popular local acts. A "Return to the Psychedelic '60s" with Jorma Kaukonen and other complementary acts is also in the works.

Back in L.A., Avalon's Murphy agreed that complementary packaging is a must and pointed to his Rainbow/Pat Travers sellouts, which sold out in record time, as the way of the '80s. Murphy added that in the late-'70s, headliners could get away with just a \$500 opening act. Now, he said, promoters must "take a headliner with varying strengths and put it with a complementary act."

On the promotional side, Monarch is utilizing posters and flyers and is advertising in smaller youth-oriented papers as new methods of getting the word out.

(continued on page 12)

## CBS Agrees To New Mechanical Rate

NEW YORK — After extensive discussion within its record division, CBS has agreed to make mechanical royalty payments at the new four cent rate set by the Copyright Royalty Tribunal (CRT) in December 1980. The CRT decision applied to all records and

### Indies At MIDEM

(continued from page 6)

marked increase in the participation by various rights groups like ASCAP, BPI (from the U.K.), SACEM (from France) and many others.

Aside from the business dealings, a number of seminars were held during the week. The International Federation of Phonogram and Videogram Producers (IFPI) sponsored two — one on worldwide anti-piracy efforts and the other on coping with the new technologies. At the anti-piracy seminar, Nesuhi Ertegun, president of IFPI and WEA International, reviewed anti-piracy efforts around the world on one hand and predicted that worldwide business could climb as much as 30% during 1982 on the other (*Cash Box*, Feb. 6).

Another IFPI seminar on new and developing technologies seemed particularly appropriate as new technology was the theme that MIDEM organizer Bernard Chevry had chosen for the festival, having made video equipment available to any standholder who wished it. Industry lawyers argued over the relationship of video to records, trying to achieve some basic understanding on which to base video royalties at the IFPI debate. Another subject for discussion was the improve-

(continued on page 19)

tapes made and distributed on or after July 1, 1981.

In addition, CBS has also agreed that the new rate will become applicable to records on the market prior to July 1 after an agreed upon sell-off period. The company had originally said that it would seek an overturning of the new mechanical rate.

Albert Berman, president of the Harry Fox Agency, reported that CBS had agreed to make payments at the new rate for the fourth quarter of 1981 on or about Feb. 15. He added that payments for the third quarter of 1981 had been made at the old rate of two and three-quarter cents and would have to be revised for titles covered under the new rate.

In addition, Berman told *Cash Box* that while the agency still doesn't know if all other record companies will comply readily with the new rate, he said he was pleased by CBS's decision, and hoped that any litigation over when the new rates became effective could also be avoided with other labels. A number of record companies have already made royalty payments at the four cent rate for records and tapes made and distributed on or after July 1.

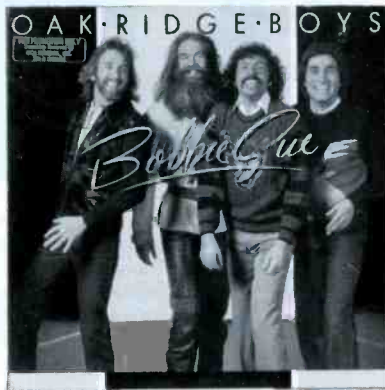
The new rate of four cents, or three-fourths of one cent per minute of playing time, whichever is larger, was adopted by the CRT in December 1980 and was affirmed by the United States Court of Appeals for the District of Columbia Circuit in June 1981. The CRT provided that the rate would be effective for all records and tapes made and distributed on or after July 1, 1981. The Court of Appeals decision upheld both the new rate, and the July 1 effective date.

HITS OUT OF THE BOX

HITS OUT OF THE BOX

**BOBBIE SUE** — Oak Ridge Boys — MCA-5294 — Producer: Ron Chancey — List: 8.98 — Bar Coded

Just four weeks out of the box, the title cut of the Oak Ridge Boys' latest album has already cracked the Top 20 of the **Cash Box** Country Singles chart and the Top 50 of the Pop charts. Few acts in the business today are as versatile as this four-member ensemble — it's scored big in gospel, country and, most recently, pop, with the #1 single, "Elvira." As the only group in many years to have chart-topping records in country, gospel and pop, new songs like "I Wish You Were Here (Oh My Darlin')," "Doctor's Orders" and the title track could very well establish the Oaks as one of today's most popular recording groups.



**RENEGADE** — Thin Lizzy — Warner Bros. BSK 3622 — Producers: Thin Lizzy and Chris Tsangarides — List: 8.98 — Bar Coded

These four Irish rockers are back with another collection of heavy tunes infused with a raw, street tough sensibility. Since emerging as a force to be reckoned with during the mid-70s, the Thin ones have had their share of hard luck — personnel changes, injuries and illnesses — but have always managed to bounce back with more energy, and this LP is no exception. Each cut sizzles with excitement, thanks primarily to the pyrotechnics generated by the band's newest member, lead guitarist Snowy White.



**COWBOYS AND ENGLISHMEN** — Poco — MCA-5288 — Producer: Mike Flicker — List: 8.98 — Bar Coded

A novel concept from this country-rock band that carries on the legacy of Buffalo Springfield, each cut on the LP is flavored with either a pure country or, interestingly, a British rock sound. Although only two members of the original band — Paul Cotton and Rusty Young — remain, the unit sounds as solid as any country band on the market. Tracks deserving attention include "Cajun Moon," an ode to the back country of Louisiana and the pseudo-pub pop tune "The Price of Love." Programmers may want to check out the entire album for its possible crossover potential.



**MESOPOTAMIA** — The B-52's — Warner Bros. Mini 3641 — Producer: David Byrne — List: \$5.99 — Bar Coded

The quirky space cadets from Atlanta originally blasted onto the charts with tunes about life in the lunar lane, but with this all-new mini-LP, the band departs Planet Claire and travels to Mesopotamia, Earth's cradle of civilization, with ancient tribal rhythm patterns. Produced by head Talking Head David Byrne, "Mesopotamia" marks a major departure from the group's previous efforts, replacing the dance-oriented outer limits sound with a more restrained, chant-like tone. AOR should especially lend an ear to "Cake," "Deep Sleep," and the title track.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

**ME CHANIX** — UFO — Chrysalis CHR 1360 — Producer: Gary Lyons — List: 8.98 — Bar Coded

Undoubtedly one of the leaders in the field of raucous rock, UFO's landings on vinyl are noted for relentless, adrenaline-pumping axe work and lead singer Phil Mogg's gutsy vocals. This latest addition to the group's catalog delivers a solid dose of heavy metal thunder throughout and should receive considerable airplay on nearly every AOR station around.



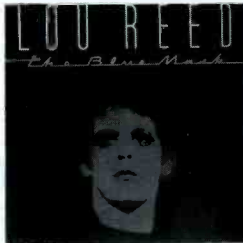
**SMALL CHANGE** — Prism — EMI ST-12184 — Producer: Carter — List: 8.98 — Bar Coded

In the seven years since its inception, Vancouver-based rock 'n' roll quartet Prism has been a top drawing act in the Northwest. This band boasts the powerful range of new lead vocalist Henry Small, and his keen ability is formidable. With Small's entry into the group, though, it has dropped the surging, hard-driving edge in favor of a more relaxed, mellow tone. It hasn't gone soft by any means, just a little less rough and a lot more sophisticated. Pour a Molson and settle back for tunes sung in a sensitive and satisfying way, eh?



**THE BLUE MASK** — Lou Reed — RCA AFL1-4221 — Producers: Lou Reed and Sean Fullan — List: 8.98 — Bar Coded

The original hero of New York's character fringe, Reed has been walking on the wilder side of life for quite a while, and longtime fans will be glad to hear that on his latest album Reed deals with death, dope and decadence in much the same way as on his earlier recordings. A sharp production job and cynical, albeit insightful, lyrics make this current offering of metal machine music worth more than a single listen.



**SUNSET SUNDOWN** — The Burrito Brothers — Epic/Curb FZ 37705 — Producer: Michael Lloyd — List: 8.98 — Bar Coded

With a clear idea of the direction it wants to take, the Burrito Brothers band seems to have finally taken shape and jelled with this album. The best way to describe it is contemporary country in the finest sense of the word. The cuts feature some nice sax, courtesy of Tom Scott, and some wonderful harmonies. A thoroughly enjoyable album, some of the top cuts include "Run To The Night," "If Something Should Come Between Us (Let It Be Love)" and "How'd We Ever Get This Way."



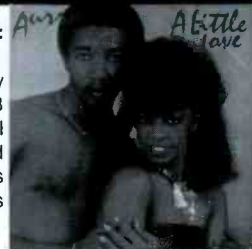
**PRECIOUS FRIEND** — Arlo Guthrie and Pete Seeger — Warner Bros. 2BSK 3644 — Producer: John Pilla — List: 14.98 — Bar Coded

This two-LP concert package was recorded during four separate shows featuring the durable folk duo and includes everything from Seeger's sensational yodeling to Arlo's homespun narrative concerning the neutron bomb. There are few original songs here; it's rather a feast of tunes from such legendary folkies as Harry Chapin, Lee Hays and Arlo's dad, Woody Guthrie. This is wholesome, emotionally rendered music that stresses commitment to brotherhood and freedom.



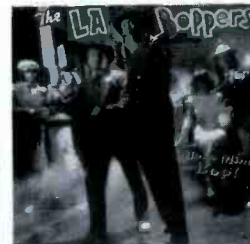
**A LITTLE LOVE** — Aurra — Salsoul SA 8551 — Producer: Stephen C. Washington — List: 8.98 — Bar Coded

The third album from this quintet of young, contemporary performers is spiced with a fair share of funk, a helping of R&B and a couple of mid-tempo ballads evoking a warm, sensual mood. While the group had its origins as a brass-oriented combo dubbed Slave back in the late-'70s, the new decade has seen the band take on a new identity influenced by artists as diverse as Bob Marley, Foreigner and The Beatles.



**MAKE MINE BOP** — The L.A. Boppers — MCA MCA-5281 — Producer: Augie Johnson — List: 8.98 — Bar Coded

Take a five-piece horn section known as the "Boppin' Brass" and mix well with a funky rhythm section recalling 1940s jazz arrangements, add a dash of jumpin' R&B, and you'll come up with this group, which slyly calls the brand of music it plays "R&Be-Bop." This is the third album from the brass-buzzed brainchild of Side Effect leader and producer Augie Johnson, who uses his keen sense of studio know-how to elicit a clean, hipper-than-thou sound.



**CONDUCTOR** — Montage MLP-72500 — Producer: Stuart Alan Love — List: 5.98

While some may be tempted to characterize vocalist Judy Comden as simply one in a long line of Pat Benatar/Debbie Harry clones, this power pop EP is filled with hooks that radio programmers should bite onto with ease. A wall of synthesized sound on some cuts helps smooth the rough edges off this debut effort, but ultimately it's Comden's lusty crooning and Phillip Minardi's frenetic keyboard fingering that give this disc its heart and soul.



**HOT AND NASTY** — Saint Tropez — Destiny DLA-10004 — Producers: Laurin Rinder and W. Michael Lewis — List: 8.98

This female trio attracted a strong following during the disco era, and with its debut album on Destiny continues the tradition of technically proficient, glossy dance music. The hottest cuts on this LP, however, aren't the disco tunes but the R&B numbers like "I've Been Watching You" and "Save This Night for Love." Especially worthwhile is the Motownish ditty "Bein' With You," which will undoubtedly conjure up memories of vintage Supremes.



**THE CHANGE HAS COME** — Chubby Checker — MCA MCA-5291 — Producer: Evan Pace — List: 8.98 — Bar Coded

Although he popularized one of the most sweeping dance crazes in musical history, Chubby Checker hasn't been able to break out of his image as a rock 'n' roll revivalist act. The man who made the Twist an international fad back in the '60s attempted a comeback in the early '70s, and with the start of the '80s seems ready to try again. Lush production here sometimes overshadows the R&B-flavored rocker's voice, but he does come through with some successful tunes.



## Rolling Stones Tour Success Spurs Promoters' Optimism

(continued from page 8)

As in New Jersey, Contemporary's Zuckerman reported that touring in St. Louis has been down this spring, though only slightly. Overall his business has not suffered because of better grosses on some shows.

### New Opportunities

In Detroit, Rick Kay, owner of Brass Ring Prods., also noted a slight drop in number of shows, with "banner" acts that usually go out every nine months or so staying out of the market. But he added that this only opens things up for more new headliners and encourages promoters to compensate by expanding their territory from local to regional coverage.

One of the few promoters to voice misgivings about concerts present and future was Bill Graham at Bill Graham Presents in San Francisco. Graham, fresh from conducting the Stones tour, was mainly concerned that supergroups like the Stones, Led Zeppelin and Pink Floyd don't tour as frequently anymore, and that major acts like Foreigner, Journey, AC/DC, Rod Stewart and the Police are already out promoting albums, thus leaving a gaping hole in the spring/summer tour picture yet to be filled.

"The next six-to-seven months is somewhat spotty because of the acts that have already toured," said Graham. "Also, it's difficult for new groups with only their first or second albums to go out due to road expenses and the lack of company help. A lot still depends on releases in the spring. Let's hope acts like Queen, Rush, Kinks, Bob Seger, Billy Joel, Neil Young and Kenny Rogers go out. But right now there's no indication."

According to Graham, a lot of the big names no longer tour regularly because the road has lost its lure. Also, family interests and responsibilities have grown in importance to maturing rock stars. Still, Graham sees plenty of new acts breaking through to fill the void and named the Go-Go's, Pat Benatar, Sammy Hagar, the J. Geils Band, Manhattan Transfer, Loverboy, Quarterflash, Dan Fogelberg and Billy Squier among likely candidates for the next big concert draws.

### New Acts in L.A.

New acts are also heavy on the mind of Jim Rissmiller, president of Wolf & Rissmiller Concerts in L.A. Rissmiller, enjoying his best year since 1978, is using his

## Staten Island Man Is Indicted On Bootleg, Infringement Charges

NEW YORK — In the FBI's continuing battle against record bootlegging, John Greco of Staten Island, N.Y. was indicted on Jan. 14 after combined investigations by FBI agents in four cities turned up 64,000 alleged bootleg recordings and business records which he allegedly distributed. Greco was charged with six counts of criminal copyright infringement and six counts of mail fraud.

Greco, also known as John Green, had been doing business as RTO Record Distributors and Elvis World in Staten Island. He became a target for investigation following a series of raids on Aug. 14, 1980 at an Elvis Presley convention in Memphis commemorating the third anniversary of Presley's death.

The next day, agents of the Staten Island FBI office searched Greco's house and seized 50,000 albums, EPs and singles, together with Greco's business records. Then on March 12, 1981, FBI agents from the Brooklyn-Queens office seized 14,000 alleged bootleg recordings valued at \$140,000 from a Brooklyn warehouse occupied by Greco.

Country Club to develop such new, highly regarded acts as the Blasters and X. "We have to find acts to replace the big acts that don't tour every year," said Rissmiller, seconding Graham.

On the country scene, Charles Hailey, vice president of operations at Tulsa's Jim Halsey Company, is seeing "fantastic" club action for many of his new country acts, including Con Hunley, Terri Gibbs and David Frizzell & Shelly West. As for his bigger attractions like Merle Haggard, Don Williams, Roy Clark and Mel Tillis, Hailey reports that they have equaled or exceeded last year's levels. Though some acts have been hurt by selectivity of the entertainment dollar, the Oak Ridge Boys, on the strength of the "Elvira" and "Bobbie Sue" singles, has doubled its gross from last year.

With summer fairs, festivals and theme park season in the firming up stage, Hailey reports a "real strong" outlook and hasn't seen any backing off on the part of buyers. Also predicting a hot summer is Morris of Feyline, who expects to stock Red Rock Amp-Theatre, 30 miles from Denver, with 40-50 concerts — by far the biggest summer in its history. He usually has 10-12 acts booked there by Feb. 1; this year 25 shows are already set, including the Grateful Dead, Larry Gatlin, Beach Boys, Santana and Loverboy.

### Stones The Key

If there is a single key to the seeming rejuvenation in the concert business now taking place, it is three magic words: The Rolling Stones.

"The Rolling Stones injected unbelievable life into the entire concert business," explained Contemporary's Zuckerman from St. Louis. "There were people at Stones concerts who hadn't gone to concerts in years, who had such a good time that they were encouraged to go to more. Especially oldsters who were reluctant to mix with the kiddies."

Zuckerman feels that the immensely favorable Stones experience for all ages will translate this summer into "brisk" concert business. "We all owe the Stones plenty," he said.

## CBS Seeks Judgement Against Rachel Music

NEW YORK — Columbia Special Products recently filed suit in the United States District Court for the Southern District of New York against Rachel Music Ltd. (formerly Leosong Music, Ltd.) of London, England, for a declaratory judgment. The action seeks a declaration that Rachel Music has no further right to deal in certain sound recordings including the Shirelles, B.J. Thomas, the Platters, Dionne Warwick, Gene Pitney and George Jones.

CBS, which is the successor in interest to Springboard International, Inc., gave notice terminating the rights of Rachel Music for failure to act and pay royalties. Rachel contested the termination.

Besides the judgment declaring that Rachel's rights are terminated, the action seeks an injunction against Rachel's continued dealings in the previously licensed sound recordings and an order directing Rachel to account to CBS and to pay royalties due under the license agreement, which was originally with Springboard.

## Sheet Music Society Holds February Meet

NEW YORK — The New York Sheet Music Society will hold its February meeting at the Songwriters Hall of Fame, One Times Sq. on Feb. 13. Between 1 p.m. and 2 p.m. buying and selling will take place in the board room and at 2:30 Herb Hurwitz, the rare music dealer will talk about collectible topics, writers and personalities.

**THE BIG MAN BUZZES THE BOX** — With his upcoming gig at Roseland this week, we were pleased to shoot the breeze with **E Street Band** saxophonist **Clarence Clemons**. Although he's found fame and fortune with **Bruce Springsteen**, Clemons has not been content to lay back on his laurels, choosing instead to devote his time away from the group pursuing his own projects. Chief among them have been the opening of his club in Red Bank, N.J., **Big Man's West**, and the formation of his own touring band, the **Red Bank Rockers**. The 11-piece group has been touring up and down the East Coast for the last few weeks, using **Big Man's West** as their home base. When we spoke with Clemons he was ensconced in his most natural habitat, a motel room in Richmond, Va. "Once you get into being on the road, it's hard to stop," he said. "A lot of things just fit together



**GOING PLACES** — Ze recording artist **Kid Creole**, a.k.a. **August Darnell**, works out with the **Coconuts** during a recent performance at the **Ritz** in New York City. **Cash Box** photo by **Hank Guild**.

with this band. I met these great guys with the same ideas, and I've got the club so there's a place to rehearse. There was nothing to do but do it." Although Clemons plays the arenas when he's with the **E Streeters**, he's kept his band in smaller venues, opting for club gigs exclusively. "It's fantastic — it's the other side of the coin, y'know? I like the personal contact. We also play at my club every Sunday, and it's a lot of fun, the audiences have just been fantastic. We're doing basically an R&B, rock 'n roll thing — every song I ever loved and a few originals. It's a super dance band. I mean, we're talkin' about goin' crazy." Clemons' cohorts in craziness should have no trouble keeping pace with him, as their credentials suggest a similar addiction to life on the road: bassist **Harvey Brooks** of **Electric Flag** fame; drummer **Jack Scaringela** worked with the **Rascals**, **Blood Sweat & Tears**, **Laura Nyro** and **Keith Richards**; keyboardist **Jeff Levine** from the **Chambers Brothers**; guitarists **Billy Ryan** and **David Landau** worked with **James Cotton** and **Warren Zevon** respectively; horn man **Collin Tilton**, who heads up the four-piece section, has also worked with **James Cotton** as well as **Van Morrison**, and **Etta James**; and **Vinnie Tito**, **Ronnie Lankome** and **Tommy Meares** round out the section. "I saved him from Atlantic City," Clemons said of trombonist Meares. "He was on his way down there to play in a show band when he stopped by the club for a drink." Handling vocals is **Jon Bowen**, a buddy from Clemons' college days. Although the **Red Bank Rockers** were just a way to keep doing what he likes, the leader said that things are "starting to snowball," and getting into the studio is becoming an eventuality. "But right now we're just having a good time," relates Clemons. "Y'know, I was in the club one day and I heard 'Try A Little Tenderness' done in a disco version and I couldn't believe it. It kinda hurt me — that a kid can grow up and not feel it. That's a song of feeling and that's what seems to be getting lost these days with the new wave and everything. We're losing touch with reality. So that's what we're doing, going back and pullin' all these songs." But Clemons adds that his parties are not for the faint hearted: "We wanna tell everybody to bring their seat belts."

**FROM THE NEWS DESK** — New York club maven and style broker **Jim Fouratt** bowed his new **Danceteria** last week. In the past, Fouratt operated the **Peppermint Lounge** and **Studio 54** and has long sought to re-open his briefly lived **Danceteria**. The new three-floored, 650-capacity club kicked off with **R.E.M.** and **Rough Trade**, looking to make its place in the new and developing act circuit. Incidentally, Fouratt told *The Daily News* that the club will only admit people who exude a certain "Manhattan style." Ain't we grand . . . **Bob Marley's** widow **Rita** has signed with **Shanachie Records**. First release is "One Draw," a 12-inch, with an LP entitled "Who Feels It, Knows It" set to hit soon . . . **Laurie Anderson**, Warner Bros. poet turned media darling has a pull-out flexi-disc in the February issue of *Artforum* magazine. The five-minute track, "Let X=X" also comes with a do-it-yourself sleeve . . . Novelist **Jerzy Kosinski** has set his sights on the record industry. His new novel, *Pinball*, centers around a search for a reclusive rock star named **Goddard**, and is dedicated in part to the late **Goddard Lieberson**. More about the book next week . . . A documentary on singer **Ronnie Hawkins** aptly titled *The Hawk* has been completed . . . **Joe Simon** and **Leon Pendarvis** are in Jericho Sound Labs producing R&B group **The Syndicate** . . . **PVC Records** has inked the **Bongos**. Their debut album, "Drums Along The Hudson," will ship next month . . . Stiff distributed **MSI** records has slated **Hurricane Jones's** debut single, "He's My Guy" for a Valentine's Day release . . . We told you last week about **Doobie Brother Mike McDonald** dropping by **AI Green's** church. Now it seems that **Solomon Roberts, Jr.** of **Sky** has been pressed into service for a church fund-raising dinner. Roberts' connection is more than happenstance, though. His father's the minister . . . **Jamie Bernstein**, daughter of composer/conductor **Leonard Bernstein** has garnered a few press notices of her own from time to time as a punk/pop musician and actress. She's presently in the studio cutting an EP featuring **Tony Fler** of the **Lounge Lizards**, **Shem Guiborry** of the **Steve Reich Ensemble**, **Jeff Southworth** of **Hall & Oates**, **Paul Glanz** of **Roy Buchanan** fame, **Naux** from **Nona Hendryx's** band, and **David Shapiro** of **Robin Lane & the Chartbusters** . . . Although **Monarch Entertainment** mogul **John Schor** has just inked a unique, multi-year video production deal with **RCA Selectavision**, he's clearly not looking to put all his eggs in one basket. His outfit has just signed **Dave Edmunds** to an exclusive personal management contract . . . Since the publication of his biography of **Elvis Presley**, author **Albert Goldman** has been taking more than a few critical shots. It can't be hurting **Goldman's** market value too much, though: **William Morrow** and **Bantam Books** have just purchased the North American rights to a yet-to-be written full-length biography of **John Lennon**.

**MUSICIANS CALL FOR DISARMAMENT** — The steps of the United Nations in New York will be the site of what is shaping up to be a major musical event as representatives from all genres of music are uniting to voice their protests against the proliferation of nuclear weapons. It's all a part of the United Nations second special session on disarmament, which begins June 7. The focal point of the event will be June 12-14, when prominent recording artists from around the country will come together to perform **Beethoven's Ninth Symphony** on the steps of the UN. Musical artists who will participate in the event include **Lena Horne**, **Carly Simon**, **Stevie Wonder**, **Peter Yarrow**, **James Taylor**, **Nashville's Afrikan Dreamland** and the **New York Philharmonic Orchestra**. The event is still in the formative stages, but more information can be obtained from **Joseph Eger** at (212) 873-2872; or **Arts Alive** at (212) 874-3415.

fred goodman



# GOSPEL

## TOP 15 ALBUMS

### Spiritual

		Weeks On 2/6 Chart
1	<b>GO</b> SHIRLEY CAESAR (Myrrh MSB 6665)	1 15
2	<b>HIGHER PLANE</b> AL GREEN (Myrrh MSB 6674)	2 12
3	<b>EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA</b> (Myrrh MSB-6691)	3 19
4	<b>WHERE IS YOUR FAITH</b> JAMES CLEVELAND & THE SO CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7066)	8 21
5	<b>IS MY LIVING IN VAIN</b> CLARK SISTERS (New Birth 7056)	6 41
6	<b>LOOK TO JESUS</b> PATRICK HENDERSON & THE WEST ANGELES COGIC SANC. CHOIR (New Pax NP 33042)	10 3
7	<b>INTRODUCING THE WINANS</b> (Light 5792)	4 25
8	<b>WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656)	11 9
9	<b>CLOUDBURST</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	9 53
10	<b>I LOVE JESUS MORE TODAY</b> TRINITY ALL-NATIONS CHOIR (Savoy SL 14599)	— 1
11	<b>LORD, I NEED A MIRACLE RIGHT NOW</b> SOLOMON BURKE (Savoy SL 14660)	13 3
12	<b>I MADE A STEP</b> INEZ ANDREWS (Savoy 14638)	12 3
13	<b>THE HAWKINS FAMILY LIVE</b> WALTER HAWKINS (Light LS 5770)	5 59
14	<b>UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594)	— 1
15	<b>SAINTS HOLD ON</b> SENSATIONAL NIGHTINGALES (Malaco 4373)	7 25

### Inspirational

		Weeks On 2/6 Chart
1	<b>AMAZING GRACE</b> B.J. THOMAS (Myrrh MSB 6675)	1 25
2	<b>PRIORITY</b> IMPERIALS (Dayspring DST 4017)	3 51
3	<b>I SAW THE LORD</b> DALLAS HOLM (Greentree R 3723)	4 9
4	<b>THE TRAVELER</b> DON FRANCISCO (New Pax NP 33106)	2 17
5	<b>UNFAILING LOVE</b> EVIE TORNQUIST (Word WSB 8867)	6 9
6	<b>COLLECTIONS</b> KEITH GREEN (Sparrow SPR 1055)	5 21
7	<b>THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025)	8 5
8	<b>AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677)	9 5
9	<b>AMY GRANT IN CONCERT</b> (Myrrh MSB 6668)	7 35
10	<b>JONI'S SONG</b> JONI EARECKSON (Word WSB 8856)	10 15
11	<b>FORGIVEN</b> DON FRANCISCO (New Pax NP 33042)	11 167
12	<b>BEST OF B.J. THOMAS</b> B.J. THOMAS (Myrrh/Word MSB 6653)	— 1
13	<b>BULLFROGS AND BUTTERFLIES</b> CANDLE (Birdwing BWR 2010)	12 75
14	<b>MY FATHER'S EYES</b> AMY GRANT (Myrrh MSB 6625)	13 61
15	<b>ANTSHILLVANIA</b> CANDLE (Birdwing BWR 2030)	14 11

### Benson Company, Zondervan Take Over U.K. Firm

NASHVILLE — The Benson Company here and the Zondervan Corp. of Grand Rapids, Mich., principals in the English firm of Marshall, Morgan & Scott Publications, Ltd., have announced the formation of Marshall Pickering Holding, Ltd. to take over Marshall, Morgan & Scott and the Scotch publisher/printer Pickering & Inglis.

The shareholders of the new company will remain the same, with William Fitch serving as chairman of the board and Andrew Gray as deputy chairman. David Payne, who served as managing director of Marshall, Morgan & Scott, has been named managing director.

As a result of this action, the Benson Company and Zondervan jointly hold approximately 28% of the stock in the new company. Robert R. MacKenzie, president of Benson, and Peter Kladder, president of Zondervan, represent these holdings on the Marshall Pickering board of directors.

Pickering and Inglis has been in operation since 1870, specializing in theological, devotional and children's books. It also owns and operates a number of retail bookstores, a mail order company and A. McLay & Co., a commercial printing operation in Wales.

Marshall, Morgan & Scott has published many leading Christian authors for three centuries, including D.L. Moody, C.H. Spurgeon, Campbell Morgan, F.B. Meyer, Matthew Henry and B.A. Torrey. Pilgrim Records and Coronation Music, divisions of the company, are also included in the realignment.

### Bread 'n Honey Releases Market Study Conclusions

by Susan Coker

NASHVILLE — Who listens to religious radio? In order to obtain an answer to this question and find out the interests of the record buying audience, Bread 'n Honey Records recently retained Mediamark Research, Inc. (MRI) to conduct the first national marketing survey of gospel radio listeners.

MRI, which performs syndicated field studies of American consumers twice a year, received its data from a sampling of 20,000 homes in specifically selected markets throughout the country. Bread 'n Honey wanted to learn the potential of religious radio as a tool to market its product, while assisting stations to develop its sales influence with major advertisers.

The label discovered that 44% of those who listen to religious radio are between the ages of 18 and 34; with the prime range being 25-34. Those over 45 years of age reported a 40% listening share of all those who listen to religious radio. Also, 20% of the listeners are single; 65% are married; and 39% are parents, with 15% being either widowed or divorced. Thirty-eight percent live in one or two person households and 61% live in three or more person households.

Of women who listen to religious radio, 39% work full time, while 14% work only part time, with some 47% being unemployed outside the home. The survey reported that approximately 2,500,00 people listen to religious radio.

**I'LL MISS YOU**  
THE NEW SINGLE  
FROM THE  
FORTHCOMING  
ALBUM.

**STELLA PARTON**

"IF YOU NEED TO  
THINK IT OVER  
THAT'S ALL RIGHT  
WITH ME"

STELLA PARTON  
*I'll miss you*

B-1056

PRODUCED BY

Milan Williams



Give the gift of music.

Marketed by Accord Records Corp.  
Distributed exclusively in U.S.A. by Capitol Records



## Regional VSRA Units Discuss Goals, Overall Organization At Local Meets

by Michael Glynn

LOS ANGELES — Two regional chapters of the Video Software Retailers of America (VSRA) held meetings last week — the Midwest group for its executive committee and the Southern California Retail Video Assn. for general membership. Discussions among the Midwest VSRA's executives included plans for final incorporation of the group, joint lobbying efforts in Washington on behalf of the organization and a national convention in Florida later this year. At the Southern California gathering, sales representatives of several major software companies explained the various rental plans and answered questions.

According to That's Entertainment's Mike Weiss, chief executive of the Midwest VSRA chapter, the executive committee of that group met Feb. 2 and jointly agreed that the first order of business for the new organization would be to complete the process of incorporation. That, added Weiss, means the group will initially be independent of both the National Assn. of Retailers of America (NARDA), which the group had announced it would be affiliated with, and the National Assn. of Recording Merchandisers (NARM), with which the Video Software Dealers of America (VSDA) is presently affiliated with.

"We started this thing as an independent group of video retailers, and I think that the general feeling now is to see if we can get it off the ground as one," said Weiss. "We've spent the money out of our own pockets because this is our industry, our business, and before getting involved with another trade group, we'd like to build our membership further and establish this organization. I talked to Jules Steinberg, executive vice president of NARDA, and asked him if they had a tough time getting off the ground, and he said that it nearly went broke its first year. Perhaps it will be as tough for us, but we have to look at the future."

### NARM To 'Step Aside'?

On the subject of two separate dealer/retailer groups, Weiss said that on behalf of the VSRA, he will be asking NARM executive vice president Joe Cohen to have his organization "step aside" in the interests of banding retailers together into one unified organization.

"Joe Cohen's done a wonderful job in his past four years with NARM, but that group is involved primarily in the record industry," stressed Weiss. "I don't think it can

## 'Lightnin' Hopkins, Country Blues Great, Dead At 69

LOS ANGELES — One of the great country blues singers and guitarists of all time, Sam (Lightnin') Hopkins, died Jan. 30 in Houston, Tex. of complications resulting from cancer. Hopkins, who would have been 70 this month, had a considerable impact on the development of rock guitar players during the 1960s and early '70s and popularized such songs as "Mr. Charlie," "Coffee Blues" and "Annie May."

Hopkins was reportedly in good spirits during the final days of his life, and even sang on his deathbed for nurses at Houston's St. Joseph's hospital.

Hopkins learned to howl the blues as a child in his native Texas and embarked on a career as a professional musician in the 1930s, employing an intense style which, in the words of New York Times reviewer Robert Shelton, "burgeoned into a subtle exploration of moods." In his 42 years of singing, Hopkins recorded over 200 singles and 10 albums, including "California Mudslide," "Keeps on Rainin'," "Hootin' the Blues" and "Gotta Move Your Baby."

properly address itself to our business, however. I'm not saying, 'Let's throw NARM away,' but let's organize ourselves first."

Weiss said the executive committee also discussed mounting a joint lobbying effort in Washington, D.C. "to fight the Mathias Amendment" to current home videotaping legislation. He added that, nationally, the VSRA is also scheduling its first convention for Sept. 19-22 in Orlando, Fla., to run in conjunction with "Video World Showcase '82." Further information on the confab will be announced shortly.

Lastly, Weiss noted that the next general meeting of the Midwest regional chapter of the VSRA will take place Feb. 24 at Weston's Continental Plaza in Chicago.

### L.A. Meeting

Some 130 people representing 90-100 dealerships in the Southern California area attended a general meeting of the Southern California Retail Video Assn., also on Feb. 2. According to Video Cassettes Unlimited's John Pough, founder of the west coast VSRA group, regional sales representatives for Warner Home Video, MGM/CBS Home Video and 20th Century-Fox Home Video were on hand to explain and answer questions about their various rental programs. MCA Distributing also had a regional sales manager and video specialist at the meet, representing MCA Videocassette, to distribute display materials on current product and answer questions. A representative of Activision was also present to hand out display material for its latest video games.

"Basically, we let the studios who have rental plans talk about them, and then we proceeded to punch holes in their arguments," said Pough. "As a group, we don't endorse any program, but speaking for those at the meeting, it seemed to us that MGM/CBS had the best plan out of the three studios represented, since they guarantee that product will be for sale at the end of the rental term, and it will not be released to cable or network TV before the conclusion of the rental period."

"But, like every program, MGM/CBS's does have a major drawback in that they'll only tell us the titles for the next four months, but they want us to commit to the program for a year. It was the general consensus at the meeting that things like this continue to point to the fact that we are still being asked to assume most of the risk, which we don't believe is fair."

Pough added that among other things addressed at the meeting, the Southern California retailers discussed the initial goals of the national organization and the feasibility of implementing a national "swap program" for product among the network of VSRA members.

On the subject of the Southern California group's anti-crime efforts, Pough said it was noted at the meeting that a man suspected of using stolen credit cards and passing fraudulent identification had been apprehended one week after the regional VSRA had distributed a police composite to member retailers.

Lastly, Pough indicated that the meeting, which he termed the most successful ever for the group, drew 17 new members, "mostly from the Riverside and San Bernardino area."

## Bird Contract Awarded

NEW YORK — RCA American Communications has awarded a contract to RCA Astro-Electronics. The first satellite in the series is slated for launching next October. The second will be put into orbit in March 1983 and will replace Satcom I, which has been used since 1975. The advanced RCA Satcom satellites have a 10-year life span and weigh 2,480 pounds, compared with the 2,000 weight of their predecessors.

**SOULED OUT** — It was star time at Wolf and Rissmiller's Country Club in Reseda last week when Soul Brother #1 **James Brown** made a dynamic appearance and pleased, pleased, pleased the SRO crowd with renditions of "Georgia," "Papa's Got a Brand New Bag" and the all-too-true "It's Too Funky in Here." Although many critics have recently pointed out that Brown's voice is waning and his midriff's getting a bit flabby, the Godfather's vocal cords seemed in fine shape and he was able to execute his patented superglides and splits across the stage with nary a moment's hesitation. Brown's performance, backed by the brassy **JB's** and female backup singers **Fire**, was equally divided between newer funk-oriented material and the standards he's been turning loose for the past three decades. On hand to payback Brother Rapp for his outrageous cameo in last year's **Blues Brothers** flick were director **John Landis** and Elwood himself, **Danny Ackroyd**.

**RIGHT NOW!** — One of Los Angeles' most exciting power pop bands, **The Plimsouls**, shipped a 12-inch maxi-single last week to West Coast record outlets. The two-song platter, featuring the tunes "A Million Miles Away" and "I'll Get Lucky," is being released on the band's own Shaky City label and distributed by Bomp Records. The group, which voluntarily left Planet Records last year following disappointing sales of their first album, is busy laying tracks for their second LP and plan a tour of the midwest and east coast some time late spring.

**ON THE URGH! FRONT** — When last this column carried an item on the punk/new wave concert film *Urgh! A Music War*, the motion picture was targeted for release in L.A. theatres on Feb. 5. . . Now it appears that the movie, featuring performances by 29 bands including **The Go-Gos**, **The Police**, **Devo**, **Oingo Boingo**, **Pere Ubu** and **The Surf Punks**, has been pulled by its distributor, Filmways Pictures, Inc., and is being held on ice for yet a few more months. **Andy Foster**, a spokesperson for Filmways, said he is

hopeful that the Lorimar picture will be released by Easter, but couldn't say for certain. At this point the distribution company is re-evaluating its marketing plans and thinking about showing the film for a couple of weeks at a first-run theatre before scheduling it for weekend midnight screenings.

**NEW NEW MEX INDIE MAKING NEW YEAR'S PLANS** — Radio Free America Records, an Albuquerque, N.M.-based independent label that sprang up last September, plans to release its first album next month, a debut effort from popular regional trio **The Phillsteens**. In a departure from standard operating procedure, RFA's national director of A&R, **Curtis Hutchison**, is slated to schedule the group's local and national tour playdates in support of the disc. The company is also checking into the



**GOLDEN PHYSICAL** — MCA recording artist **Olivia Newton-John** recently performed during the Solid Gold Special which will air on TV Feb. 14. **John (c)** is pictured backstage with the show's hosts, **Marilyn McCoo** and **Andy Gibb**.

possibility of producing and syndicating an alternative, chart-oriented radio program in keeping with its philosophy of "freeing the airwaves."

**THE HAPPY HOOKER** — Seems like every time you flick on a pop radio station these days you hear a medley of classical music. It's not a change in formats, just the infectious "Hooked On Classics," an album comprised of snippets from different symphonies backed by an electronic disco beat. **Louis Clark**, who arranged the charts and conducted Britain's Royal Philharmonic Orchestra for the surprise smash, flew into Hollywood last week to set things square for a promotional tour based on the "Hooked On" material. Clark's had his share of success in the past as a conductor, string arranger and keyboardist for the **Electric Light Orchestra**, but nothing prepared him for the overwhelming response to the "classics" LP, which continues to skyrocket up the national charts (it's #4 bullet on the **Cash Box** Top 200 Albums chart this week). "When we recorded it I could hear that little bit of magic it had and I was confident it'd be a hit in England," commented Clark when he stopped by the **Cash Box** office, "but I could never imagine it becoming as big as it is, especially in America." As far as the pop maestro's future plans are concerned, he's set to tour through February and part of March with ELO, and will then return to the studio to put together a "Hooked On Classics" follow-up album, to be unleashed sometime in early summer. How's he taking jibes that his album distorts the beauty of the original symphonies? "We just wanted to put out a happy, uplifting record," he grinned. "I think it's a lot better than what some of these so-called 'proper' classical composers do when they get a Mozart piano sonata and cut all the bars out, throw them in a hat, stick them back together and then call that music!"

**HAPPENING** — Slowhand **Eric Clapton** was spotted in L.A. recently helping out with two songs for the latest **Albert Lee** album. . . Slash Records has signed its first group from outside the Southern California area, **The Punks** from San Francisco, who are currently working on a debut album for spring release. . . Denny Laine, singer/guitarist for both the original **Moody Blues** and **Paul McCartney's Wings**, has just signed an exclusive recording contract with Regency Records and is in the studio with producer **Norman "Hurricane" Smith** for his first solo effort for that company. . . After a four-year hiatus, L.A. country man **Alex Harvey** is producing and recording a new album at Perspective Sound's 24-track studio in Sun Valley. . . The man who penned the smash **Blondie** single "Hangin' On The Telephone," **Jack Lee**, is reportedly doing quite well with his production of **Bonnie Benedict's** album. . . Handshake pactees **Alliance** helped the San Francisco 49ers celebrate their Super Bowl victory at a party held in Smithfield, Michigan after the 26-21 win. On hand to rejoice were California governor **Jerry Brown**, **Diana Ross**, **O.J. Simpson**, and the team's happy entourage of players, coaches, owners and families. . . In other sports news, the **Fleetwood Mac** All-Stars vs. The Record Plant Reamers is the scheduled line up for the St. Valentine's Softball Massacre to be held on Feb. 14 in North Hollywood Park.

**HOLLYWOOD BABBLE ON** — Jazz singer **Anita O'Day's** bio, *High Times, Hard Times*, has been optioned for the movies, and **Sally Field** appears eager to read the script first. . . **Dolly Parton**, finished with her filmmaking chores with **Burt Reynolds** in *The Best Little Whorehouse in Texas*, is resuming concert appearances this month. . . **Francis Ford Coppola's** viva Las Vegas romance musical *One From The Heart* will be distributed by Columbia Pictures and should be in theaters shortly. Columbia Records is set to release the **Tom Waits-Crystal Gayle** soundtrack on Valentine's Day. . . Word is that **Richard Pryor** will resume work very soon on his pet project, a movie based on the life of super saxman **Charlie Parker**.

jeffrey resner

## AIR PLAY

**YOU CAN'T WIN EM ALL** — The Federal Communication (FCC) has nixed RCA American Communication's auction of transponder space on the satellite it recently launched, on the basis that the method of pricing used at the auction was discriminatory. "The auction was rejected because they felt that the pricing system was discriminatory," an FCC source told **Cash Box**. "The commission voted five in favor with two commissioners concurring." While the FCC does not object to the idea of auctioning per se, it wants those who want to auction such things off to adhere to the Communications Act of 1934, which prohibits common carriers such as the satellite to be allocated in discriminatory ways. The commission made this ruling after receiving complaints from such parties as Warner-Amex Satellite Entertainment Company (WASEC), World Communications, Hughes Television and TM Communications among others. For the meantime, the deal is off but RCA Americom is looking for quick ways to resolve this problem. "We are carefully assessing our options and we hope to come up with a solution in the near future," said **John Williamson**, director of public affairs at RCA Americom.

**SYNDICATION INDICATIONS** — Starfleet/Blair has pacted with NBC's Source for 21 live remote concerts over 1982 and 1983. The first is expected to take place sometime in March while the second is slated to air May 31. The names of the artists were not available last week although the series is expected to focus on major acts. "The first one was supposed to be **Ozzy Osbourne** but he bit into a bat and caught rabies or something," quipped NBC spokesman **Pete Hamilton**. . . The Creative Factor is producing a two-hour **Willie Nelson** specials which airs Feb. 27 on over 100 stations nationally in addition to a **Journey** special Mar. 27, the **Police** Apr. 24 and **Bob Seger** May 29. The Hollywood-based syndicator is currently lining up stations for these concerts. . . Continuum Broadcasting Corp. is bowing *On Bleecker Street*, a weekly hour-



**POLICE INTERROGATION** — While in New York for two shows at the Nassau Coliseum, A&M recording group the Police stopped by WPLJ, the apple's top rocker, for an interview with rock journalist Lisa Robinson. Pictured after the interview are (l-r): Sting of the Police; Robinson; Stewart Copeland of the Police; Kim Reis, promotion director at WPLJ and Michael Leon, vice president of promotion of A&M Records.

**STATION-TO-STATION** — Country-formatted **KSON-FM**/San Diego has a new program director, **Ed Chandler**, who says he will have his air talent play no fewer than three songs in a row during regular programming hours and will pay some listener \$10,000 if any jock is caught not doing so. Hint: the winner will emerge during the first 97 days of the contest. After the first \$10,000 is given away the station will start all over again. It ends Dec. 31, 1982. . . **Lee Arnold**, former air personality at fellow country outlet **WHN**/New York is returning from a hiatus during which he formed his own radio syndication company. He resumes with the midday air shift. . . The skittish are coming! The skittish are coming! Such was the sentiment of **Tom Baker**, vice president and general manager at **WROR**/Boston, in reference to those who voted in proposition 2½, which left the city without the financial means to fund its annual Paul Revere Day parade. But never fear, he kicked in a few bucks to make sure the traditional affair would continue another year. Not coincidentally, the station's motto is "I'd Rather be in Boston." . . B/C-formatted **KDIA**/Oakland is running *Pioneers in Black History* during February. Five minute spots will focus on such figures as the first black Supreme Court Justice, the black doctor who revolutionized kidney transplants and others. Other segments will include interviews with prominent blacks today such as film director **Gordon Parks**, journalist **Carl Rowan**, *Roots* author **Alex Haley** and civil rights leader **Roy Wilkins**. The series airs Monday through Friday at 6:55 a.m. and 7:55 a.m. as well as at 4:55 p.m. and 5:55 p.m. . . Nemperor recording artists **4 out of 5 doctors** are bringing their hometown fans free concerts in conjunction with **WRQX**, the Capital's top 40 venue. Listeners at local high schools are asked to gather 107 signatures on a petition headed 4 out of 5 doctors and Q107 for their schools to be eligible. Winners so far include Seena Valley High School in Potomac Valley, Md., Surrattsville High School, Surrattsville, Md.; Robert E. Lee High School, Springfield High School, Springfield, Va. and Poolesville High School, Poolesville, Md. The idea was conceived by **Rick Folor**, director of advertising and promotion at **WRQX**. While most shows have already taken place, the last is scheduled for Feb. 26 at Poolesville.

**NEW JOBS** — **Steve Harris** was recently named PD at **KRLY**/Houston. Coming from B/C-formatted **WCCI**/Chicago, where he served as PD and midday air personality and reportedly brought the station to #2 in the market, Harris brings experience from **WBMX**/Chicago, **WJMO**/Cleveland and **WDAO**/Dayton, Ohio. . . **Scott Howitt** recently jumped to the post of operations director at A/C-formatted **WLYT**/Cleveland. . . And **Tony Michaels** and **Bob Buchmann** were respectively promoted to vice president and general manager and vice president at AOR-formatted **WBAB**/Long Island. Michaels steps up to his new job from that of vice president and station manager and has worked with the company since 1970. He previously worked at United Artists Records. Buchmann, with the station since 1979, brings experience from **WICB** and **WTKO**/Ithaca, N.Y. as well as a host of other L.I. stations.

**OOPS** — Last week we inaccurately reported that Watermark, the West Coast radio production company recently acquired by ABC Radio Enterprises, is producing ABC Superadio. Superadio will in fact be produced by ABC Radio Enterprises from its home base in the Big Apple, while Watermark will continue to produce its shows and some new shows for ABC's webs.

**larry riggs**

## Short Form Features Mark AOR Non-Music Programs

by Larry Riggs

**NEW YORK** — Over the past several years, many AOR-formatted radio stations have begun to add non-musical features to their regular programming. These features — mostly produced by syndicators or networks such as NBC's Source and the RKO webs — have been limited to one-minute, 90 second or two-minute spots. Attempts at long-form non-musical programming have not been in demand, as the demise of the Robert Klein Radio Show last December seems to suggest (**Cash Box**, Jan. 16). "You can't expect a station to spend time and energy to block out an hour in a key time period," said Norman Pattiz, president of syndicator Westwood One.

Spots focusing on topics that interest the 18-34 year-old demographic group were found to dominate the short-form programming on AOR stations, a **Cash Box** survey of syndicators, networks and stations found. Spots ranging from in-depth news to comedy, lifestyles and psychology to sports, auto mechanics and parapsychology were among the most popular.

Webs such as NBC's Source and RKO I, which targets young adult audiences, produce spots for their affiliates, and CBS is debuting its network, Radioradio, in the Spring. Its four two-minute spots are expected to include *In Touch*, a daily look at one news issue; *Self*, which is about dealing with life; *Discoveries*, which explores science-oriented news, and *Celebrations*, a music-spot feature. "We've talked to a lot of general managers at our owned stations and a good number of them indicated that they wanted features like these," said Bob Kipperman, vice president and general manager at Radioradio. He put special emphasis on the news show. "With the change in the economic climate, more and more people are interested in what's happening around them and they're looking for additional information," Kipperman added.

Both the Source and RKO I offer similar services, although the Source also offers its long-form *Source Report*, which won a Peabody award. Other Source features include *Coping With*, *Unexplained Phenomena*, *One Minute With* as well as *Jaco's Journal*, a humorous and insightful look at one issue per day. *Money Memo*

## ABC Combines Owned AM And FM Stations Into Single Division

**NEW YORK** — The ABC Radio Division has combined its owned AM and FM stations into one umbrella unit to be called ABC Owned Radio Stations. The new unit will be headed by Charles A. DeBare, former president of the ABC-owned AM stations since 1972. He has been with ABC since 1959.

In addition, the general managers of ABC's 13 owned radio stations will now report to Don Boukoulos, who will fill the new position of vice president of the group. In this capacity, he will be charged with overseeing the daily operations of the new group.

Boukoulos comes to this position from that of vice president and general manager of WLS/Chicago, where he worked since October 1980. Boukoulos joined ABC in 1974 as an account executive at WLS-AM.

The ABC-Owned stations are: WABC and WPLJ/New York; KABC and KLOS/Los Angeles; WLS-AM & FM/Chicago; WMAL and WRQX/Washington D.C.; KGO and KSFX/San Francisco; WXYZ and WRIF/Detroit; and KSRR/Houston. The new division will be headquartered in New York.

assesses current economic conditions and gives advice to the audience, and *Whamco* is a comedy spot for morning drive times airing. And *Frank Talk* also takes a humorous look at human interest stories. The latter four shows premiered in December. One difference between the Source and Radioradio is that the latter is not as concerned about making its shows funny, preferring instead to emphasize their news value.

RKO I's programming runs along the same lines with its *Lifesound*, *Money*, *Money*, *Money*, *Unexplained* and *Discovery* spots. Unlike the Source, it also offers a show called *Soap Opera Update*. Also featured is *Inside Out*, a music news spot. According to John Abrams, press spokesman at RKO Radio Networks, all these features are 90 seconds in length. "90 seconds seems to be what everybody can handle," explained Dan Griffin, vice president of programming at RKO Radio Networks. Griffin added that he has no immediate plans to introduce any more non-music features, but added "we're constantly reviewing our programming."

### Syndicators

Two of the major syndicators are expanding their non-music programming. California-based supplier Westwood One is debuting two new shows later this year. They include *Wheels*, a 90-second spot hosted by KMET/Los Angeles air personality Rick Scarry focusing on all wheeled objects from motorcycles to skateboards, in addition to interviews with rock stars who use them. Another is *The Competitors*, a sports interview spot hosted by Phil Hindrie, air talent at KWST/Los Angeles and featuring interviews with professional and amateur athletes. "This show is not just about participating in sports," said Pattiz. "We want to delve more closely into what they are all about. We want to see why Rod Stewart likes his racing cars." Other non-musical features recently bowed by Westwood One are the *Playboy Adviser*, cleared in 150 markets, and *Spaces and Places*, a news feature spot series also in 150 markets.

DIR Broadcasting, syndicator of such musical shows as the *King Biscuit Flower Hour* and *Silver Eagle*, does not have as large a repertory of non-musical shows but plans to increase its involvement in this area in the near future. "We don't have any at the moment but we would like to go to sports," said Bob Meyerowitz, president of DIR. "Lifestyle might also come into play and we might also consider a Ralph Nader type of spot and comedy."

### Comedy On The Rise

Comedy apparently plays an increasing role in non-musical programming on AOR stations. In addition to the spots offered by the networks, Westwood One has run the *Dr. Demento* show for the past six years and is now in 160 markets. On the individual station level, Frazer Smith at KLOS/Los Angeles delivers his routines during morning drive time. "We also have *Sports Shorts* hosted by Tommy Hawkins who is an ex-NBA player," said Tom Hedges, program director at KLOS. "It's a tremendous boost to us to have sports information provided in such an entertaining style."

"But," added Hedges, "on the AM station, the tack is the opposite."

At 5 p.m. daily, news reporter Larry Jacobs "takes a look at off-the-wall events," said Hedges, who added that his reporter, Michael Benner, does in-depth reporting at 8 a.m. daily. "His reports only last a minute but they extend more than a day," said Hedges. Hedges asserted his belief that such shows should be produced

(continued on page 34)

February 13, 1982

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	<b>CENTERFOLD</b> THE J. GEILS BAND	15
2	2	<b>I CAN'T GO FOR THAT (NO CAN DO)</b> DARYL HALL & JOHN OATES	14
3	3	<b>PHYSICAL</b> OLIVIA NEWTON-JOHN	20
4	4	<b>HARDEN MY HEART</b> QUARTERFLASH	18
7	5	<b>SHAKE IT UP</b> THE CARS	13
5	6	<b>TURN YOUR LOVE AROUND</b> GEORGE BENSON	17
8	7	<b>THE SWEETEST THING (I'VE EVER KNOWN)</b> JUICE NEWTON	18
6	8	<b>WAITING FOR A GIRL LIKE YOU</b> FOREIGNER	19
12	9	<b>SWEET DREAMS</b> AIR SUPPLY	10
13	10	<b>LEADER OF THE BAND</b> DAN FOGELBERG	12
18	11	<b>OPEN ARMS</b> JOURNEY	5
21	12	<b>THAT GIRL</b> STEVIE WONDER	5
11	13	<b>HOOKED ON CLASSICS</b> LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA	16
14	14	<b>WAITING ON A FRIEND</b> ROLLING STONES	11
17	15	<b>YOU COULD HAVE BEEN WITH ME</b> SHEENA EASTON	12
9	16	<b>LET'S GROOVE</b> EARTH, WIND & FIRE	20
19	17	<b>TAKE IT EASY ON ME</b> LITTLE RIVER BAND	11
16	18	<b>COOL NIGHT</b> PAUL DAVIS	15
25	19	<b>MIRROR, MIRROR</b> DIANA ROSS	5
23	20	<b>THROUGH THE YEARS</b> KENNY ROGERS	8
10	21	<b>LEATHER AND LACE</b> STEVIE NICKS (with DON HENLEY)	17
15	22	<b>SOMEONE COULD LOSE A HEART TONIGHT</b> EDDIE RABBITT	14
31	23	<b>SPIRITS IN THE MATERIAL WORLD</b> THE POLICE	5
29	24	<b>SOMEWHERE DOWN THE ROAD</b> BARRY MANILOW	9
26	25	<b>WORKING FOR THE WEEKEND</b> LOVERBOY	14
28	26	<b>KEY LARGO</b> BERTIE HIGGINS	15
30	27	<b>LOVE IN THE FIRST DEGREE</b> ALABAMA	12
27	28	<b>LOVE IS ALRIGHT TONITE</b> RICK SPRINGFIELD	11
39	29	<b>PAC-MAN FEVER</b> BUCKNER & GARCIA	8
41	30	<b>TONIGHT I'M YOURS (DON'T HURT ME)</b> ROD STEWART	4

LAST WEEK	THIS WEEK		WEEKS ON CHART
20	31	<b>COME GO WITH ME</b> THE BEACH BOYS	13
32	32	<b>ALL OUR TOMORROWS</b> EDDIE SCHWARTZ	10

## PRIME MOVER

38	33	<b>DADDY'S HOME</b> CLIFF RICHARD ADDs: WBSB, KVIL, WTRY, KFYE-24, KLUC, WZZP, KTSA, WRFC, WNCI-28, WMC-FM, WTIC-FM-28. <b>JUMPS:</b> WCAO 29 To 26, KFI 18 To 15, WGCL 30 To 26, KJRB 25 To 22, KEZR 9 To 6, JB105 30 To 27, WKBW Ex To 22, WHBQ Ex To 18, WLOL-FM Ex To 29, KHFI 28 To 21, KYYX Ex To 28, WAXY Ex To 27, KZZP 21 To 18, WAKY 27 To 15, WGSV 24 To 19, WFI Ex To 28, WSGN 27 To 20, KKXX Ex To 29, KCPX 24 To 17, Y103 32 To 28, WZZR Ex To 28, WBBQ 28 To 22, KOAQ 23 To 19, WTI 34 To 28, WISM 30 To 26, WWKX 27 To 24, KOPA 30 To 27, KINT 10 To 7, Q106 27 To 23, KEEL Ex To 32, KC101 24 To 20. <b>SALES:</b> Fair in the East.	5
----	----	---	---

24	34	<b>COMIN' IN AND OUT OF YOUR LIFE</b> BARBRA STREISAND	14
----	----	--	----

## HIT BOUND

46	35	<b>SHOULD I DO IT</b> THE POINTER SISTERS ADDs: WSPT, Z93, KS95, KBEQ, WBLI, WLOL-FM, KTSA, KFI-30, KHFI, KKXX, WKJJ, WGCL-30, CKLW, WMC-FM, KFMD, FM102. <b>JUMPS:</b> WFLY Ex To 30, WAKY 23 To 18, WXKS 24 To 15, KEZR 23 To 17, WBBQ 29 To 24, WAXY Ex To 30, KZZP Ex To 29, WWKX 30 To 25, WBEN-FM 35 To 26, WSEZ 29 To 25, WKBW Ex To 21, WBSB Ex To 28, WSGN Ex To 25, KYYX Ex To 29, WTI 32 To 27, WZZR Ex To 30, KCPX 30 To 22, WOKI Ex To 32, WISM 29 To 25, KOAQ Ex To 23, WTRY Ex To 30, 94Q 24 To 20, KJR Ex To 24, Q106 Ex To 28, KIQQ Ex To 35, WRFC Ex To 30, KC101 23 To 19, WKTI Ex To 20, KJRB 30 To 26, JB105 33 To 29, KIMN Ex To 29. <b>SALES:</b> Breakouts in all regions.	5
----	----	--	---

22	36	<b>TROUBLE</b> LINDSEY BUCKINGHAM	17
----	----	-----------------------------------	----

33	37	<b>SEA OF LOVE</b> DEL SHANNON	11
----	----	--------------------------------	----

45	38	<b>MAIN THEME FROM "CHARIOTS OF FIRE"</b> VANGELIS ADDs: WCAO, WSEZ, WSGN, WQXI, 94Q-30, KXOK-27, WGCL, WMAK-FM, KC101-28, Z93. <b>JUMPS:</b> KEZR Ex To 27, KRAV Ex To 20, KFI 29 To 26, JB105 32 To 26, CKLW Ex To 30, KYYX 21 To 18, WGSV Ex To 30, KCPX 32 To 27, KJR 17 To 14, KJRB 21 To 13, WXKS Ex To 30. <b>SALES:</b> Fair in the Midwest and South. Weak in the West and East.	10
----	----	---	----

43	39	<b>LOVE IS LIKE A ROCK</b> DONNIE IRIS ADDs: WRVQ. <b>JUMPS:</b> 96KX 19 To 13, WSKZ 22 To 19, WKTI Ex To 21, KHFI 26 To 15, KKXX 16 To 12, WLS 9 To 7, WLS-FM 9 To 7, KFMD Ex To 22, WBCY 21 To 18, WSPT 17 To 10, KFRC 24 To 19, WBEN-FM 28 To 20. <b>SALES:</b> Good in the Midwest. Fair in all other regions.	9
----	----	--	---

40	40	<b>ABACAB</b> GENESIS	8
----	----	-----------------------	---

48	41	<b>I BELIEVE</b> CHILLIWACK ADDs: WLOL-FM, WZZR, WPGC-29, WNCI-29, WANS-FM, KJR, KIQQ, Z102-36, KIMN, Z93, Y103. <b>JUMPS:</b> WRVQ 23 To 20, KYYX 30 To 25, WCAO 22 To 18, KCPX 29 To 24, KEZR 20 To 16, KOAQ Ex To 24, WSKZ Ex To 24, WBCY 18 To 15, KLUC Ex To 28, KOPA 27 To 24, 94Q 29 To 25, WBEN-FM 31 To 28, Q106 25 To 21, WOKI Ex To 35, JB105 35 To 31, KBEQ 18 To 15, WWKX 29 To 26, KEEL Ex To 34, WKJJ Ex To 28, WGCL Ex To 27.	5
----	----	--	---

## HIT BOUND

54	42	<b>BOBBIE SUE</b> OAK RIDGE BOYS ADDs: KFMK, Q106, KOAQ, KIMN, WHBQ, Y103, WBEN-FM-30, WHB-20. <b>JUMPS:</b> WCAO 24 To 20, WBBQ 27 To 21, WSEZ 31 To 27, WWKX Ex To 21, KRAV 18 To 10, CKLW 17 To 11, WAYS 16 To 12, KOFM 24 To 21, WSGN 21 To 16, Q105 21 To 16, WISM 24 To 20, WSPT 26 To 23, WQXI 6 To 4, Z93 29 To 25, 94Q 28 To 21, WFI Ex To 30, WRFC Ex To 22, WTI 22 To 19, JB105 34 To 30, KBEQ Ex To 27, WAXY 15 To 8, KKXX Ex To 24. <b>SALES:</b> Good in the South. Moderate in the West and Midwest.
----	----	---

47	43	<b>WHEN ALL IS SAID AND DONE</b> ABBA ADDs: KXOK-22, KOAQ. <b>JUMPS:</b> WCAO Ex To 29, KYYX 23 To 19, WLOL-FM 25 To 22, WMAK-FM 29 To 26, KRAV 16 To 13, KFMD 28 To 25, WSGN 28 To 22, KCPX 27 To 23, WZZR 30 To 27, KJR Ex To 22, WISM 18 To 12, KC101 21 To 16, 94Q 26 To 23, KJRB 19 To 16, WRFC 23 To 20, WSPT Ex To 28, KFI 26 To 23, WHBQ 20 To 16, KKXX 18 To 8, Y103 Ex To 32, WBBQ 30 To 25, WBEN-FM 34 To 27, WGCL 27 To 23, WGH 18 To 13. <b>SALES:</b> Moderate in the Midwest. Weak in all other regions.
----	----	---

51	44	<b>CALL ME</b> SKYY ADDs: WAYS-16, WBBQ-27, WWKX, BJ105, Q105-28. <b>JUMPS:</b> WSEZ Ex To 35, 195 Ex To 20, Q106 Ex To 30, KFI 15 To 11, FM102 19 To 11, WTI-FM 28 To 18, 13K 21 To 13, KIQQ 9 To 2, B97 Ex To 24, Z102 36 To 26, KFRC 6 To 4, KRTH 15 To 7, WTI Ex To 40. <b>SALES:</b> Good in the South. Fair in all other regions.
----	----	---

## CASH SMASH

60	45	<b>WE GOT THE BEAT</b> GO GO'S ADDs: WRVQ, KHFI, WGCL, WBCY, WANS-FM, KOAQ, B97, WBEN-FM-35, WTI, WOKI, KBEQ. <b>Day-Part:</b> WOW. <b>JUMPS:</b> KZZP 17 To 14, 94Q Ex To 19, WRFC 26 To 21, KFI 23 To 16, KCPX 40 To 35, KRQ 28 To 24, 13K 10 To 8, WSPT Ex To 29, Z93 Ex To 26, WFI Ex To 24. <b>SALES:</b> Moderate in all regions.
----	----	---

50	46	<b>CRAZY (KEEP ON FALLING)</b> THE JOHN HALL BAND ADDs: KOFM, KFRC. <b>JUMPS:</b> WSKZ Ex To 25, KHFI Ex To 30, WLS 41 To 30, WLS-FM 41 To 30, KCPX 37 To 33, BJ105 Ex To 40, WBCY Ex To 25, WTI 40 To 36. <b>SALES:</b> Weak in all regions.
----	----	---

34	47	<b>SHE'S GOT A WAY</b> BILLY JOEL	1
----	----	-----------------------------------	---

37	48	<b>I WOULDN'T HAVE MISSED IT FOR THE WORLD</b> RONNIE MILSAP	1
----	----	--	---

56	49	<b>ONE HUNDRED WAYS</b> QUINCY JONES featuring JAMES INGRAM ADDs: KFMK, WSGN, WISM, BJ105, KRTH, WAXY, KS95. <b>JUMPS:</b> WCAO 27 To 22, WQXI Ex To 18, WRFC 28 To 25, WAKY 17 To 13, KYYX 25 To 20, WMC-FM 25 To 21, WXKS 22 To 18, WROR 20 To 16, WBEN-FM 19 To 13, WTI 39 To 32, WOKI 17 To 13.
----	----	--

55	50	<b>TELL ME TOMORROW (PART 1)</b> SMOKEY ROBINSON ADDs: WKJJ, BJ105. <b>JUMPS:</b> WCAO 26 To 23, WISM 22 To 19, WRFC Ex To 27, KCPX 36 To 30, B97 29 To 26, WXKS 21 To 10, WROR 25 To 21, KFRC Ex To 32, KINT 16 To 12. <b>SALES:</b> Fair in the West and South.
----	----	---

57	51	<b>LET THE FEELING FLOW</b> PEABO BRYSON ADDs: WFI, WDRQ-20. <b>JUMPS:</b> KFI Ex To 29, KCPX Ex To 40, BJ105 38 To 34, WXKS 10 To 4, WHBQ 9 To 4, WAXY Ex To 29. <b>SALES:</b> Fair in the West. Weak in all other regions.
----	----	--

**BRING THE TALENTS OF DICK CLARK TO YOUR STATION.**



**"The Dick Clark Show" Nation**

**PRESENTED BY HEARD ON M A WEEKLY RE**

# RADIO CHART

# TOP 100 SINGLES

February 13, 1982

LAST THIS WEEK WEEK WEEKS ON CHART

- 52 UNDER PRESSURE QUEEN & DAVID BOWIE 15
- 53 YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PENDERGRASS  
ADDS: WDRQ-9. JUMPS: WSGN 25 To 19, WRFC 19 To 14, Z102 31 To 28, WTIK 18 To 15, KINT 27 To 23.  
SALES: Fair in the West and South.
- 54 OUR LIPS ARE SEALED GO-GO'S 25

## HIT BOUND

- 55 I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS  
ADDS: WIFI-18, KBEQ, WTRY, WRVQ, 96KX, WKTI, JB105-35, WBBQ, KEEL, WGCL-25, WANS-FM, BJ105-38, Z102-34, B97, Z93. JUMPS: Q102 28 To 20, Q106 Ex To 26, WPGC 25 To 14, Y100 23 To 19, WVKX Ex To 29, WLS-FM Ex To 41, KCPX Ex To 36, WBCY Ex To 19, Q105 17 To 14, WXKS Ex To 24, WBEN-FM 39 To 21, 195 16 To 11, KINT Ex To 19, WIKS 19 To 12.  
SALES: Breakouts in the East, Midwest and South.

- 56 YOUNG TURKS ROD STEWART 18

- 57 BREAKIN' AWAY AL JARREAU 12

- 58 IF LOOKS COULD KILL PLAYER  
ADDS: KFMD, WTIK. JUMPS: WISM Ex To 30, KHFI 29 To 24, WBBQ Ex To 29, FM102 Ex To 29, KCPX 33 To 28, WBCY Ex To 24, KFRC 33 To 29, WBEN-FM 37 To 31, WBSB Ex To 30, KINT Ex To 25, WHB 21 To 18.  
SALES: Breakouts in the West and Midwest.

- 59 TAKE OFF BOB & DOUG MCKENZIE  
ADDS: WSKZ, WSEZ, Y100, WLS, WLS-FM, WHHY-FM. Day-Part: WOW. JUMPS: WGCL 18 To 6, CKLW 21 To 5, WANS-FM 28 To 21, KCPX Ex To 38, KRQ 17 To 19, WBCY Ex To 22, KJRB 27 To 20, Z102 35 To 30, WOKI 24 To 21, KINT Ex To 15, WIKS Ex To 27, WTRY 27 To 20.  
SALES: Moderate in the Midwest. Fair in the West.

## HIT BOUND

- 60 DO YOU BELIEVE IN LOVE HUEY LEWIS AND THE NEWS  
ADDS: WBEN-FM-37, Z93, WSPT, WVKX, KEEL, WGCL, CKLW, KCPX, KOAQ, KRQ, KOPA, 13K, WHHY-FM, KJRB, KIMN, WIFI, WAXY, WRVQ, WLOL-FM, KZZP-30, WSEZ, KLUC, WZZR, Q106, WRFC, KFI, KHFI, WNCI-30, WKXX, KBEQ, KINT, WTIK. JUMPS: KEZR Ex To 21, WBBQ Ex To 30, WXKS Ex To 28.  
SALES: Just shipped.

- 61 LET'S GET IT UP AC/DC 5

- 62 WANNA BE WITH YOU EARTH, WIND & FIRE  
ADDS: WSKZ, WZZR, KXOK-28, WAKY-23, WBBQ. JUMPS: WNBC 28 To 25, WABC 36 To 23, WISM Ex To 29, WGSV 33 To 29, KIQQ Ex To 34, KFMD 29 To 26, KCPX 38 To 31, Y103 Ex To 29, WGH Ex To 20, KINT 24 To 16, WIKS 25 To 22.  
SALES: Fair in the West and South.

- 63 MORE THAN JUST THE TWO OF US SNEAKER 14

- 64 I'LL FALL IN LOVE AGAIN SAMMY HAGAR  
ADDS: WSKZ, KLUC, WGCL, KYYX. JUMPS: KXXX 19 To 11, WLS Ex To 43, WLS-FM Ex To 43, KFMD 29 To 26, KCPX 38 To 31, Y103 Ex To 29, WGH Ex To 20, KINT 24 To 16, WIKS 25 To 22.

- 65 MY GUY SISTER SLEDGE  
ADDS: WSEZ, WZZR, KXOK-28, WAKY-23, WBBQ. JUMPS: WNBC 28 To 25, WABC 36 To 23, WISM Ex To 29, WGSV 33 To 29, KIQQ Ex To 34, KFMD 29 To 26, KCPX 38 To 31, Y103 Ex To 29, WGH Ex To 20, KINT 24 To 16, WIKS 25 To 22.  
SALES: Fair in the East and South.

LAST THIS WEEK WEEK WEEKS ON CHART

## HIT BOUND

- 66 MAKE A MOVE ON ME OLIVIA NEWTON-JOHN  
ADDS: KOFM, WANS-FM, WTIC-FM-30, BJ105, KRQ, KC101-29, KJRB, B97, WXKS, KRTH, WGH, WBSB, WSEZ, WRFC, WBBQ-26, WVKX, KHFI, WPGC-22, Q106, WKTI-22, KEYN, KFI, WMAK-FM, WBCY, WTRY. JUMPS: KKXX Ex To 30, WSGN Ex To 26, Z93 Ex To 30, KBEQ 24 To 21. ON: Q105, WGSV, CKLW.  
SALES: Just shipped.

- 67 867-5309/JENNY TOMMY TUTONE  
ADDS: WIKS. JUMPS: KRQ Ex To 29.  
SALES: Moderate in the West.

- 68 YESTERDAY'S SONGS NEIL DIAMOND 15

- 69 A WORLD WITHOUT HEROES KISS 10

- 70 ANYONE CAN SEE IRENE CARA  
ADDS: WXKS. JUMPS: BJ105 25 To 22, KC101 30 To 27.  
SALES: Fair in the South.

- 71 COULD IT BE LOVE JENNIFER WARNES 10

- 72 VOICE ON THE RADIO CONDUCTOR  
ADDS: WFLY, KKXX, WKJJ, KFMD, WOKI. JUMPS: KCPX 39 To 29.

- 73 DON'T LET HIM KNOW PRISM  
ADDS: KEZR, WSKZ, KFI, KHFI, KKXX, KYYX, WBEN-FM-36, WIKS. Day-Part: KJRB. JUMPS: WRVQ Ex To 23, WLS-FM Ex To 36, KCPX Ex To 39.

## HIT BOUND

- 74 ON THE WAY TO THE SKY NEIL DIAMOND  
ADDS: KC101-30, KIQQ, Z102-35, WIFI, WGH, KS95, KEZR, WSEZ, WSGN, WZZR, KTSa, KFI, KXOK-30, WAKY-24, KEEL, WGCL, BJ105, KJR. JUMPS: WNBC 30 To 26, WGSV Ex To 31.  
SALES: Just shipped.

- 75 WHY YOU WANNA TRY ME COMMODORES  
ADDS: WRFC, WPGC, KYYX, Q105-30, WAXY, WGH. JUMPS: KKXX Ex To 28, KJRB Ex To 28, WBEN-FM 40 To 33, WBSB Ex To 29.

- 76 HERE TO LOVE YOU THE DOOBIE BROTHERS  
ADDS: WBCY, KOPA. JUMPS: KLUC Ex To 29, WVKX Ex To 30, WHHY-FM Ex To 28, KJRB 29 To 25, KGW Ex To 20, WBEN-FM 38 To 32.

- 77 MY KINDA LOVER BILLY SQUIER 13

- 78 LET ME LOVE YOU ONCE GREG LAKE 13

- 79 FEEL LIKE A NUMBER BOB SEGER & THE SILVER BULLET BAND 9

- 80 DON'T STOP BELIEVIN' JOURNEY 16

- 81 PRETTY WOMAN VAN HALEN  
ADDS: Q106, WKXX, WBBQ, WLS-FM, WHHY-FM, WIFI, WBEN-FM-38. JUMPS: WRVQ Ex To 22. ON: 96KX, WSEZ, KYYX, KKXX.

- 82 GENIUS OF LOVE TOM TOM CLUB  
ADDS: KIQQ, 195.  
SALES: Moderate in all regions.

- 83 THEME FROM MAGNUM P.I. MIKE POST  
ADDS: KEZR, KFI, KIQQ, WBEN-FM-39. JUMPS: WSEZ 35 To 26, KCPX Ex To 37, WBCY Ex To 23. ON: KFRC, WGH, WGSV, KEEL, KINT.

LAST THIS WEEK WEEK WEEKS ON CHART

- 84 JUKE BOX HERO FOREIGNER  
ADDS: Q106, WBEN-FM-34, WBBQ-28, WHHY-FM, KFMD, KYYX. JUMPS: Q102 32 To 27, WGCL 25 To 21, WSPT Ex To 30, B97 Ex To 29, WOKI Ex To 34.

- 85 NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS) LE ROUX  
ADDS: KEZR, 96KX, WFLY, 94Q, KEEL, WKJJ, KCPX, WIKS.

- 86 ANOTHER SLEEPLESS NIGHT NE MURRAY  
ADDS: KOFM, WMAK-FM, BJ105, WGH, WROR, WHB-21. JUMPS: WHBQ Ex To 17, WISM Ex To 28, WSGN 29 To 23, WSEZ Ex To 30. ON: KINT.

- 87 ONLY ONE YOU T.G. SHEPPARD  
ADDS: WHHY-FM, WBBQ, WOKI. Day-Part: WMAK-FM. JUMPS: WSEZ Ex To 34, WGSV 20 To 16, BJ105 Ex To 39, KINT 25 To 20. ON: KEEL, WKJJ, WSGN, WZZR, WBBQ, KOFM.

- 88 CIRCLE OF LOVE THE STEVE MILLER BAND  
JUMPS: KHFI 30 To 22, KKXX 27 To 23, WTIK Ex To 38.

- 89 FIND ANOTHER FOOL QUARTERFLASH  
ADDS: WOKI, KEGL. JUMPS: WRVQ Ex To 24, KKXX Ex To 26, KRQ Ex To 28. ON: 96KX, KYYX.

- 90 POP GOES THE MOVIES (PART 1) MECO  
ADDS: WCAO, WKBW, WBEN-FM, WBBQ, WGSV, KEEL, WHBQ, WTIK. ON: WGH, KOFM.

- 91 TONIGHT TONIGHT BILL CHAMPLIN 8

- 92 POWER PLAY MOLLY HATCHET 2

- 93 TAINTED LOVE SOFT CELL  
JUMPS: WSPT 18 To 15.  
SALES: Fair in the Midwest and East.

- 94 TAKE MY HEART KOOL & THE GANG 19

- 95 APACHE SUGAR HILL GANG  
ADDS: KIQQ, KINT. ON: Y100, WGH.  
SALES: Fair in the South.

- 96 IF YOU THINK YOUR LONELY NOW BOBBY WOMACK  
ADDS: WDRQ-16.  
SALES: Fair in the East and South.

- 97 OH NO COMMODORES 22

- 98 CHUBBY CHECKER  
ADDS: KZZP. JUMPS: KLUC Ex To 30. ON: WGH.

- 99 PRIVATE EYES DARYL HALL & JOHN OATES 25

- 100 WHY DO FOOLS FALL IN LOVE? DIANA ROSS 18

## LOOKING AHEAD

- NOBODY'S BUSINESS MAXUS  
ADDS: 96KX, KFRC

- SHINE ON GEORGE DUKE  
ADDS: WTIC-FM-29, WANS-FM. ON: B97

- SEA OF HEARTBREAK POCO  
ADDS: KXOK-29, WGSV

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

Clark

al Music Survey"

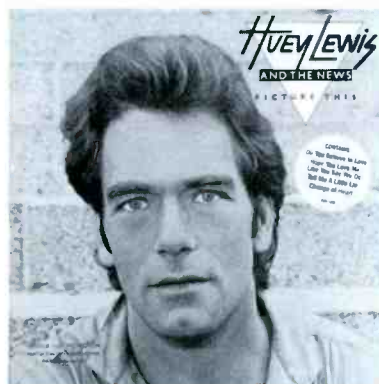
MUTUAL BROADCASTING SYSTEM AND  
E THAN 520 TOP RADIO STATIONS.

EW OF TOP HITS COMPILED BY CASH BOX

CONTACT:  
MUTUAL STATION  
RELATIONS FOR  
CLEARANCE INFORMATION.  
CALL:  
703 • 685-2050



# CASH BOX ROCK ALBUM RADIO REPORT



**HUEY LEWIS & THE NEWS • PICTURE THIS • CHRYSALIS**  
**ADDS:** KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, KROQ, KOME, WBLM, KZEW, KNCN, KSJO, WMMS, WCOZ, KLOL, WRNW.  
**HOTS:** None. **MEDIUMS:** KSFX.  
**PREFERRED TRACKS:** Do You.  
**SALES:** Just shipped.



**11 THE CARS • SHAKE IT UP • ELEKTRA**  
**ADDS:** None. **HOTS:** KMET, KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, KROQ, KSHE, KMG, WCCC, WRNW, WSHE, KLOL, WCOZ, WMMS, WKLS, WOUR, WLIR, WABX, KNCN, KZEW, KOME, KEZY. **MEDIUMS:** KSFX, WBLM, KZAM. **PREFERRED TRACKS:** Title, Since, Think, Cruiser.  
**SALES:** Good to moderate in all regions.

## # 1 MOST ADDED

LP Chart Position

**6 AC/DC • FOR THOSE ABOUT TO ROCK WE SALUTE YOU • ATLANTIC**  
**ADDS:** None. **HOTS:** KMET, KSFX, WYSP, WBAB, WPLR, KROQ, KSHE, WCCC, WSHE, KLOL, WMMS, WKLS, WOUR, KNCN, KZEW, KOME, KMG, KZEL. **MEDIUMS:** WNEW, WRNW, WCOZ, KSJO, WLIR, WBLM. **PREFERRED TRACKS:** Let's, Evil, Venom, Title.  
**SALES:** Good to moderate in all regions.

**130 BRYAN ADAMS • YOU WANT IT, YOU GOT IT • A&M**  
**ADDS:** None. **HOTS:** KLOL, WMMS, WOUR, WLIR, KZEW, WNEW, MEDIUMS: KSFX, WSHE, KSJO, WBLM, KOME, KEZY, KMG, KZEL, KSHE, WBAB. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in West; fair in others.

## # 5 MOST ADDED

**ALDO NOVA • PORTRAIT/CBS**  
**ADDS:** KSFX, WYSP, WNEW, KMG, KSJO, WCOZ. **HOTS:** WMMS, KMET. **MEDIUMS:** WSHE, KLOL, WOUR, KZEW, KZEL, KSHE, WPLR. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in South and West; weak in others.

**153 PETER CETERA • FULL MOON/WARNER BROS.**  
**ADDS:** None. **HOTS:** WYSP, KLOL, KSJO, WLIR, KZEW, WBLM, KZAM, KMG, WBAB. **MEDIUMS:** WCOZ, WKLS, KOME, KEZY, KZEL, KROQ, WPLR. **PREFERRED TRACKS:** Limelight.  
**SALES:** Fair in South; weak in others.

**3 FOREIGNER • 4 • ATLANTIC**  
**ADDS:** None. **HOTS:** KNX, KMET, WNEW, WRNW, KLOL, WMMS, WABX, KNCN, KOME, KMG. **MEDIUMS:** WCOZ, WOUR, KSJO, WLIR, WBLM, KEZY, KZEL, KSHE. **PREFERRED TRACKS:** Juke, Waiting, Night, Urgent.  
**SALES:** Good in all regions.

**26 GENESIS • ABACAB • ATLANTIC**  
**ADDS:** None. **HOTS:** WYSP, WBAB, KSHE, KZEL, KMG, WRNW, WSHE, WCOZ, WMMS, WKLS, WOUR, WLIR, KNCN, KOME, KEZY. **MEDIUMS:** KMET, KSFX, WNEW, WCCC, KLOL, KSJO, WABX, WBLM. **PREFERRED TRACKS:** Title, Reply, Dark, Another.  
**SALES:** Good to moderate in all regions; weakest in South.

**12 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**  
**ADDS:** WPLR. **HOTS:** WMMS, KSJO, WLIR, KNCN, KZAM, KOME, KROQ, WBAB, WHFS, KNAC, KSFX. **MEDIUMS:** KZEW, WNEW, KMET. **PREFERRED TRACKS:** Beat, Lips, This Town.  
**SALES:** Good to moderate in all regions; weakest in South.

**57 SAMMY HAGAR • STANDING HAMPTON • GEFEN**  
**ADDS:** None. **HOTS:** KSFX, WNEW, KSHE, WSHE, KLOL, WCOZ, WMMS, KSJO, WLIR, KNCN, KZEW, WBLM, KOME, KMG, KZEL. **MEDIUMS:** KMET, WBAB, WPLR, WCCC, WKLS, WABX. **PREFERRED TRACKS:** I'll Fall, One Way, Piece.  
**SALES:** Moderate to fair in all regions; strongest in West.

**165 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA**  
**ADDS:** None. **HOTS:** WKLS, WLIR, KZEW, KMG, WPLR, WBAB. **MEDIUMS:** WRNW, KLOL, WBLM, KOME, WNEW, WYSP, KSFX. **PREFERRED TRACKS:** Love Is.  
**SALES:** Weak in East; fair in others.

**1 THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA**  
**ADDS:** None. **HOTS:** KMET, KSFX, WYSP, WBAB, WPLR, WNEW, KROQ, KSHE, KMG, WCCC, WRNW, WSHE, KLOL, WCOZ, WMMS, WOUR, WLIR, WABX, KNCN, KZEW, WBLM, KOME, KEZY. **MEDIUMS:** KZEL, WKLS, KSJO. **PREFERRED TRACKS:** Centerfold, Title.  
**SALES:** Good in all regions.

LP Chart Position

**11 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK**  
**ADDS:** KZEW. **HOTS:** KSFX, KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, WCCC, WRNW, WSHE, KLOL, WCOZ, WMMS, WKLS, WOUR, KSJO, WLIR, KNCN, WBLM, KOME, KMG, KZEL, KROQ. **MEDIUMS:** KMET. **PREFERRED TRACKS:** Title, Bits, Crimson.  
**SALES:** Good to moderate in all regions; strongest in East.

**JOHNNY & THE DISTRACTIONS • LET IT ROCK • A&M**  
**ADDS:** WYSP, WNEW, KOME, KZAM, WOUR, WCOZ. **HOTS:** KZEL. **MEDIUMS:** WMMS, KZEW, WHFS. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate in West; weak in others.

**116 JANIS JOPLIN • FAREWELL SONG • COLUMBIA**  
**ADDS:** KOME. **HOTS:** WMMS, WLIR, KNCN, WPLR. **MEDIUMS:** WRNW, KZAM, WBAB, WHFS, KSFX. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate in all regions.

**2 JOURNEY • ESCAPE • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, WSHE, KSJO, KNCN, KZAM, KOME, KEZY, WBAB. **MEDIUMS:** KLOL, WCOZ, WMMS, WKLS, WOUR, WBLM, KMG, WNEW. **PREFERRED TRACKS:** Open, Believin', Crying, Stone.  
**SALES:** Good in all regions.

**46 THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**  
**ADDS:** None. **HOTS:** WRNW, WSHE, KOME, WNEW, KNAC. **MEDIUMS:** WCOZ, KSJO, KMG, WPLR, KSFX. **PREFERRED TRACKS:** Better, Destroyer, Title.  
**SALES:** Weak in Midwest; moderate in others.

**110 LE ROUX • LAST SAFE PLACE • RCA**  
**ADDS:** WABX, WRNW. **HOTS:** KSHE, KNX. **MEDIUMS:** KLOL, WMMS, WOUR, KSJO, KNCN, KZEW, WBLM, KEZY, WPLR, WYSP, KSFX. **PREFERRED TRACKS:** Nobody Said.  
**SALES:** Fair in all regions; strongest in South.

**16 LOVERBOY • GET LUCKY • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, WBAB, WNEW, KROQ, KSHE, KZEL, WCCC, WSHE, KLOL, WCOZ, WMMS, WKLS, WOUR, KSJO, WLIR, KNCN, KZEW, WBLM, KOME, KMG. **MEDIUMS:** KSFX, WPLR, WRNW. **PREFERRED TRACKS:** Working.  
**SALES:** Good to moderate in all regions.

## # 4 MOST ADDED

**NICK LOWE • NICK THE KNIFE • COLUMBIA**  
**ADDS:** KNAC, WHFS, WPLR, KROQ, KEZY, WOUR, WRNW. **HOTS:** WRNW, WMMS, WLIR, WNEW. **MEDIUMS:** KEZY, WBAB. **PREFERRED TRACKS:** Burning, Stick, Raining, Let Me, Heart, Ba Doom.  
**SALES:** Just shipped.

**28 BOB & DOUG MCKENZIE • GREAT WHITE NORTH • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** WHFS, WRNW, WMMS, WKLS, WLIR, KZEL, WNEW, WBAB. **MEDIUMS:** KMET, KSFX, WCCC, WSHE, KLOL, KZEW, WBLM, KZAM, KMG. **PREFERRED TRACKS:** Take Off, Beerhunter, Donuts.  
**SALES:** Good to moderate in all regions.

**20 OZZY OSBOURNE • DIARY OF A MADMAN • JET/CBS**  
**ADDS:** None. **HOTS:** KMET, WPLR, KZEL, WCCC, WSHE, KLOL, WCOZ, WMMS, WKLS, KSJO, KNCN, KZEW, WBLM, KOME, KMG. **MEDIUMS:** WYSP, WBAB, WOUR, WLIR. **PREFERRED TRACKS:** Over, Title.  
**SALES:** Good to moderate in all regions.

**THE HENRY PAUL BAND • ANYTIME • ATLANTIC**  
**ADDS:** None. **HOTS:** WOUR, KEZY, KMG, WNEW. **MEDIUMS:** WRNW, WSHE, WMMS, WLIR, WBLM, KOME, KSHE, KMET. **PREFERRED TRACKS:** Keeping.  
**SALES:** Weak in all regions.

## # 1 MOST ACTIVE

LP Chart Position

**9 THE POLICE • GHOST IN THE MACHINE • A&M**  
**ADDS:** None. **HOTS:** KMET, KSFX, KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, KROQ, KSHE, KZEL, WCCC, WRNW, WSHE, WMMS, WKLS, WOUR, WLIR, KNCN, KZAM, KOME, KEZY, KMG. **MEDIUMS:** KLOL, WCOZ, KSJO, WBLM. **PREFERRED TRACKS:** Spirits, Every, Secret, One.  
**SALES:** Good to moderate in all regions.

**111 PRISM • SMALL CHANGE • CAPITOL**  
**ADDS:** WNEW, KOME, KZAM, WLIR. **HOTS:** WLIR, KSJO, KZEW, WBLM, KSHE. **MEDIUMS:** KMET, KSFX, WBAB, WSHE, KLOL, WMMS, WKLS, WOUR, WABX, KNCN, KEZY, KMG, KZEL, WPLR. **PREFERRED TRACKS:** Don't Let.  
**SALES:** Moderate to fair in all regions; strongest in Midwest.

**14 QUARTERFLASH • GEFEN**  
**ADDS:** None. **HOTS:** KNX, KMET, WBAB, WNEW, KZEL, WMMS, WABX, KNCN, KZEW, KOME, KEZY. **MEDIUMS:** KSFX, WPLR, WRNW, KLOL, WCOZ, WOUR, KSJO, WLIR, WBLM, KZAM. **PREFERRED TRACKS:** Harden, Find.  
**SALES:** Good to moderate in all regions.

**5 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC**  
**ADDS:** None. **HOTS:** KMET, KNAC, WBAB, WNEW, KROQ, WRNW, WSHE, WMMS, WKLS, WOUR, WABX, WBLM, KOME, KEZY, KMG. **MEDIUMS:** KSHE, WCCC, WCOZ, KSJO, WLIR. **PREFERRED TRACKS:** Waiting, Start, Slave, Limousine.  
**SALES:** Good to moderate in all regions.

**177 EDDIE SCHWARTZ • NO REFUGE • ATCO**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WSHE, KNCN, KZEW, KZAM, KOME, KEZY, KMG, KSHE, WPLR, WBAB, KSFX. **PREFERRED TRACKS:** Tomorrows.  
**SALES:** Fair in Midwest; weak in others.

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

## # 3 MOST ADDED

**THIN LIZZY • RENEGADE • WARNER BROS.**  
**ADDS:** WCCC, WRNW, WMMS, WLIR, KMG, KZEL, WNEW, WBAB. **HOTS:** None. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Hollywood, Deaf.  
**SALES:** Just shipped.

**58 TRIUMPH • ALLIED FORCES • RCA**  
**ADDS:** None. **HOTS:** WRNW, WMMS, KZEW, KOME. **MEDIUMS:** KLOL, WOUR, KSJO, WLIR, WABX, KMG, KSHE, KSFX, KMET. **PREFERRED TRACKS:** Goodbye, Magic.  
**SALES:** Moderate to fair in all regions.

## # 2 MOST ADDED

**UFO • MECHANIX • CHRYSALIS**  
**ADDS:** WYSP, KSHE, KZEL, KMG, KOME, KZEW, KNCN, WRNW. **HOTS:** None. **MEDIUMS:** KZEW, KSFX. **PREFERRED TRACKS:** Writer, Back.  
**SALES:** Just shipped.

**169 WRABIT • MCA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** KLOL, WMMS, WKLS, WOUR, KSJO, WLIR, KZEW, WBLM, KZEL, KSHE, WPLR, WYSP, KSFX. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate in West and Midwest; fair in others.

# INTERNATIONAL

## INTERNATIONAL DATELINE

### Australia

CANNES — Australia's music industry contingent at MIDEM had one of its most successful years to date at the 1982 edition. The Oz stand, representing 29 companies, proved to be an essential call on the list of participants; and the two independent Australian stands — Mushroom Records and Image Music — were also continually besieged.

In a sense, the Oz contingent came to Cannes expecting action, what with the strength shown by such acts as **Olivia Newton-John, AC/DC, Air Supply, Little River Band** and **Rick Springfield**, to name a few, on the worldwide market. While there was little in the way of firm deals, the five days of non-stop discussion and negotiation will no doubt prove fruitful for Australian music in the coming months.

Perhaps one of the major events in the Australian quarter was the performance in the MIDEM big top of hot Oz singing duo **Cheetah**, making its live European debut before an incredibly receptive crowd on the eve of the international release of its LP on the recently formed **Alberts International** label.

The **Girls' LP, "Women Of Rock,"** was produced and mostly written by the legendary **Vanda and Young**, who flew secretly into Cannes for the show and even helped out on the sound mix. The LP, which solidly casts **Cheetah** in the **AC/DC-Rose Tattoo** school of rough, tough and hellfire-driven-rock, is being released on **Alberts International** by **Epic** in Europe and the U.K.; **Atlantic** in the U.S.; and **Columbia** in Japan. The first single, in Europe at least, will be "Let's Spend The Night."

The **Cheetah** band includes bassist **Tommy Evans**, a former member of **Badfinger**, and drummer **Eddie Sparrow**, who wrote the **Wilsson** hit, "Without You." After the concert, **Chrissie Hammond**, who, along with sister **Lyndsey**, forms the **Cheetah** frontline, told **Cash Box** she was elated by the response to the group. They'd performed only once before in Europe — on a German TV show two years ago and when their single, "Walking In The Rain," was a hit for **Ralph Siegel's** organization. The band returned to London after the MIDEM show to rehearse for planned tours of Europe and the U.S. to promote release of its LP.

On the MIDEM stands, consensus among the Australians was that it had been a very good worthwhile event. However, most were tightlipped about their negotiations, preferring to hold off until things are firmed up from Australia.

Festival Music did announce, though, that it had re-signed its licensing agreement with **Island Records**, thus continuing an association that has borne much golden fruit over the years, most recently with **Grace Jones' "Nightclubbing"** LP. . . **Mike**

**Brady** of **Full Moon Records** seemed on the verge of tying up deals for the latest **Joe Dolce** single, "You Toucha My Car I Breaka Your Face," (Dolce's last, "Shaddap You Face," sold 4 million copies worldwide).

No doubt, over the coming months numerous deals originated at MIDEM will be finally concluded — in time to prepare for next year's event. But one thing is obvious, the world has certainly taken to Australian music.

allan webster

### Canada

OTTAWA — A&M has issued a **Bryan Adams** EP featuring three cuts from the "You Want It, You Got It" disc and three live tracks. Adams is to open the next leg of the **Foreigner** tour . . . "For Those Who Think Young," the superb second disc from **Rough Trade**, which failed to get to the just number of U.S. listeners, now is platinum in Canada . . . **PolyGram** Canada is issuing a fine selection of the best singles from **Siouxsie and the Banshees** . . . **Capitol-EMI** is to unveil details of its tape enhancement process (which many insiders say will give the firm a leg-up on its competition) at a reception Feb. 10 in Toronto . . . A full 28% of all certified gold-platinum-plus singles and albums in Canada last year were domestic releases, the Canadian Recording Industry Assn. (CRIA) reports (see separate story). By the way, the association is continuing its fight for reforms to the budget measures last Nov. 12. Finance Minister **Allan MacLachan** says he's still considering changes to the much-criticized budget . . . The **CRTC** is gearing up for the massive radio hearings in March.

kirk lapointe

### Japan

TOKYO — For **Life Records** is expected to develop an aggressive promotion around "Wedding Bell" by **Sugar**, a trio of female singers showing strong sales all through the country since the single was released Nov. 21, 1981.

According to **Suzuki Kaoru**, president of **Suzuki Music Instruments**, one of this country's biggest instrument companies, the total sales in 1981 reached 903 million yen (\$4.1 million), 4.7% down from the previous year. The sluggish economy that prevailed in the country all through the year was identified as the main reason for the drop.

**Woorell Records**, a new label of **Upitel Industries**, released its first single and LP on Jan. 25. The single is "Honoho No Arabian Night" by **Asha**, and the LP is "Honoho No Arabian Night/Asha." By the way, this label has been established to cover pop and rock musics that no other labels of the company have been willing to take charge of.

kozo otsuka

## Canadian Government Tackles Issue Of Full-Time Religious Radio Stations

by Kirk LaPointe

OTTAWA — Four days of contentious federal hearings into religious broadcasting ended Jan. 30, setting the stage for a momentous decision expected by summer on whether Canada will allow all-religion radio and television stations to

operate.

At present, just two stations in Newfoundland offer such programming. Both have been allowed to operate under a complex agreement with the province that dates back to its entering Confederation in 1909.

The rest of the nation has been guided by the Broadcasting Act, which requires broadcasters to give "a reasonable, balanced opportunity for the expression of differing views on matters of public concern." As such, religious programming has only been found as part of the overall special interest programming of conventional broadcasters.

If the Canadian Radio-Television and Telecommunications Commission (CRTC) was expecting enlightenment of the fuzzy and underdeveloped Canadian religious broadcasting industry at the hearings, it clearly must have been disappointed.

The hearings only served to point out the division within the religious community, among broadcasters and cable operators, politicians and the general public on the issue. It has been left in the hands of the CRTC, the federal regulatory agency for broadcasting, to make sense of the situation.

The question for the commission doesn't seem to be whether religious broadcasting will be allowed, but who will control it and how much will be allowed.

### Recurring Theme

There seemed to be just one recurring theme during the four days of evidence before the commission: How can Canadians be assured that the excesses of U.S. religious broadcasting — including religious financial solicitation and the use of the media as a political soapbox on such issues as birth control and defense — won't simply occur here now that the field is being opened up?

For the most part, there weren't any such assurances. While Canadian radio and television broadcasters in the religious field seem to be milder, less vigilant versions of their American counterparts, many worry that blanket approval of all-religion programming could prompt the fanatics to enter the industry.

The hearings began on an ironic note. Two Progressive Conservative members of Parliament argued for, of all things, less government interference. The two said the free-enterprise system, not federal bureaucrats, should decide who sinks and who swims in broadcasting. Moreover, the two argued, the advent of cable and satellite technology has left Canadians severely under-served by broadcasting.

The Commission couldn't argue that point, but with a decision expected any month on pay-TV licensing in Canada, it's expected that the void will be filled by the

(continued on page 34)

## MIDEM Wrap-Up

(continued from page 8)

ment in standards of radio broadcast. The effects of high quality stereo broadcasting were put most eloquently by BPI chairman and **Chrysalis** co-chairman **Chris Wright**. He pointed out the turnaround of the influence or desirability of radio play on a record: "For too long we have been in the position of needing radio to promote records and doing anything to get records played on the air; but at the same time radio has developed as a competitor. A radio turned on is a record not bought."

### Video Rights Discussed

At the international meeting of **Lawyers and Show Business Professionals**, the problem of deciding rights for videograms was thoroughly aired. **Beverly Hills** attorney **Jay Cooper** addressed the meeting at length, pointing out that at present there is no pattern or guideline for rights settlements for videograms. All rights owners involved in a video production, he stated, are trying to protect their interests. Consequently demands are high for product about to be distributed, in spite of the fact that offers from distributors are low since the market is quite small.

With rights owned potentially by actors, writers, directors, musicians, composers, publishers and other performers, there are many people fighting for a fair slice of what might be a very small pie. With thoroughly illustrated examples, **Cooper** demonstrated that when all rights have been settled, it is quite conceivable that a full 25% of the wholesale price of a videocassette may be taken up by royalty commitments.

The conclusion of **Copper's** thorough and thought-provoking analysis was that as no pattern yet exists for these negotiations, the only way to tackle the subject is to "put out and take chances."

The whole issue of video rights is infinitely more complex than for simple phonograms, with questions such as supplemental rights for cable or broadcast transmission, the possibility of rental by retailers, rights in territories covered by licensing agreements and, perhaps most crucial, the length of agreement. **Cooper's** speech was a solemn warning to those who still feel that video is an easy gold mine. It clearly is not, and no doubt the business lawyers will still have much to discuss at seminars at MIDEM or elsewhere.

## INTERNATIONAL BESTSELLERS

### Australia

#### TOP TEN 45s

- 1 Down Under — Men At Work — CBS
- 2 Our Lips Are Sealed — The Go-Go's — Illegal
- 3 Trouble — Lindsey Buckingham — Mercury
- 4 It's My Party — Dave Stewart with Barbara Gaskin — Stiff
- 5 Wired For Sound — Cliff Richard — EMI
- 6 Tainted Love — Soft Cell — Mercury
- 7 Let's Hang On — Barry Manilow — Arista
- 8 For Your Eyes Only — Sheena Easton — Liberty
- 9 Tonight I'm Yours — Rod Stewart — Warner Bros.
- 10 Physical — Olivia Newton-John — Interfusion

#### TOP TEN LPs

- 1 Business As Usual — Men At Work — CBS
- 2 The Best Of Blondie — Blondie — Chrysalis
- 3 Tattoo You — The Rolling Stones — Rolling Stones
- 4 Greatest Hits — Queen — Elektra
- 5 For Those About To Rock — AC/DC — Albert
- 6 The Simon and Garfunkel Collection — CBS
- 7 Manilow Magic — Barry Manilow — Arista
- 8 1982 . . . In The Sun — various artists — EMI
- 9 Ghost In The Machine — The Police — A&M
- 10 Memories — Barbra Streisand — CBS

—Kent Music Report

### Italy

#### TOP TEN 45s

- 1 Reality — Richard Sanderson — Delta
- 2 Il Ballo Del Qua Qua — Romina Power — Baby
- 3 Cicale — Heather Parisi — CGD
- 4 Sharazan — Al Bano e Romina Power — Baby
- 5 Aria Di Casa — Sammy Barbot — WEA
- 6 You Can't Stay The Night — Miguel Bose — CBS
- 7 Arthur's Theme — Christopher Cross — Warner Bros.
- 8 Every Little Thing She Does Is Magic — The Police — A&M/CBS
- 9 Lo Stellone — Sbrulino — CGD
- 10 Wordy Rappinghood — Tom Tom Club — Island/Ricordi

#### TOP TEN LPs

- 1 Artide Antartide — Renato Zero — Zerolandia/RCA
- 2 Il Tempo Delle Mele — soundtrack — Delta
- 3 Ghost In The Machine — The Police — A&M/CBS
- 4 Salome — Mina — PDU
- 5 Buona Fortuna — Pooh — CGD
- 6 Singolo — Miguel Bose — CBS
- 7 Nikka Costa — CGD
- 8 30x60 — various artists — CGD
- 9 Abacab — Genesis — Vertigo/PolyGram
- 10 Bolero — soundtrack — Cinevox

—Musica e Dischi

### United Kingdom

#### TOP TEN 45s

- 1 Golden Brown — The Stranglers — Liberty
- 2 The Model — Kraftwerk — EMI
- 3 Oh Julie — Shakin' Stevens — Epic
- 4 Arthur's Theme — Christopher Cross — Warner Bros.
- 5 Maid Of Orleans — Orchestral Manoeuvres In The Dark — Dindisc
- 6 Bein' Boled — Human League — EMI
- 7 Dead Ringer For Love — Meat Loaf — Epic
- 8 A Town Called Malice/Precious — The Jam — Polydor
- 9 Drowning In Berlin — Mobiles — Rialto
- 10 Daddy's Home — Cliff Richard — EMI

#### TOP TEN LPs

- 1 Greatest Hits — Queen — EMI
- 2 Love Songs — Barbra Streisand — CBS
- 3 Pearls — Elkie Brooks — A&M
- 4 Begin The Beguine — Julio Iglesias — CBS
- 5 Architecture & Morality — Orchestral Manoeuvres In The Dark — Dindisc
- 6 For Those About To Rock We Salute You — AC/DC — Atlantic
- 7 Hits, Hits, Hits — various artists — Ronco
- 8 4 — Foreigner — Atlantic
- 9 Something Special — Kool & The Gang — De-Lite
- 10 Modern Dance — various artists — K-tel —Melody Maker

# COUNTRY

## Initial Ballots For 17th 'Hat' Awards Distributed To ACM Voting Members

(continued from page 8)

ings & Jessi Colter, Mel Tillis & Nancy Sinatra, Moe Bandy & Joe Stampley, Bellamy Brothers, Emmylou Harris & Don Williams, Kendalls, Conway Twitty & Loretta Lynn.

**Top Vocal Group:** Alabama, Burrito Brothers, Corbin-Hanner Band, Charlie Daniels Band, Larry Gatlin & Gatlin Brothers Band, Oak Ridge Boys, Tompall & Glatzer Brothers, Dave Rowland & Sugar, Statler Brothers, Tennessee Express.

**Single Record of the Year:** (Awards presented to Artist, Producer and Record Label): "Dixie On My Mind" by Hank Williams, Jr., "Elvira" by the Oak Ridge Boys, "I Love A Rainy Night" by Eddie Rabbit, "I Was Country When Country Wasn't Cool" by Barbara Mandrell, "Love In The First Degree" by Alabama, "My Favorite Memory" by Merle Haggard, "Party Time" by T.G. Sheppard, "Seven Year Ache" by Rosanne Cash, "There's No Getting Over Me" by Ronnie Milsap, "You're The Reason God Made Oklahoma" by David Frizzell & Shelly West.

**Song of the Year:** (Awards presented to Composer, Publisher and Artist): "Feels So Right," "A Headache Tomorrow (Or A Heartache Tonight)," "Love In The First Degree," "I'm Just An Old Chunk Of Coal," "If I Needed You," "My Favorite Memory," "It Turns Me Inside Out," "Prisoner Of Hope,"

## Burritos Embark On Major Eastern Tour

NASHVILLE — Epic/Curb act the Burrito Brothers kicked off a major market tour Feb. 5 in support of its current album, "Sunset Sundown," which shipped last week. Dates in February will include key markets in the eastern part of the United States. Cities included in the showcase tour are Jackson and Chattanooga, Tenn.; Atlanta, Ga.; St. Louis, Mo.; Louisville, Ky.; Madison, Wisc.; Raleigh, N.C.; Boston, Mass.; Indianapolis, Ind.; Long Island and two separate dates in New York City.

Tour support includes coverage by local newspapers and other publications, as well as television appearances in Madison, Boston and New York. The recording group will also make in-store appearances and radio guest spots.

Cities on the tour were booked by the Shorty Lavender Talent Agency here. All of the venues included on the tour are concert halls and major showcase clubs. The tour marks the first for the Burrito Brothers since Gib Guilbeau and John Beland, the nucleus of the group, formed a new version of the band in Nashville.

"Still Doin' Time," "You're The Reason God Made Oklahoma."

**Album of the Year** (Awards presented to Artist, Producer and Record Label): Big City, Fancy Free, Feels So Right, Juice, 9 To 5 And Odd Jobs, Rowdy, Seven Year Ache, Still The Same Ole Me, There's No Getting Over Me, You Don't Know Me.

While the abovementioned categories will be featured on the national telecast, winners in the instrumentalist and band categories will be announced prior to the ceremonies. Nominees in these categories include:

**Bass:** Joe Allen, Mike Leech, Joe Osborn, Lynn Russell, Curtis Stone, Emory Gordy, Bob Moore, Ray Pohlman, Mike Smart and Red Wooten.

**Drums:** Biff Adam, Peter Donald, Buddy Harmon, Larrie Londin, Jack Sargent, Lonnie Alvestad, Archie Francis, Jerry Kroon, Billy Martinez and Ronnie Tutt.

**Fiddle:** Billy Armstrong, Byron Berline, Charlie Daniels, Harold Hensley, Buddy Spicher, Doug Atwell, Bobby Bruce, Johnny Gimble, Doug Kershaw and Gordon Terry.

**Guitar:** Phil Baugh, James Burton, Johnny Davis, Grady Martin, Billy Walker, Al Bruno, Thumbs Carlisle, Hank Garland, Roy Nichols and Reggie Young.

**Keyboard:** Earl Ball, Glen D. Hardin, John Hobbs, Billy Liebert, Morgan Stoddard, Floyd Cramer, Ed Hill, Darrell Holt, Hargus "Pig" Robbins and Bobby Wood.

**Steel Guitar:** Buddy Emmons, Lloyd Green, Doug Livingston, Ralph Mooney, Sneaky Pete, Sonny Garrish, Norm Hamlet, J.D. Maness, Weldon Myrick and Al Vescova.

**Specialty Instrument:** Danny Davis (Trumpet), Carl Jackson (Banjo), Terry McMillian (Harmonica & Percussion), Mickey Raphael (Harmonica), Buck Trent (Banjo), John Hartford (Banjo), Charlie McCoy (Harmonica), Larry McNeely (Banjo), Smokey Rogers (Banjo) and Al Vescova (Dobro).

**Band of the Year (Touring):** Asleep At The Wheel, Charlie Daniels Band, Jerry Reed Band, Strangers (Merle Haggard), Urban Cowboy Band (Mickey Gilley), Coalminers (Loretta Lynn), Willie Nelson & Family Band, Statesiders (Mel Tillis), The Rose (Razzy Bailey) and Waylors (Waylon Jennings).

**Band of the Year (Non-Touring):** Bayou City Beats (Freddy Bianco), Desperado's (Johnny & Jonie Mosby), Palomino Riders (Jimmy Snyder), Bobby Lee Sorenson Band, The Rogues (J. David Sloan), Cowtown (Jerry M. Lane), Geary Hanley Band, Rumble (Mike Martin), Sound Company (Ed Mattos), Western Union (Mike Smart).



**SO THIS IS BOBBIE SUE** — This little chimpanzee probably isn't exactly what songwriters Dan Tyler, Adele Tyler and Wood Newton had in mind when they wrote the Oak Ridge Boys' current single, "Bobbie Sue," but she certainly seems to have made some friends in the singers. The chimp was actually named in honor of the group's single, so when the guys were in the area, they took the opportunity to visit Bobbie Sue at her home in Busch Gardens in Tampa, Fla. Pictured are (l-r): Duane Allen, Joe Bonsall and William Lee Golden of the group; Bobbie Sue; trainer Birgit Blommel; and Richard Sterban of the group.

## STATION PROFILE

### WJRB Cracks Tight Nashville Radio Market With 'Proud Country' Format

by Tom Roland

NASHVILLE — Since the Jaco Broadcasting company purchased WENO, a small station in the suburban reaches of Madison, Tenn., three years ago, the new owners have attempted to build a country format they could be proud of. In spite of a weak signal that doesn't quite extend to the edges of the Nashville area, the station, behind the efforts of program director Don Keith and music director Janet Bozeman, has indeed acquired a proud country heritage.

In a town overloaded with country competition, WJRB has carved out its own niche by providing a more traditional sound than its competitors, mixing a higher volume of oldies with uptempo currents. While the station has been able to hold its own in the face of tough competition, WJRB has become extremely attractive to male listeners.

"I think the uptempo part's what's getting them in," comments Keith. "As music slows down, it tends to get more bland, and women may like it, but men start yelling that they're looking for something a little more up and bright, so that's what we try to emphasize."

News and information also play a big role in bringing in the men, as the station's news department won the UPI Tennessee state award in 1981 for its excellence in reporting news events for its market size.

Programming country music in Nashville lends itself to some unique problems,

though, according to Keith. "Research-wise, we have to be careful," he notes, "because in Nashville, if you play a new record, you're automatically going to get calls from the writer, the producer, the guy who played guitar on the session, the publishing company, the record company, the artist himself, and you can get hyped in a hurry if you're not careful. Also, there's supposed to be an anti-country backlash here, but I have seen no evidence of it."

"I think being in Nashville is an asset, though, because it gives us a chance to be in the middle of the industry. That's why we built our studios on Music Row, because we wanted to identify with about the hottest thing going in entertainment these days — country music. Of course, I personally enjoy having a chance to have the artist himself call in and request a song — when Conway Twitty calls and says thanks for playing a song. I interviewed Gail Davies today, and she had been listening to the station while she was doing her dishes — that kind of thing. I eat that up; I'm still starstruck, I guess."

While "Proud Country JRB" admittedly has problems with power (5,000 watts during the daytime and one kilowatt at night) the Mack Sanders-owned Jaco parent company has taken measures to extend its impact. In addition to WJRB, Jaco owns WVOK/Birmingham and WNOX/Knoxville, and, according to Keith, the firm anticipates the purchase of an FM outlet in Nashville in the near future. To top it off, the *Proud Country Network*, a weekly countdown Keith developed for the Jaco affiliates, has received greater acceptance than expected.

"It's sort of semi-syndicated," says Keith, who was one of five winners in a Drake-Chenault talent hunt in 1981. "We originally put the show together for the stations that we own and operate, but when word got out of what we were doing, I had over 100 requests for demos. So, I went ahead and did a demo and sent them out, and, as of now, we're on nine stations."

#### Tough Competitors

To make inroads in Nashville, a station has to position itself against a bevy of country competitors. Legendary WSM boasts a mammoth signal that can be heard throughout the southeast. WSIX-FM has cornered the office radio with its "metropolitan country" format — country's answer to beautiful music. WKDA has cut costs with its adoption of the Satellite Music Network and WUSW-FM/Lebanon, with its strong FM signal, has made some penetra-

(continued on page 26)



**#1 WITH A BULLET** — The Cash Box Bullets bowling team out of Nashville was recently tied for first place with the Door Knob Records squad during the second half of the season in the Music Business Mixed league. After a dismal first half in which the Bullets lost 19 games in a row, the team has made an impressive turnaround with a 7-1 start after the first two weeks. It won't last long.



Pictured in the front row are (l-r): Bill Treasise, league vice president; and Charlie McCoy, president. Pictured in the back row are (l-r): Pat McGuire, league secretary; Tom Roland, Cash Box; Juanita Butler, captain, Cash Box; Rita Sharp; and Jim Sharp, vice president, Cash Box. Pictured afterwards are (l-r): Roland; Karen Jeglum, Door Knob; Butler; and Gene Kennedy, Door Knob.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On 2/6 Chart		Weeks On 2/6 Chart
<b>1 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	2 47	<b>40 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	53 9
<b>2 FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	1 36	<b>41 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	42 146
<b>3 STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	3 11	<b>42 KING OF THE ROAD</b> BOXCAR WILLIE (Main Street SN73000)	45 11
<b>4 THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	6 23	<b>43 TAKIN' IT EASY</b> LACY J. DALTON (Columbia FC 37327)	43 28
<b>5 THERE'S NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA AHL 1-4060)	5 24	<b>44 SOME DAYS ARE DIAMONDS</b> JOHN DENVER (RCA AFL 1-4055)	44 28
<b>6 LIVE</b> BARBARA MANDRELL (MCA-5243)	9 24	<b>45 YEARS AGO</b> STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	46 21
<b>7 JUICE</b> JUICE NEWTON (Capitol ST 12136)	4 48	<b>46 DESPERATE DREAMS</b> EDDY RAVEN (Elektra 5E-545)	47 15
<b>8 CIMARRON</b> EMMYLOU HARRIS (Warner Bros. BSK 3603)	8 8	<b>47 ROWDY</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	26 48
<b>9 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	7 21	<b>48 NOW OR NEVER</b> JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	49 35
<b>10 BET YOUR HEART ON ME</b> JOHNNY LEE (Full Moon/Asylum 5E-541)	10 17	<b>49 URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL-1-4027)	36 34
<b>11 STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	11 25	<b>50 GOOD TIME LOVIN' MAN</b> RONNIE McDOWELL (Epic FE 37399)	37 26
<b>12 BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	12 15	<b>51 FRAGILE — HANDLE WITH CARE</b> CRISTY LANE (Liberty LT-51112)	50 17
<b>13 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	14 68	<b>52 I JUST CAME HOME TO COUNT THE MEMORIES</b> JOHN ANDERSON (Warner Bros. BSK 3599)	29 13
<b>14 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	15 84	<b>53 LOOKIN' FOR LOVE</b> JOHNNY LEE (Full Moon/Asylum 6E-309)	1
<b>15 ESPECIALLY FOR YOU</b> DON WILLIAMS (MCA-5210)	13 30	<b>54 RODNEY CROWELL</b> (Warner Bros. BSK 3587)	51 18
<b>16 SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	27 41	<b>55 I'M A LADY</b> TERRI GIBBS (MCA-5255)	59 2
<b>17 GREATEST HITS</b> JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	17 11	<b>56 STARDUST</b> WILLIE NELSON (Columbia JC 35305)	56 189
<b>18 SOUTHERN COMFORT</b> CONWAY TWITTY (Elektra E1-60005)	21 3	<b>57 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1</b> NASHVILLE RHYTHM SECTION (Koala KOA 15001)	55 13
<b>19 HOLLYWOOD, TENNESSEE</b> CRYSTAL GAYLE (Columbia FC 37438)	19 21	<b>58 SLEEPING WITH YOUR MEMORY</b> JANIE FRICKE (Columbia FC 37535)	58 2
<b>20 GREATEST HITS</b> CHARLEY PRIDE (RCA AHL 1-4151)	24 16	<b>59 LIVE</b> HOYT AXTON (Jeremiah JH5002)	61 39
<b>21 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	18 72	<b>60 HABITS OLD AND NEW</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-278)	60 6
<b>22 FINALLY!</b> T.G. SHEPPARD (Warner/Curb BSK 3600)	23 3	<b>61 ELVIS PRESLEY'S GREATEST HITS VOL. 1</b> ELVIS PRESLEY (RCA AHL 1 2347)	54 5
<b>23 YOU DON'T KNOW ME</b> MICKY GILLEY (Epic FE-37416)	48 34	<b>62 RODEO ROMEO</b> MOE BANDY (Columbia FC 37568)	57 12
<b>24 FIRE &amp; SMOKE</b> EARL THOMAS CONLEY (RCA AHL 1-4135)	16 10	<b>63 I LOVED 'EM ALL</b> T.G. SHEPPARD (Warner/Curb BSK 3528)	62 5
<b>25 NOT GUILTY</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	22 18	<b>64 SURROUND ME WITH LOVE</b> CHARLY McCLAIN (Epic FE-37108)	69 38
<b>26 STRAIT COUNTRY</b> GEORGE STRAIT (MCA-5248)	25 18	<b>65 HIGH TIME</b> DOTTIE WEST (Liberty LT 51114)	70 8
<b>27 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b> (Warner Bros./Viva BSK 3643)	52 2	<b>66 MEL &amp; NANCY</b> MEL TILLIS & NANCY SINATRA (Elektra 5E-549)	66 13
<b>28 SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC-36965)	28 47	<b>67 THE VERY BEST OF MEL TILLIS</b> MEL TILLIS (MCA-3274)	67 12
<b>29 GREATEST HITS</b> OAK RIDGE BOYS (MCA-5150)	20 66	<b>68 LOVIN' HER WAS EASIER</b> TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	68 17
<b>30 MIDNIGHT CRAZY</b> MAC DAVIS (Casablanca/PolyGram NBLP 7257)	30 17	<b>69 HORIZON</b> EDDIE RABBITT (Elektra 6E-276)	72 22
<b>31 WITH LOVE</b> JOHN CONLEE (MCA-5213)	31 29	<b>70 CHRISTMAS</b> KENNY ROGERS (Liberty LOO-5115)	63 11
<b>32 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	32 65	<b>71 CHRISTMAS WISHES</b> ANNE MURRAY (Capitol SN 16232)	64 13
<b>33 GREATEST HITS</b> ANNE MURRAY (Capitol SO-12110)	33 71	<b>72 ASK ANY WOMAN</b> CON HUNLEY (Warner Bros. BSK 3617)	65 10
<b>34 MR. T</b> CONWAY TWITTY (MCA-5204)	34 32	<b>73 CARRYIN' ON THE FAMILY NAME</b> DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	71 9
<b>35 TOWN &amp; COUNTRY</b> RAY PRICE (Dimension DL 5003)	35 22	<b>74 ONE TO ONE</b> ED BRUCE (MCA-5188)	74 10
<b>36 I'M COUNTRYFIED</b> MEL McDANIEL (Capitol ST-12116)	41 49	<b>75 THE BEST OF EDDIE RABBITT</b> EDDIE RABBITT (Elektra 6E-235)	75 59
<b>37 HEART TO HEART</b> REBA McENTIRE (Mercury SRM-1-6003)	40 9		
<b>38 WHERE DO YOU GO WHEN YOU DREAM</b> ANNE MURRAY (Capitol SOO-12144)	38 4		
<b>39 HURRICANE</b> LEON EVERETTE (RCA AHL 1-4152)	39 10		

## CASH BOX

YOUR CLEAR CHANNEL TO COUNTRY RADIO IS COMING YOUR WAY WITH OUR 3RD ANNUAL COUNTRY RADIO SEMINAR ISSUE:

FEBRUARY 27, 1982

3RD EDITION

## CASHBOX 2



1981 COUNTRY RADIO DIRECTORY

**BOOST YOUR SIGNAL WITH AN ADVERTISING MESSAGE IN THIS SPECIAL SUPPLEMENT!**

**ISSUE DATE:** FEBRUARY 27, 1982  
**AD DEADLINE:** FEBRUARY 12, 1982

**CONTACT:**

JIM SHARP  
21 MUSIC CIRCLE EAST  
NASHVILLE, TN 37203  
615 - 244-2898



# COUNTRY

## THE COUNTRY COLUMN

**JAM UP AND JELLY TIGHT** — It sold out in a matter of hours. More than 10,000 fans and friends witnessed it. More than 25 acts performed a set over 75 songs long. And again, **Charlie Daniels** was on stage and shouting, "Ain't it great to be alive and in Tennessee?" And as expected, the response was a resounding yes. This year's Volunteer Jam, the eighth annual, proved once again that all kinds of musical influences can co-exist and flourish on one stage. What began as a small, somewhat intimate gathering of friends and fans to do a little "jamming" back in 1974 has grown to be one of the more important musical events of the year and is the only one we can think of that features such a diverse cast of musical characters. For instance, this year's mammoth event featured, in order of appearance, the **Winters Brothers Band**; **Mis'sippi**; **Grinder Switch**; **Papa John Creach**; **Roy Acuff**; musicians **Jamie Nichol**, **Jerry Mills**, **Richie Cannata** and **Buddy Spicher**; **Moses Dillard and Creation**; **Leon Russell** and band; **Crystal Gayle** and band; **Duane Eddy**; **Jimmy C. Newman** and **Cajun Country**; **Jimmy Hall**; **Steve Walsh**; **Johnny Lee**; **Dobie Gray**; the **Oak Ridge Boys**; **George Thorogood and the Destroyers**; **China**; **Quarterflash**; **Chuck Leavell**, **Dickie Betts**, **Dave Perkins**, **Steve Delvechia**, **Keir Corlew** and, of course, **Charlie Daniels** and band.

Relative newcomers **Quarterflash** were given an enthusiastic response. So were **George Thorogood** and the **Destroyers**, fresh from opening several dates for the **Rolling Stones**. But the most enthusiastic response was given to the **Oak Ridge Boys**, who, amidst the loud and prolonged screams, offered the audience a sampling of material from the just shipped "Bobbie Sue" album, as well as the #1 pop and country single, "Elvira." And as usual, **Richard Sterban's** "oom papa now mows" tickled the fancy of the young girls in the audience. Again, Daniels and band proved to be great hosts for a non-stop musical extravaganza.

**EQUAL TIME** — We can't mention the Jam without mentioning its cross town competitor, the **Alternative Jam**. Held in a tent behind **Cantrell's**, (the club was temporarily closed for a week), the show went on as **Jason and the Nashville Scorchers**, **Viet Nam, X04** and the **Modern Emotions** kept the hard rockers and new wavers happy. This **Alternative Jam** was the second of the **Rick Champion**-sponsored events.



**JAM UP** — As in the past, this year's Volunteer Jam brought together quite an array of talent and musical influences, from **Papa John Creach** and **Roy Acuff** to **Quarterflash** and **George Thorogood and the Destroyers**. Pictured here are **Charlie Daniels (l)**, the concert's host, and first-time jammer **George Thorogood**.

However, the opening date has been moved back to March 1. Stay tuned for additional information.

**REUNION** — Songwriter **Lou Josie** was recently reunited with **Rob Grill** and the new **Grassroots** when said group performed at the Cannery in Nashville (the date was originally scheduled at **Cantrell's**, but was moved to the Cannery at the last minute). Josie penned "Midnight Confessions," which proved to be a hit for the **Grassroots** and is currently gaining momentum for singer **Karla De Vito**, who covered the song on her new album. Josie moved to Nashville about seven months ago from Florida and is still actively involved in songwriting. The **Grassroots**, meanwhile, are negotiating a label deal and are playing alot of college dates. Josie described the group's current sound as "real hot. Somewhere between the old **Grassroots** and the new **Rick Springfield**."

**NSAI KEYNOTE** — Keynote speaker for the upcoming songwriter symposium, sponsored by the Nashville Songwriters Assn., International (NSAI) will be **Chet Atkins**. The symposium is set for March 5-7 at the Hyatt Regency in Nashville.

**CONGRATULATIONS** — To **Terry McMillan** and wife **Peggy Lynn** on the birth of their son, **Adam Taylor**, born Jan. 22.

**BUFFALO AND BRANDY WITH STEIN** — **Sarah Stein** Publicity of Nashville will now be handling publicity for **KM Records** of New York. The label's current release is a single by male/female duo **Buffalo and Brandy**, entitled "Reach For The Love."

**GAYLE DOWN UNDER** — **Crystal Gayle** will make her first Australian concert appearances when she headlines a series of venues in the country, including the Regent Theater in Sydney Feb. 20; Festival Hall in Brisbane Feb. 22; Etherton Hall in Adelaide, Feb. 25 and Dallas Brooks Hall in Melbourne Feb. 27.

**A BENEFIT PERFORMANCE** — **Spanky's** in Nashville will be the site of a benefit performance for the Nashville chapter of the National Organization for Women Feb. 10 beginning at 8 p.m. The concert will feature **Bobby Braddock**, **Sparky and Diana**, **Jack Clement**, **Rick Schulman**, **Alan Rhody**, **Michael Bryd**, **Pam Belford** and **Barnes and Claxton**. Tickets are \$4.00 each.

**CMC SHOWCASE** — The Contemporary Music Committee (CMC) of the Nashville Music Assn. (NMA) will sponsor its third "Spotlight" Feb. 17 at **Cantrell's**. This one will feature area favorites **Tomboy**, **Kim Beard**, **Nick Rorick** and **Al Rhody**. Showtime is 8 p.m.

**ATTENTION COUNTRY ARTISTS** — The organizations that are coming together to sponsor the call for nuclear disarmament on the steps of the United Nations during the UN's second special session on Disarmament June 7 are calling for country artists who are interested in participating in the event to get involved and contact the Arts Alive committee at (212) 874-3415. Several top names in the entertainment field who have already committed to the cause include **Lena Horne**, **Stevie Wonder**, **Afrikan Dreamland**, **Carly Simon**, **Peter Yarrow**, **James Taylor** and the **New York Philharmonic Orchestra**.

**HERE AND THERE** — **Dolly Parton's** new single, "Single Women," was penned by **Saturday Night Live** writer **Michael O'Donoghue**. . . . **Bill Haynes**, **James Pirtle** and **Ed Fuqua** hosted an open house last week for their new offices at 58 Music Square West. The offices will house **J&B Records** and **Jim & Bill Enterprises**. . . . **Earl Thomas Conley** is back in the studio with producer **Nelson Larkin**, working on his next RCA album, slated for release sometime in early summer. . . . At Quad studio in Nashville, **Steve Gibson** has been producing **Sea Level**; **Michael Clark** (the man who penned "Slow Hand") is producing **Lynn Anderson**; **Tony Brown** is producing the **Oak Ridge Boys** and **Gary Morris** is working on a new project. . . . **Crescent Records** released **Don Lee's** single "I'm In Love With A Memory." jennifer bohler

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS



**DANIEL** (LS L.S. 187)

**But Tonight I'm Gonna Love You** (2:41) (Tammy Lee Music/Smilt Music — BMI) (Monahan, Connors) (Producer: Dick Heard)

A tinge of the Elvis vibrato stands out on this artist's debut release. A fine string arrangement and effectively placed steel lines accentuate the record's standard country feel. There's always room in the country field for songs about one-night stands and false hope for security, and that should guarantee some turntable success for this promising cut.

**GARY MORRIS** (Warner Bros. WBS 50017)  
**Don't Look Back** (3:10) (Gary Morris Music/Warner Bros. Music — ASCAP/Warner-Tamerlane Pub. Corp. — BMI) (G. Morris, E. Setser) (Producers: M. Morgan, P. Worley)

This isn't the Marshall Tucker Band, but comparisons are definitely in order for this follow-up to Morris' first Top 10 record, "Headin' For A Heartache." He exudes the same tonalities as MTB's Doug Gray, with fine pop harmonics on the chorus and an infectious beat throughout this smoothly written tune.



### HITS OUT OF THE BOX

**JOHN CONLEE** (MCA MCA-52008)

**Busted** (2:28) (Tree Pub. — BMI) (H. Howard) (Producer: B. Logan)

**DOLLY PARTON** (RCA PB-13057)

**Single Women** (3:31) (Least Loved Music/Velvet Apple Music — BMI) (M. O'Donoghue) (Producers: D. Parton, G. Perry)

**CRYSTAL GAYLE** (Columbia 18-02718)

**You Never Gave Up On Me** (3:18) (Michael O'Connor Music — BMI) (L. Pearl) (Producer: A. Reynolds)

**MEL TILLIS** (E-47412)

**It's A Long Way To Daytona** (3:13) (Mel Tillis Music — BMI) (M. Tillis) (Producer: B. Strange)

### FEATURE PICKS

**KEITH STEGALL** (EMI America P-B-8107)

**In Love With Loving You** (2:51) (April Music Inc./Blackwood Music — ASCAP/BMI) (K. Stegall, C. Monk) (Producer: K. Stegall)

**LA COSTA TUCKER** (Elektra E-47414)

**Love Take It Easy On Me** (2:50) (Combine Music — BMI) (D. Linde, A. Rush) (Producer: J. Stroud)

**STELLA PARTON** (Town House P-A-1056)

**I'll Miss You** (3:14) (My Mama's Music — BMI) (T. Teague) (Producer: M. Williams)

**JOEL HUGHES** (Sunbird SBR 7569)

**Handy Man** (2:44) (Unart Music Corp. — BMI) (J. Jones, O. Blackwell) (Producer: N. Larkin)

**KENNY DALE** (Funderburg F5001)

**Moanin the Blues** (2:37) (Publicare Music Ltd. — ASCAP) (J.D. & J. Meister/W.W. Wimberly) (Producer: A.V. Mittelstedt)

**RITA REMINGTON** (Plantation PL 207)

**The Flame** (2:40) (Tree Int'l. Pub. Corp — BMI) (L. Shell, H. Lindsey) (Producer: S. Singleton)

**JIM STORIE** (LS 190)

**Dig A Little Deeper** (2:25) (Tyro Pub. — BMI) (R.E. Seay) (Producer: J. Elgin)

**MONTANA SKYLINE** (Snow SNW2022)

**A Woman Like You** (2:54) (Rattlesnake Skyline — BMI) (S. Bivens) (Producers: Montana Skyline, H. Sacks)

**DICK DAMRON** (The Music Connection TMC 1001)

**Reunion** (2:39) (Sparwood Music — PRO-CAN) (D. Damron) (Producer: J.B. Barnhill)

## ALBUM REVIEWS



**KIERAN KANE** — Elektra E1-60004 — Producer: Jimmy Bowen — List: 8.98

Country fans who are looking for something new should be enticed by the debut offering from this smooth-throated redhead. An ace songwriter in his own right, Kane, who wrote or co-wrote every tune on this 10-cut package, is a master at exploiting an engaging simple hook over three-and-a-half minutes, and gospel-tinged harmonies provide an excellent setting for his lyrical efforts. Along with two Top 20 singles — "You're The Best" and "It's Who You Love" — "Makin' It Up" is among the Elektra release's top tracks.

# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. IT'LL BE HER — TOMPALL & THE GLASER BROTHERS — ELEKTRA — 36 ADDS
2. 'ROUND THE CLOCK LOVIN' — GAIL DAVIES — WARNER BROS. — 35 ADDS
3. IN LIKE WITH EACH OTHER — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 27 ADDS
4. ANOTHER HONKY TONK NIGHT ON BROADWAY — DAVID FRIZZELL & SHELLY WEST — WARNER/VIVA — 25 ADDS
5. (YOU SURE KNOW YOUR WAY) AROUND MY HEART — LOUISE MANDRELL — RCA — 19 ADDS
6. AFTER THE LOVE SLIPS AWAY — EARL THOMAS CONLEY — RCA — 19 ADDS
7. BORN WITH THE BLUES — JOHNNY RODRIGUEZ — EPIC — 17 ADDS
8. I'D LOVE YOU TO WANT ME — NARVEL FELTS — LOBO — 17 ADDS
9. SEMI DIESEL BLUES — SUPER GRIT COWBOY BAND — HOODSWAMP — 16 ADDS
10. IF YOU'RE THINKIN' YOU WANT A STRANGER (THERE'S ONE COMING HOME) — GEORGE STRAIT — MCA — 14 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. THE CLOWN — CONWAY TWITTY — ELEKTRA — 70 REPORTS
2. ANOTHER SLEEPLESS NIGHT — ANNE MURRAY — CAPITOL — 65 REPORTS
3. BOBBIE SUE — OAK RIDGE BOYS — MCA — 64 REPORTS
4. BIG CITY — MERLE HAGGARD — EPIC — 60 REPORTS
5. BE THERE FOR ME BABY — JOHNNY LEE — FULL MOON/ASYLUM — 59 REPORTS
6. I LIE — LORETTA LYNN — MCA — 53 REPORTS
7. TENNESSEE ROSE — EMMYLOU HARRIS — WARNER BROS. — 53 REPORTS
8. THROUGH THE YEARS — KENNY ROGERS — LIBERTY — 51 REPORTS
9. A COUNTRY BOY CAN SURVIVE — HANK WILLIAMS, JR. — ELEKTRA/CURB — 49 REPORTS
10. SWEET YESTERDAY — SYLVIA — RCA — 45 REPORTS

## WJRB Hits With 'Proud Country'

(continued from page 22)

tion with a less-restricted playlist.

In combatting the quartet, WJRB has incorporated daily album features to provide the listener with a slight alternative to traditional singles-oriented country. The station has a daily new album feature and tracks an entire album each night at midnight. The station also has a new artist segment during the evening and, in direct opposition to its counterparts, solicits re-

quests from its active audience.

With an AM dial location at 1430, WJRB has had to distinguish itself from nearby WKDA at 1240, a station which has adopted the Satellite Music Network out of Chicago. "We have to take the obvious thing," comments Keith, regarding the station's efforts to effectively program next to the space signal. "We do the things that they're not able to do on the satellite. Since they've gone to the Satellite Music Network, we try to just mention local things — the weather, how bad the traffic was this morning coming to work, something local that's in the news, and the request aspect is something we can do that they can't do. We just try to localize our product as much as we can."

With Keith pulling down the 6-9 a.m. slot, the on-air line-up fills out with Philip Hunt, 9 a.m.-2 p.m.; Ken Johnston, 2-7 p.m.; Chris Collins, 7 p.m.-midnight; and either John Bozeman or Steve Holland, midnight-6 a.m.

### Lynn Gets Two Golds

NASHVILLE — MCA artist Loretta Lynn recently had two albums certified gold by the Recording Industry Assn. of America (RIAA). These include "Loretta Lynn's Greatest Hits, Volume II" and "Lead Me On," a duet package with Conway Twitty.

## New Season Set For Hickory Creek Reunion

NASHVILLE — The third annual *Hickory Creek Reunion*, a simulated 49-hour concert radio program that spotlights more than 50 acts, will be hosted by Johnny Cash, the Oak Ridge Boys and Ronnie Milsap, and will be ready for airing by the Spring. The syndicated radio show is produced by McLendon Broadcasting, Inc. of Dallas.

In addition to the special hosts, other artists appearing on the *Hickory Creek Reunion* include Kenny Rogers, Crystal Gayle, Merle Haggard, Razy Bailey, Willie Nelson, Alabama and Barbara Mandrell. In the past two years, more than 100 radio stations have aired the program.



**KILT TAKES CONTINUOUS STANCE** — KILT/Houston recently rounded up its "Continuous Country" music staff for a photo of the Longneck Radio crew. Pictured in the front row are (l-r): Carl Williams; Debbie Pipia, music director; and Gene Austin. Pictured in the back row are: Bob Forrester; Rick Candea, program director; Brian Hill, news director; Cathy Cason; Joe Flores; Kathryn Wells; Debra Deggs; and Les Smith.

## THE COUNTRY MIKE

**PROGRAMMERS CHOICE AWARDS DEADLINE NEARS** — As usual, *Cash Box* will once again issue its *Country Radio Directory* in the Feb. 27 issue, coinciding with the Country Radio Seminar in late February. The radio directory will include the Programmers Choice Awards, in which *Cash Box* reporting stations will vote for outstanding artists and their achievements in their respective fields. To be counted, *Cash Box* must receive the printed voting forms no later than Feb. 10. Categories include: Male Vocalist, Female Vocalist, Vocal Duet, Vocal Group, Instrumentalist, Favorite Single, Favorite Album, Top Radio Station (large, medium, and small markets), and Top Disc Jockey (large, medium, and small market). Who's your favorite star?

**PERSONALITY PROFILE** — John Dzima kept pretty busy while attending college at Fullerton College in California. He began his broadcasting endeavors jockeying for **KFCR**, an AOR closed-circuit college station, in addition to **KBPK-FM**, an adult contemporary local station. In the fall of '77, Dzima switched to another Orange County A/C-Beautiful Music station, **KNOB**, as a jock assistant and carried a weekend shift. Still in college, Dzima again changed employers. In 1978, he was hired to handle the all-night shift for **KORJ/Orange County**, an adult-contemporary formatted station. After a brief stint in that slot, Dzima was elevated to the music director's chair and began a short period of taking over a daytime shift. Early in 1980, Dzima was promoted to full-time music director for the station. Then, in September of 1980, **KORJ** changed both format and call letters to become **KIKF-FM**, a country formatted outlet. Dzima remained as music director. In addition to his radio responsibilities, Dzima is also experienced with video equipment. In 1979, he held a position with **KHJ-TV** in the video department. Dzima graduated from Cal State/Fullerton in 1981 with degrees in communication and business. Today Dzima continues to handle the music chores, as well as take on a weekend 7 a.m.-11 a.m. shift. Perhaps primarily due to his experience in the Southern California market, **KIKF-FM** rose from a 0.4 to a 1.6 in the latest Arb book over a period of a year-and-a-half.



John Dzima

**PM MAGAZINE VISITS WMC** — *PM Magazine's* Joe Elmore recently spotlighted **WMC/Memphis** for a segment that aired Feb. 4 on the weekly television program. Elmore visited the **Ken Martin/Aunt Eloise Louise** morning show, taped it, then interviewed the air personalities. When Elmore asked Eloise what she would most like to do in her life, she responded by chasing the *PM* interviewer through the station, begging for a kiss.

**SANDERS TO PURCHASE WIZO** — Don Keith, national program director for Jaco Broadcasting and program director of **WJRB/Nashville**, has announced that **Mack Sanders** firm will purchase **WIZO-FM/Franklin, Tenn. (FM-100)**. He expects a format change to country music by the beginning of summer. In addition, plans are in the making for an addition to the station's power, which will dramatically increase the area coverage. Jaco Broadcasting is the owner of **WJRB/Nashville**, **WVOK/Birmingham** and is in the process of purchasing **WNOX/Knoxville**, in addition to **WIZO**.

**WELA TUNES IN SATELLITE** — Effective Feb. 8, 1982, **WELA/East Liverpool, Ohio**, will tune in to **Burkhart/Abrams'** Satellite Music Network, abandoning its live sound and dismissing all but two employees, according to **WELA** music director, **Jack Daniels**.

**KSON-FM RUNS 'THREE IN A ROW'** — Under new program director, **Ed Chandler**, **KSON-FM/San Diego** will launch a listeners' promotion in which it will pay \$10,000 to the listener who can catch the station playing fewer than three songs in a row. Chandler contends that "sometime during the first 97 days of the contest, we will have a winner." The FM country station will also take random calls from listeners to see if they can identify the last three songs played. Prizes will include record albums and concert tickets. After the initial \$10,000 is given away, the contest starts all over again with another \$10,000 guarantee. **KSON's** "three in a row" contest will end Dec. 31, 1982.

country mike

## PROGRAMMERS PICKS

Dan Hollander	WDXE/Lawrenceburg	It'll Be Her — Tompall & The Glaser Brothers — Elektra
Jeff Davies	KXLR/Little Rock	'Round The Clock — Gail Davies — Warner Bros.
Rusty Rogers	WAXX/Eau Claire	It'll Be Her — Tompall & The Glaser Brothers — Elektra
Paula Hooper	WMC/Memphis	'Round The Clock — Gail Davies — Warner Bros.
Dan Cowen	KSSS/Colorado Springs	After The Love Slips Away — Earl Thomas Conley — RCA
Steve Wilmes	WIRE/Indianapolis	'Round The Clock — Gail Davies — Warner Bros.
Tiny Hughes	WROZ/Evansville	If You're Thinking You Want A Stranger (There's One Coming Home) — George Strait — MCA
Bob Sherwood	KIXZ/Amarillo	New Cut Road — Bobby Bare — Epic
Duncan Stewart	WSLW/Boston	Through The Years — Kenny Rogers — Liberty
Tom Edwards	KEED/Eugene	Same Ole Me — George Jones — Epic
Janet Bozeman	WJRB/Nashville	'Round The Clock — Gail Davies — Warner Bros.
Tony Kidd	WZZK/Birmingham	Same Ole Me — George Jones — Epic
Dan Wells	WSDS/Ypsilanti	Semi Diesel Blues — Super Grit Cowboy Band — Hoodswamp
Willis Williams	WLAS/Jacksonville	(You Sure Know Your Way) Around My Heart — Louise Mandrell — RCA

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	2/6		2/6
<b>1 THE POET</b> BOBBY WOMACK (Beverly Glen BG 1000)	2	<b>38 TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	39
<b>2 RAISE!</b> EARTH, WIND & FIRE (ARC/Columbia TC 37548)	1	<b>39 LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	38
<b>3 SKYLINE</b> SKYY (Salsoul/RCA SA-8548)	4	<b>40 OBJECTS OF DESIRE</b> MICHAEL FRANKS (Warner Bros. BSK 3648)	48
<b>4 SOMETHING SPECIAL</b> KOOL & THE GANG (DeLuxe/PolyGram DSR 8502)	3	<b>41 TASTE THE MUSIC</b> KLEEEER (Atlantic SD 19334)	—
<b>5 WHY DO FOOLS FALL IN LOVE</b> DIANA ROSS (RCA AFL1-4153)	6	<b>42 TAKE IT OFF</b> CHIC (Atlantic SD 19323)	34
<b>6 I AM LOVE</b> PEABO BRYSON (Capitol ST-12179)	7	<b>43 CRAZY FOR YOU</b> EARL KLUUGH (Liberty LT-51113)	41
<b>7 NEVER TOO MUCH</b> LUTHER VANDROSS (Epic FE 37451)	5	<b>44 BEWARE!</b> BARRY WHITE (Unlimited Gold/CBS FZ 37176)	46
<b>8 YOUR WISH IS MY COMMAND</b> LAKESIDE (Solar/Elektra S-26)	13	<b>45 ECHOES OF AN ERA</b> VARIOUS ARTISTS (Elektra E1-60021)	52
<b>9 COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	9	<b>46 ALL THE GREAT HITS</b> DIANA ROSS (Motown M13-96002)	49
<b>10 NIGHT CRUISING</b> BAR-KAYS (Mercury/PolyGram SRM-1-4028)	8	<b>47 WATCH OUT</b> BRANDI WELLS (WMOT FW 37668)	62
<b>11 THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	10	<b>48 INSIDE YOU</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	44
<b>12 CONTROVERSY</b> PRINCE (Warner Bros. BSK 3601)	12	<b>49 DENROY MORGAN</b> (Becket BKS 015)	53
<b>13 TOM TOM CLUB</b> (Sire SRK 3628)	17	<b>50 SET MY LOVE IN MOTION</b> SYREETA (Tama/Motown T 376)	61
<b>14 THE TIME</b> (Warner Bros. BSK 3598)	11	<b>51 JUST LIKE DREAMIN'</b> TWEENYNINE with LENNY WHITE (Elektra 5E-551)	54
<b>15 LOVE IS WHERE YOU FIND IT</b> THE WHISPERS (Solar/Elektra S-27)	18	<b>52 CAMOUFLAGE</b> RUFUS with CHAKA KHAN (MCA-5270)	40
<b>16 IT'S TIME FOR LOVE</b> TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	15	<b>53 ROMANTICO</b> JON LUCIEN (Zemajo/Precision PZ 1842-1)	60
<b>17 PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA AFL1-4028)	14	<b>54 MORE OF THE GOOD LIFE</b> T.S. MONK (Mirage/Atlantic WTG 19324)	45
<b>18 LIVE</b> THE JACKSONS (Epic KE2 37545)	16	<b>55 SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	42
<b>19 GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l./CBS FZ 37627)	21	<b>56 ANYONE CAN SEE</b> IRENE CARA (Network/Elektra E1-60003)	—
<b>20 JAM THE BOX</b> BILL SUMMERS & SUMMERS HEAT (MCA-5266)	20	<b>57 GIGOLO</b> FATBACK (Spring/PolyGram SP-1-6734)	58
<b>21 THE MANY FACETS OF ROGER</b> ROGER (Warner Bros. BSK 3594)	19	<b>58 DOWN HOME</b> ZZ HILL (Malaco MAL 7406)	—
<b>22 REFLECTIONS</b> GIL SCOTT-HERON (GRP/Arista 5506)	23	<b>59 THAT'S WHAT TIME IT IS</b> JOHNNY GUITAR WATSON (A&M SP-4880)	55
<b>23 SHOW TIME</b> SLAVE (Cotillion/Atlantic SD 5227)	28	<b>60 TELL ME A LIE</b> BETTYE LAVETTE (Motown 6000 ML)	—
<b>24 8TH WONDER</b> THE SUGAR HILL GANG (Sugar Hill SH-249)	30	<b>61 SATURDAY SATURDAY NIGHT</b> ZOOM (Polydor/PolyGram PD-1-6434)	67
<b>25 CENTRAL LINE</b> (Mercury/PolyGram SRM-1-4033)	29	<b>62 SHOCK</b> (Fantasy F-9613)	64
<b>26 7</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4030)	26	<b>63 SEND IT</b> OZONE (Motown M8-962M1)	71
<b>27 SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	25	<b>64 BEST OF PATTI LABELLE</b> (Epic FE 36997)	—
<b>28 STAY</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	37	<b>65 FANCY DANCER</b> ONE WAY (MCA 5247)	59
<b>29 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	24	<b>66 I LIKE YOUR STYLE</b> JERMAINE JACKSON (Motown M8-052M1)	63
<b>30 THE DUDE</b> QUINCY JONES (A&M SP-3721)	36	<b>67 GO FOR IT</b> SHALAMAR (Solar/RCA BXL 1-3984)	43
<b>31 YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	22	<b>68 WEST STREET MOB</b> (Sugar Hill SH 263)	68
<b>32 LOVE IS THE PLACE</b> CURTIS MAYFIELD (Boardwalk NB1 33239)	35	<b>69 COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	47
<b>33 STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	33	<b>70 FACE TO FACE</b> GQ (Arista AL 9547)	65
<b>34 LOVE MAGIC</b> L.T.D. (A&M SP-4881)	31	<b>71 GWEN McCRAE</b> (Atlantic SD 19308)	57
<b>35 THE SISTERS</b> SISTER SLEDGE (Cotillion/Atlantic SD 5231)	—	<b>72 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	69
<b>36 BLUE JEANS</b> CHOCOLATE MILK (RCA AFL1-3896)	27	<b>73 TONIGHT!</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	73
<b>37 IN THE POCKET</b> COMMODORES (Motown M8-955M1)	32	<b>74 NEW YORK CAKE</b> KANO (Mirage/Atlantic WTG 19327)	56
		<b>75 KEEP ON MOVING STRAIGHT AHEAD</b> LAKESIDE (Solar/RCA BXL1-7762)	51



**GIVE IT UP** — MCA Music president Leeds Levy recently stopped by Sigma Sound Studios in New York to present a check to MCA Music songwriter Kashif for his song, "Don't Stop My Love," which will be performed by Stephanie Mills on her forthcoming album. Pictured are (l-r): Mike Milius, MCA Music; producer Mtume; Kashif; producer Reggie Lucas; Kendall Minter, attorney for Kashif; and Levy.

## THE RHYTHM SECTION

**JAZZ FROM MUSICIANS** — It's not difficult to see that Bruce Lundvall, president of Elektra/Musician Records, has brought together an eight-member roster of creative artists that blankets the spectrum of jazz past, present and beyond. Little wonder, as Lundvall's expansive history in the music business includes 21 years at CBS, where he is credited with bringing some of the more lasting names in jazz to the label. But it's his turn now, and the music crew he has assembled for his new label is formidable. Coming on Feb. 12 as the premiere releases for the label is product by artists ranging from Charlie Parker to the New York-based Material. The Elektra/Asylum-owned-and-distributed label plans to kick off its releases with an album featuring a previously unreleased performance by alto saxophonist Parker, whose contributions to contemporary jazz are still being defined. Performing with a 16-piece outfit named **The Orchestra**, Parker recorded the set known as "One Night In Washington" with a plastic sax on Feb. 22, 1953 at the Club Kavakos in D.C. The altoist strutted his stuff, covering everything from the Rogers and Hart classic "Thou Swell" to a medley of "Something To Remember You By"/"Blue Room." While "Bird" Parker's music represents some of the traditional music to come from Elektra/Musician, Material's "Memory Serves" LP represents the free-form of the future, laced with elements of past and present. The amalgam that is pressed on Material's vinyl is characterized as everything from "garage funk punk" to "communist white noise." A transient set of players revolve around the imaginative visions of three principals, including bassist/leader **Bill Laswell**, drummer **Fred Maher** and synth/tape/radio/guitar user **Michael Beinhorn**. The music of Material obliterates definition. "The Griffith Park Collection," named after the location of **Chick Corea's** Mad Hatter Studios, features drummer **Lenny White** leading and producing an outfit consisting of Corea, bassist **Stanley Clarke**, trumpeter **Freddie Hubbard** and saxophonist **Joe Henderson**. It marks the first time that White, Corea and Clarke have shared the studio since disbanding the seminal **Return To Forever** aggregation. Straight, honest jazz for this quintet, a longtime dream of fusionist White, makes this a real treat. These are contemporary artists exploring their roots in a new context. All the initial releases from Lundvall's label seem to represent some significant dimension of jazz, and one could outline them endlessly. But a short overview would leave lingering anticipation. Also coming from the label are reissues of **John McLaughlin's** Douglas LP, "My Goals Beyond," and **Lee Ritenour's** overseas release titled "Rio." Product from still another guitarist comes in the form of **Eric Gale's** "Blue Horizon." For more traditional jazz tastes is the "Spirit Within" by veterans **Red Rodney** and **Ira Sullivan**. Finally, a pop opus by much-traveled hornsman **Freddie Hubbard**, who covers a series of recent pop parade tunes including the title track, Christopher Cross' "Ride Like The Wind." In case you don't know what album to buy first, "The Musician's Guide, Vol. I" will also be offered by the label. The \$5.98 list album will feature one cut from each of the upcoming E/M LPs, in addition to a tune derived from the E/A LP, "Echoes of an Era" (featuring the Griffith Park guys with **Chaka Khan**). As Lundvall put it, it's been a dream of his to operate a record label that he feels represents some of the "most lasting contributions to the musical language of our time."

**CONTEMPORARY** — West Coast-based Contemporary Records is coming with a third LP from young, energetic saxophonist **Chico Freeman**, titled "Destiny Dance." The album is recorded with some of jazz's hot items like young trumpeter **Wynton Marsalis**, vibist **Bobby Hutcherson**, bassist **Cecil McBee**, pianist **Dennis Moorman** and drummer **Ronnie Burrage**.

**AIRWAVES** — The air date for *The Music of Black America* has been moved back to the beginning of June. The show, a 24-hour radio special to air nationwide, will be co-hosted by **Lou Rawls** and KDAY/Los Angeles program director **J.J. Johnson**, who was tapped to host the show from the outset. Apparently the air date was moved back to accommodate additional research and to coincide with Black Music Month (June). Produced by Syndicate It, Inc. a Burbank-based radio program packager, the program is to feature a mix of contemporary and historical music along with interviews and commentary by various artists and music historians.

**CROSSROADS** — That club down by L.A.'s Marina del Rey, Hop Singh's, is continuing to book one of the more diverse roster of acts in Angel City. Coming off a blistering weekend recently where the venue by the sea hosted the **James Cotton** blues band, Hop Singh's returned recently with some smooth music by EMI's **Kittyhawk**. Continuing in that vein later in February will be appearances by the Warner Bros. band **Full Moon** (Feb. 16 & 19) led by sun 'n' fun club veterans **Neil Larsen** and **Buzzy Feiten**. For those requiring a little more home-spun flavor with their music, **Albert Collins** returns on Feb. 17 to stir up some bluesy funk. Returning from a successful performance on Christmas is Japanese jazzist **Osamu Kitajima** (Feb. 20). Finally, **Folnola**, featuring L.A. scene veterans **Abe Laboriel** and **Alex Acuna** with **Hadley Hockensmith**, **Dean Parks** and **Bill Maxwell**, will pace the set Feb. 25 with Inner City act **Affirmation** opening the night. Hop Singh's, a venue offering something for all appetites.

michael martinez





# MERCHANDISING

## Labels Put Marketing Push Behind Classic Album Reissue Packages

(continued from page 5)

Beatles," the album contains 14 cuts from Beatles films including *A Hard Days Night*, *Help!*, *Magical Mystery Tour*, *Yellow Submarine* and *Let It Be*.

Accompanying the LP's release will be an extensive merchandising push, including stickers, buttons, T-shirts, a 20x30 poster, 3x3 poster and other materials. Included in the album package is 12-page four color booklet. The album jacket will feature a photo-illustration of a movie theatre with the names of each of the films on the marquee. At the box office waiting for tickets are various groupings of the famed band representing different eras of their career.

### Hits Packages

Perhaps more common from the labels are the greatest hits or best of packages. Many labels feel that such packages are particularly viable when an artist has product that recently sold well, while others feel that the ongoing popularity of other artists is enhanced by release of such packages.

PolyGram Records in recent weeks has released best of packages by James Brown and The Allman Brothers Band. Though the LPs were released at frontline list price, Jim Lewis, vice president of marketing for the company, said that PolyGram still felt that consumers would find the product of real value.

"There is greater music awareness now and we realize that a lot of this music should not have been cut out," explained Lewis, who added, "people may not want to go back to each album, but maybe they would like to hear the act's hits, the legitimate hits."

Aside from the Brown and Allman Brothers product, the company is developing a greatest hits package from the Eric Clapton catalog. From the MGM and Mercury catalogs, the company plans to cull greatest hits packages by Hank Williams, Lena Horne and the Blues Project, among others.

In-store merchandising, including posters and cover blow-ups, have been developed to back release of the product along with radio and print advertising.

Relying more on the artists' popularity and the price of the product, A&M also recently released a series of best of packages from its vaults. Just released from the label were best of packages from Nils Lofgren, the Ozark Mountain Daredevils, Kim Carnes and George Benson.

Regarding the latter two, Harold Childs, A&M's senior vice president of sales and promotion, said that the label was "cashing in" on the current success enjoyed by the top-selling pair. He said because of the popularity of the artists and the \$6.98 price, "retailers will be encouraged to give prominence to the product."

Childs said that a best of package by Quincy Jones would be released by A&M, but that it would probably be released in the summer to avoid interference with the current popularity of Jones' "The Dude" album.

For other labels, the tack is to release prestigious recordings from the company vault, records made famous by prominent artists. Two labels currently employing reissues as a means to give the label greater prominence and to buoy sales are Elektra/Asylum and MCA.

Bowed last year was MCA's Jazz Heritage line, which features music from the '20s, '30s and '40s. The company plans to release 10 LPs to the series during the first quarter, bringing total Jazz Heritage releases to 48.

Another reissue series from MCA is the Impulse Jazz line, which has featured 30 double LP sets to date with 15 more due in

July. In the single album series, MCA has released 63 Impulse titles with 25 more due in July.

The label's Past Performance series, which is the companion to the MCA's Platinum Plus line, features 20 titles, with 30 due in June and 25 more in August.

The beauty of these reissues, according to Sam Passamano, Sr., executive vice president of MCA Dist. Corp., is that such packages allow for variable discount pricing.

Passamano explained that the Jazz Heritage series listed at \$4.98, while the Impulse single disc reissues were set at a suggested list of \$5.98. Double album reissues from Impulse list at \$8.98. The Past Performance product is also listed at \$5.98, as is product in MCA's Platinum Plus series.

"Because we don't have the production costs to consider when reissuing product, we can sit down and determine how to price a record where it would be a value to the consumer," explained Passamano.

He added, "We look at a piece of Impulse catalog, for instance, list priced at \$7.98 and figure out how we can price the product so that the jazz customer will be more apt to buy it."

The committee presiding over such decisions includes Passamano, Vince Cosgrave, vice president of marketing for MCA Records and John Burns, vice president of national sales for the distributing company.

According to Cosgrave, the label is looking to develop another two-fer series from the Impulse catalogs that would include product from such diverse artists as Lefty Frizzell, Count Basie, Ray Charles, Billy "Crash" Craddock, Doc Severinson, The Hi-Lo's, Three Dog Night, the Mamas and the Papas, Pat Boone and others.

Attractive pricing is one tool employed to boost reissue sales volume. Another tool which perks the consumer's interest is name recognition.

Bruce Lundvall's newly-bowed Elektra/Musician label, owned and distributed by Elektra/Asylum, will make use of both reissue and previous un-released performances by classic artists to bring attention to the new label and establish a built-in sales base.

In reissue will be John McLaughlin's Douglas album, "My Goals Beyond," and Lee Ritenour's "Rio," which was previously available in the U.S. only as a Japanese import.

But perhaps the biggest value from Elektra/Musician will come in the form of previously unreleased performances by artists like Charlie Parker, Dizzy Gillespie, Eric Dolphy and other jazz giants.

First from the Elektra/Musician fold will be an LP by Parker when he appeared with The Orchestra, called "One Night In Washington."

Elektra/Asylum, parent company to Lundvall's label, plans 24 reissues from its new gospel association with Light Records. To be re-released through E/A will be product from Andrae Crouch, Walter Hawkins, Daniel Hawkins, Jessy Dixon, Reba Rambo, Dony McGuire, The Resurrection Band, Dennis Agajanian, Kristle Murden, James Felix, Sweet Comfort Band, Jubilant Sykes and the Archers.

Even with the promotion, merchandising and marketing resources behind new releases, "it's a big difficulty getting a new act off the ground," according to E/A vice president of sales Lou Maglia.

On the other hand, he said, "A release by Charlie Parker, McLaughlin or a Lee Ritenour record that has never been available before stands a better chance at selling 30-40,000 pieces. Sales are the most important consideration."

## FASTEST MOVING MIDLINES

- AC/DC • Let There Be Rock • Atco SD-36151
- David Bowie • The Rise And Fall Of Ziggy Stardust And The Spiders From Mars • RCA AYL1-3843
- Credence Clearwater Revival • The Concert • Fantasy MPF-4501
- Crosby, Stills, Nash & Young • So Far • Atlantic SD-15119
- Doors • The Doors • Elektra EKS 74007
- Doc Holiday • Doc Holiday Rides Again • A&M SP-6-4882
- Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185
- Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
- Iron Maiden • Maiden Japan • Harvest/Capitol MLP-15000
- Billy Joel • Piano Man • Columbia PC 32544
- Janis Joplin • Farewell Song • Columbia PC 37569
- Carole King • Tapestry • Columbia PE 34946
- Ted Nugent • Ted Nugent • Epic PE 33692
- Mike Oldfield • Tubular Bells • Virgin/CBS PE 34116
- Romeo Void • Never Say Never • 415 Records 415A-0007
- Shooting Star • Hang On For Your Life • Virgin/CBS NFR 37407
- Shooting Star • Shooting Star • Virgin/CBS PE 37720
- Who • Meaty, Beaty, Big & Bouncy • MCA 37001

COMPILED FROM: Musicland Group — National • Sound Video Unlimited — National • Big Apple — Denver • Karma — Indianapolis • Cutler's — New Haven • Radio Doctors — Milwaukee • Licorice Pizza — Los Angeles • Sound Warehouse — San Antonio • Lieberman — Denver • Tower — Sacramento

## TOP SELLING ACCESSORIES \*

- Allsop VHS Head Cleaner
- Audio Technica Sonic Broom AT 6012
- Discwasher D-4 System
- Discwasher D-4 1 1/4 Oz. Re-Fill Fluid
- Le-Bo Outer LP Covers
- Le-Bo Head Cleaning Cassette
- Maxell UDXL II C-90
- Maxell UDXL I C-90
- Maxell UDXL I C-60
- Memorex MRX III C-90
- Memorex MRX III C-90 2/Bag
- Memorex Hi Bias C-90
- Memorex MRX I C-60
- Recoton Record Guard Anti-Static LP Inner Sleeve
- Savoy Cassette Carrying Case 2330
- TDK SA C-90
- TDK DC-90 2/Bag
- TDK Cassette Head Cleaner HC-01B

COMPILED FROM: Cavages — Buffalo • Tower — Sacramento • Sound Warehouse — San Antonio • Licorice Pizza — Los Angeles • Lieberman — Denver • Radio Doctors — Milwaukee • Cutler's — New Haven • Karma — Indianapolis • Big Apple — Denver • Sound Video Unlimited — National

\* Excludes T-Shirts & Paraphernalia

Heavy Sales

## NARM Ad Push Rescheduled

(continued from page 6)

ability to provide media buys and market research. Any agency to be considered must have a proven track record in addressing and solving marketing problems. Cohen projected that a screening phase would be undertaken before the upcoming March 26-30 NARM convention in Los Angeles, although he added that no decision would be reached until after the meet.

### Valentine's Day '83 Debut

In a second and related move, the board

elected to set the targeted kick-off date for the campaign back about eight months. "We felt there was no way in which we could undertake a grand advertising program by May or June," said Cohen, adding that the board saw the agency selection process as as "most important." "We don't want to rush into something like this." The remainder of this year will be used for test marketing of the campaign, with the mass campaign now slated to bow in February, 1983. "Obviously," said Cohen, "the level of activity will increase as it goes along."

Other topics included discussion of the formation of a steering committee, an action that the board chose to defer until after the NARM convention. In addition, a campaign coordinator, who will report directly to Cohen, will be hired immediately. The coordinator's initial responsibility will be to handle the search project.

## RCA Closes Plant

(continued from page 5)

Hitachi, Toshiba, Sanyo and Zenith have all put their own RCA-licensed disc players on the market, as well as Sears, J.C. Penney, Radio Shack and Montgomery Ward. And while nearly all of these companies did not have their disc units on the shelves until the fourth quarter of '81, when they did the machines carried retail list prices substantially lower (up to \$200) than RCA's.

The bright spot, however, has been disc sales, which RCA has repeatedly claimed to have exceeded the company's expectations, selling some 90% of the three million discs it manufactured in '81. The RCA spokesman said the company plans to double its present catalog of more than 200 titles during the year, and has presently tripled production. The company is up to a capacity of 10 million discs.

"We had a problem in late '81 with back-orders, which we've been clearing up," said the spokesman. "We have the capacity to handle the demand now."

## PolyGram, RSO Hike List For Catalog LPs

LOS ANGELES — Effective Jan. 25, PolyGram Records raised the suggested list prices of all its RSO LP and tape and RSO and PolyGram two-record sets.

According to Sterling Devers, director of the company's sales administration, "increased material and operating costs" necessitated the changes, which bring up RSO and PolyGram catalog to established industry prices.

All \$7.98 RSO product will now list at \$8.98 and all RSO and PolyGram two-record sets, formerly listing at \$11.98 and \$12.98, are now listing at \$13.98.



# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK



**ELECTRIC RENDEZVOUS • AL DI MEOLA • COLUMBIA FC 37654**

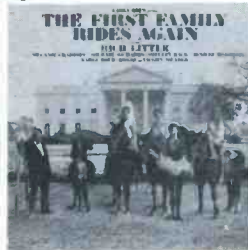
**Breaking out of:** Warehouse/National, Spec's/South Florida, Strawberries/New England, Lieberman/Portland, Everybody's/Northwest, Licorice Pizza/Los Angeles, Record Factory/San Francisco, Tower/Los Angeles/San Diego, City One Stop/Los Angeles, Mile Hi/Denver, Wilcox/Oklahoma City, Flipside/Chicago, Karma/Indianapolis, Peaches/Cleveland, Harvard Coop/Boston, King Karol/New York, Record & Tape Collector/Baltimore  
**MERCHANDISING AIDS:** Contact Your CBS Representative.

## ALBUM BREAKOUTS

**THE FIRST FAMILY RIDES AGAIN • VARIOUS ARTISTS • BOARDWALK NB1-33248**

**Breaking out of:** Handleman/National, Camelot/National, Sound Unlimited/National, Everybody's/Northwest, Turtles/Atlanta, Flipside/Chicago, Chicago One Stop, Radio Doctors/Milwaukee, Waxie Maxie/Washington, Record & Tape Collector/Baltimore, Oz/Atlanta, Vibrations/Miami, Tower/Seattle

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



**SMALL CHANGE • PRISM • CAPITOL ST-12184**

**Breaking out of:** Camelot/National, Record Bar/National, Sound Unlimited/National, Lieberman/Portland, Everybody's/Northwest, Mile Hi/Denver, Flipside/Chicago, Radio Doctors/Milwaukee, Karma/Indianapolis, Harmony House/Detroit, Cutler's/New Haven, Waxie Maxie/Washington

**MERCHANDISING AIDS:** 1x1 Flats, 20x30 Poster, 30x20 Logo Banner, Top 40 & AOR Radio Spots.



**FAREWELL SONG • JANIS JOPLIN • COLUMBIA PC 37569**

**Breaking out of:** Record Bar/National, Record Factory/San Francisco, Tower/San Francisco, Big Apple/Denver, Mile Hi/Denver, Wilcox/Oklahoma City, Rose Records/Chicago, Peaches/Cleveland, Stratford/Long Island, Harvard Coop/Boston, Lechmere Sales/Boston, Bee Gee/Albany

**MERCHANDISING AIDS:** Contact Your CBS Representative.



**WASN'T TOMORROW WONDERFUL? • THE WAITRESSES • POLYDOR/POLYGRAM PD-1-6346**

**Breaking out of:** Warehouse/National, Licorice Pizza/Los Angeles, City One Stop/Los Angeles, Tower/Los Angeles/Sacramento, Strawberries/New England, Harvard Coop/Boston, Cutler's/New Haven, Crazy Eddies/New York, King Karol/New York

**MERCHANDISING AIDS:** Trim Fronts

**ANYONE CAN SEE • IRENE CARA • NETWORK/ELEKTRA E1-60003**

**Breaking out of:** Spec's/South Florida, Vibrations/Miami, Record Factory/San Francisco, All Record Service/Oakland, Cactus/Houston, Leisure Landing/New Orleans, Poplar Tunes/Memphis, Crazy Eddies/New York, Lechmere Sales/Boston

**MERCHANDISING AIDS:** 1x1 Flats.



**ARCHITECTURE & MORALITY • ORCHESTRAL MANOEUVRES IN THE DARK • VIRGIN/EPIC ARE 37721**

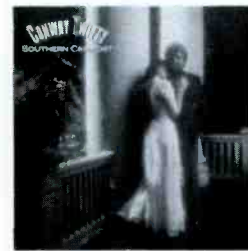
**Breaking out of:** Everybody's/Northwest, City One Stop/Los Angeles, Wilcox/Oklahoma City, Leisure Landing/New Orleans, Vibrations/Miami, Harvard Coop/Boston

**MERCHANDISING AIDS:** Contact Your CBS Representative.

**SOUTHERN COMFORT • CONWAY TWITTY • ELEKTRA E1-60005**

**Breaking out of:** Handleman/National, Soundtown/Hastings Book/Southwest, Lieberman/Dallas, National Record Mart/Midwest, Bee Gee/Albany

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



**CBS BRANCH OF THE YEAR** — One of the highlights of the recent CBS business meeting in Puerto Rico was the naming of the Atlanta branch as Branch of the Year for 1981. Pictured in the front row at the awards ceremony are (l-r): John Fagot, Jim Stewart, Grady Steen, Greg Boyd and Travis Smith of the Atlanta branch; and Dom Dempsey, senior vice president/general manager, E/P/A. Pictured in the middle row are (l-r): John Edwards, Bruce Sullivan, Bruce Bench, Michael Conway and Jimmy Starks of the Atlanta branch. Pictured in the top row are (l-r): Roger Metting, Tim Bureess, Pete Anderson, Jeff Stella, Curtis Mobley and Cledra White of the Atlanta branch; Dick Asher, deputy president/chief operating officer, CBS Records Group; Ron Peek, Atlanta branch manager; Al Teller, senior vice president/general manager, Columbia; Tom McGuinness, vice president marketing, branch distribution, CBS; and Paul Smith, senior vice president/general manager, marketing, CBS.

## WHAT'S IN-STORE

**FLY THE FRIENDLY SKYY'S** — RCA Records' black music department, New York radio station WBLS, Air Jamaica and the Jamaica Tourist Board have teamed up to promote Salsoul artist **Sky's** current "Skyline" album by holding a contest with a first prize of a free trip to Jamaica. Winners of the "Skyline to Jamaica" promotion get flown to the Sandals Hotel in Montego Bay via Air Jamaica. RCA chips in \$500 in spending money for the three-day, four-night stay, which is on the airline and the Jamaica Tourist Board. Second prizes are five Toshiba portable cassette players with five third prize winners getting a pair of tickets to Sky's next New York gig. Contest coordinators are Basil Marshall, RCA's black music merchandising manager, and Bob Rifici, RCA branch manager, New York sales. Marshall said that all retailers will be provided with explanatory support posters directing contestants to tune into WBLS for further details and the announcement of the winners, which will be handled by **Frankie Crocker**, program director. The contest ends March 3.

**THE GREATEST STORY EVER SOLD** — Calling it "The Greatest Record & Tape Asylum Super Sale Ever," **Crazy Eddie's** is trimming its prices on all records and tapes on all labels beginning Feb. 5 and continuing through the 18th. Representative pricings show \$5.98s going for \$3.99 and \$8.98s sliced to \$5.99. The chain's **Harry Spero** said that a huge media blitz is being readied. . . Eddie's has also hooked up with WNEW on the radio station's first "World Tour '82" trip giveaways, the first trip to L.A. to see the **Police** and the second to Las Vegas as part of a **Loverboy** promotion. The latter winners get \$200 from WNEW in good luck money.

**NAMES UP IN LIGHTS** — Arena-goers who demand encores by holding up lit matches or disposable lighters can now do so in style, thanks to Scripto's new **Star Light** imprinted disposable butane lighters. For the suggested retail price of \$1.99 a piece fans of nine top hard rock groups — **REO Speedwagon**, **Journey**, the **Who**, **Foreigner**, **Rush**, **Ted Nugent**, **Black Sabbath**, **Judas Priest** and **Molly Hatchet** — can use lighters imprinted with their faves' names and logos to bring 'em back for more as well as other associated concert activities engaged in by the 18 to 25-year-old target group. Record dealers, convenience stores and other retail outlets serving the rock 'n roll clientele are handling the Star Lights. Opening orders get a free merchandising unit, which when filled contains 18 dozen lighters hung on 12 front pegs for display and 12 back pegs for storing.

**RECORD BAR NEWS** — **Record Bar's** Carbondale, Ill. store recently mounted a "Count the Ghosts in the Machine" promotion in which over 500 tried to find the "ghosts" hidden in the display window. The winner discovered 27 of the 30 **Police** symbols and received the **Police** albums and flashing light box for her efforts. . . Fifteen "Ragtime" soundtracks were awarded by Record Bar in Bloomingdale, Ill., to filmgoers who came garbed in period attire. Judging, by theatre managers, took place before a screening. . . Record Bars in Wilmington, N.C., and Myrtle Beach, S.C., held a contest where entrants were given the names of the Top 50 albums of 1981 in random order and asked to list them by rank. Contest co-sponsor WHSL-FM offered clues and answers hourly on the air. Each store had a grand prize winner who was awarded all Top 50 albums. . . A dozen roses was the prize provided by Boardwalk Records to registered customers at the two Columbia, S.C. Record Bar outlets in support of **Ringo Starr's** "Stop And Smell The Roses" album. . . "Start the New Year Off On the Right Foot" was the name of a promotion at the Record Bars in Raleigh, Durham and Chapel Hill, N.C. to win a dance class at Aerobics Dancing plus a pink pressing of **Pink Floyd's** "A Collection Of Great Dance Songs" album.

**PIZZA PIES** — **Licorice Pizza** outlets have begun a series of "Top 20" sales in which the Top 20 pop, soul, jazz and country album categories are pushed separately on rotating weekends. The series began Jan. 21, with last weekend's country sale working so well that it was held over all week. Advertising director **Rick Zeff** anticipates that these sales will continue throughout 60 to 70% of the year, alternating among the categories with intermittent breaks. He noted that while January has been a slow month for new product, the Top 20 sales have already doubled sales in some categories. Once new big releases are out, Zeff feels that the potential for triple-or-better sales will dramatically increase. Record company support has been strong in co-op advertising and in-store displays, and Licorice Pizza goes heavy in radio and print at the start of each sale. Albums on sale are priced at \$5.99, except for double-albums and special sets which are marked down accordingly.

**MTV'S RUSHING YARDAGE** — Readers of this column will recall that MTV has been actively seeking to hike its subscriber pool through the use of record store displays. Brochures and posters have been employed to tout the network's basic programming format. Now, in cooperation with PolyGram records, MTV has prepared a special in-store poster to herald the soon-to-be-aired **Rush** concert film "Exit . . . Stage Left," set to run Feb. 13.

jim bessman

# CASH BOX TOP 100 ALBUMS

February 13, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		2/6			2/6			2/6
<b>1</b>	<b>FREEZE-FRAME</b> THE J. GEILS BAND (EMI America SOO-17062)	8.98	4	14	<b>35</b>	<b>ON THE WAY TO THE SKY</b> NEIL DIAMOND (Columbia TC 37628)	—	36
<b>2</b>	<b>ESCAPE</b> JOURNEY (Columbia TC 37408)	—	2	28	<b>36</b>	<b>NEVER TOO MUCH</b> LUTHER VANDROSS (Epic FE 37451)	—	33
<b>3</b>	<b>4</b> FOREIGNER (Atlantic SD 16999)	8.98	1	30	<b>37</b>	<b>NINE TONIGHT</b> BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	29
<b>4</b>	<b>HOOKE ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	8.98	6	13	<b>38</b>	<b>I AM LOVE</b> PEABO BRYSON (Capitol ST-12179)	8.98	42
<b>5</b>	<b>TATTOO YOU</b> ROLLING STONES (Rolling Stones/Atlantic COC 16052)	8.98	3	23	<b>39</b>	<b>THE ONE THAT YOU LOVE</b> AIR SUPPLY (Arista AL 9551)	8.98	41
<b>6</b>	<b>FOR THOSE ABOUT TO ROCK WE SALUTE YOU</b> AC/DC (Atlantic SD 11111)	8.98	5	10	<b>40</b>	<b>THE POET</b> BOBBY WOMACK (Beverly Glen BG 10000)	8.98	45
<b>7</b>	<b>PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA AFL1-4028)	8.98	8	22	<b>41</b>	<b>TOM TOM CLUB</b> (Sire SRK 3628)	8.98	51
<b>8</b>	<b>PHYSICAL</b> OLIVIA NEWTON-JOHN (MCA-5229)	8.98	7	16	<b>42</b>	<b>GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072)	8.98	38
<b>9</b>	<b>GHOST IN THE MACHINE</b> THE POLICE (A&M SP-3730)	8.98	11	17	<b>43</b>	<b>CHARIOTS OF FIRE</b> ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	8.98	49
<b>10</b>	<b>BELLA DONNA</b> STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98	9	27	<b>44</b>	<b>EXIT... STAGE LEFT</b> RUSH (Mercury/PolyGram SRM2-7001)	15.98	40
<b>11</b>	<b>SHAKE IT UP</b> THE CARS (Elektra SE-567)	8.98	12	12	<b>45</b>	<b>THE VISITORS</b> ABBA (Polar/Atlantic SD 19332)	8.98	34
<b>12</b>	<b>BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	20	29	<b>46</b>	<b>GIVE THE PEOPLE WHAT THEY WANT</b> THE KINKS (Arista AL 9567)	8.98	46
<b>13</b>	<b>RAISE!</b> EARTH, WIND & FIRE (ARC/Columbia TC 37548)	—	13	14	<b>47</b>	<b>CONTROVERSY</b> PRINCE (Warner Bros. BSK 3601)	8.98	48
<b>14</b>	<b>QUARTERFLASH</b> (Geffen GHS 2003)	8.98	16	17	<b>48</b>	<b>SONGS IN THE ATTIC</b> BILLY JOEL (Columbia TC 37461)	—	43
<b>15</b>	<b>MEMORIES</b> BARBRA STREISAND (Columbia TC 37678)	—	10	10	<b>49</b>	<b>THE TIME</b> (Warner Bros. BSK 3598)	8.98	56
<b>16</b>	<b>GET LUCKY</b> LOVERBOY (Columbia FC 37638)	—	18	14	<b>50</b>	<b>NIGHTCRUISING</b> BAR-KAYS (Mercury/PolyGram SRM-1-4028)	8.98	50
<b>17</b>	<b>TONIGHT I'M YOURS</b> ROD STEWART (Warner Bros. BSK 3602)	8.98	14	13	<b>51</b>	<b>HI INFIDELITY</b> REO SPEEDWAGON (Epic FE 36844)	—	52
<b>18</b>	<b>THE INNOCENT AGE</b> DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	19	22	<b>52</b>	<b>THE BEST OF BLONDIE</b> (Chrysalis CHR 1337)	8.98	44
<b>19</b>	<b>WHY DO FOOLS FALL IN LOVE?</b> DIANA ROSS (RCA AFL1-4153)	8.98	15	15	<b>53</b>	<b>IT'S TIME FOR LOVE</b> TEDDY PENDERGRASS (Phila. Int'l/CBS TZ 37491)	—	53
<b>20</b>	<b>DIARY OF A MADMAN</b> OZZY OSBOURNE (Jel/CBS FZ 37492)	—	21	13	<b>54</b>	<b>YOU COULD HAVE BEEN WITH ME</b> SHEENA EASTON (EMI America SW-17061)	8.98	58
<b>21</b>	<b>THE GEORGE BENSON COLLECTION</b> GEORGE BENSON (Warner Bros. 2HW 3577)	16.98	17	13	<b>55</b>	<b>LOVE IS WHERE YOU FIND IT</b> THE WHISPERS (Solar/Elektra S-27)	8.98	61
<b>22</b>	<b>I LOVE ROCK 'N ROLL</b> JOAN JETT AND THE BLACKHEARTS (Boardwalk NB1-33243)	8.98	30	10	<b>56</b>	<b>PERHAPS LOVE</b> PLACIDO DOMINGO (CBS MF 37243)	—	47
<b>23</b>	<b>DON'T SAY NO</b> BILLY SQUIER (Capitol ST 12146)	8.98	23	40	<b>57</b>	<b>STANDING HAMPTON</b> SAMMY HAGAR (Geffen GHS 2006)	8.98	66
<b>24</b>	<b>JUICE</b> JUICE NEWTON (Capitol ST-12136)	8.98	26	50	<b>58</b>	<b>ALLIED FORCES</b> TRIUMPH (RCA AFL1-3902)	8.98	59
<b>25</b>	<b>FEELS SO RIGHT</b> ALABAMA (RCA AHL1-3930)	8.98	27	49	<b>59</b>	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	8.98	67
<b>26</b>	<b>ABACAB</b> GENESIS (Atlantic SD 19313)	8.98	22	18	<b>60</b>	<b>SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	8.98	64
<b>27</b>	<b>SOMETHING SPECIAL</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	8.98	24	18	<b>61</b>	<b>WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	—	62
<b>28</b>	<b>GREAT WHITE NORTH</b> BOB & DOUG MCKENZIE (Mercury/PolyGram SRM-1-4034)	8.98	39	8	<b>62</b>	<b>IF I SHOULD LOVE AGAIN</b> BARRY MANILOW (Arista AL 9573)	8.98	54
<b>29</b>	<b>SKYYLINE</b> SKYY (Salsoul/RCA SA-8548)	8.98	32	15	<b>63</b>	<b>YOUR WISH IS MY COMMAND</b> LAKESIDE (Solar/Elektra S-26)	8.98	69
<b>30</b>	<b>SOMEWHERE OVER CHINA</b> JIMMY BUFFETT (MCA-5285)	8.98	35	4	<b>64</b>	<b>OBJECTS OF DESIRE</b> MICHAEL FRANKS (Warner Bros. BSK 3648)	8.98	76
<b>31</b>	<b>GREATEST HITS</b> QUEEN (Elektra SE-564)	8.98	25	14	<b>65</b>	<b>FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	8.98	60
<b>32</b>	<b>PRECIOUS TIME</b> PAT BENATAR (Chrysalis CHR 1346)	8.98	28	30	<b>66</b>	<b>CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b> (Vintage/Mirus VNI 7733)	8.98	73
<b>33</b>	<b>COME MORNING</b> GROVER WASHINGTON, JR (Elektra SE-562)	8.98	31	10	<b>67</b>	<b>CIMARRON</b> EMMYLOU HARRIS (Warner Bros. BSK 3603)	8.98	63
<b>34</b>	<b>WORKING CLASS DOG</b> RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	37	46	<b>68</b>	<b>A COLLECTION OF GREAT DANCE SONGS</b> PINK FLOYD (Columbia TC 37680)	—	55
					<b>69</b>	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	8.98	65
					<b>70</b>	<b>TIME EXPOSURE</b> LITTLE RIVER BAND (Capitol ST-12163)	8.98	78
					<b>71</b>	<b>LAW AND ORDER</b> LINDSEY BUCKINGHAM (Asylum SE-561)	8.98	57
					<b>72</b>	<b>THE MANY FACETS OF ROGER</b> ROGER (Warner Bros. BSK 3594)	8.98	70
					<b>73</b>	<b>BACK IN BLACK</b> AC/DC (Atlantic SD 16108)	8.98	77
					<b>74</b>	<b>NON-STOP EROTIC CABARET</b> SOFT CELL (Sire SRK 3647)	8.98	85
					<b>75</b>	<b>GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l/CBS FZ 37267)	—	80
					<b>76</b>	<b>TRUCE</b> JACK BRUCE/ROBIN TROWER (Chrysalis CHR 1352)	8.98	82
					<b>77</b>	<b>LIVE</b> THE JACKSONS (Epic KE2 37545)	—	71
					<b>78</b>	<b>CRIMES OF PASSION</b> PAT BENATAR (Chrysalis CHE 1275)	8.98	81
					<b>79</b>	<b>SHOW TIME</b> SLAVE (Cotillion/Atlantic SD 5227)	8.98	83
					<b>80</b>	<b>CHRISTOPHER CROSS</b> (Warner Bros. BSK 3383)	8.98	84
					<b>81</b>	<b>CAROL HENSEL'S EXERCISE AND DANCE PROGRAM</b> (Vintage/Mirus VNI 7713)	8.98	98
					<b>82</b>	<b>URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL 1-4027)	8.98	87
					<b>83</b>	<b>ALL THE GREAT HITS</b> DIANA ROSS (Motown M13-960C2)	15.98	79
					<b>84</b>	<b>20 AEROBIC DANCE HITS</b> MARCY MUIR (Parade/Peter Pan 101)	8.98	97
					<b>85</b>	<b>HANG ON FOR YOUR LIFE</b> SHOOTING STAR (Virgin/Epic NFR 37407)	—	92
					<b>86</b>	<b>JAZZERCISE</b> JUDI SHEPPARD MISSETT (MCA-5272)	8.98	89
					<b>87</b>	<b>AEROBIC DANCING</b> featuring DORIAN DAMMER (Parade/Peter Pan 100)	8.98	94
					<b>88</b>	<b>IN THE POCKET</b> COMMODORES (Motown M8-955M1)	8.98	75
					<b>89</b>	<b>8TH WONDER</b> THE SUGAR HILL GANG (Sugar Hill SH-249)	8.98	102
					<b>90</b>	<b>TORCH</b> CARLY SIMON (Warner Bros. BSK 3592)	8.98	90
					<b>91</b>	<b>7</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4030)	8.98	86
					<b>92</b>	<b>REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	8.98	96
					<b>93</b>	<b>ELECTRIC RENDEZVOUS</b> AL DI MEOLA (Columbia FC 37654)	—	123
					<b>94</b>	<b>ANYONE CAN SEE</b> IRENE CARA (Network/Elektra E1-60003)	8.98	110
					<b>95</b>	<b>ECHOES OF AN ERA</b> VARIOUS ARTISTS (Elektra E1-60021)	8.98	107
					<b>96</b>	<b>RE-AC-TOR</b> NEIL YOUNG and CRAZY HORSE (Reprise HS 2304)	8.98	74
					<b>97</b>	<b>TAKE NO PRISONERS</b> MOLLY HATCHET (Epic FE 37480)	—	68
					<b>98</b>	<b>SLEEPWALK</b> LARRY CARLTON (Warner Bros. BSK 3635)	8.98	106
					<b>99</b>	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	8.98	118
					<b>100</b>	<b>YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	8.98	93

# cash box top albums/101 to 200

February 13, 1982

		Weeks On 2/6 Chart			Weeks On 2/6 Chart			Weeks On 2/6 Chart
101	<b>STAY</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	8.98	112	5	133	<b>COOL NIGHT</b> PAUL DAVIS (Arista AL 9578)	8.98	138 9
102	<b>THE BEST OF THE DOOBIES VOLUME II</b> THE DOOBIE BROTHERS (Warner Bros. BSK 3612)	8.98	101	13	134	<b>SPIES OF LIFE</b> PLAYER (RCA AFL1-4186)	8.98	144 3
103	<b>FAME</b> ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)	8.98	115	3	135	<b>BEWARE!</b> BARRY WHITE (Unlimited Gold/CBS FZ 37176)	—	139 4
104	<b>WANNA BE A STAR</b> CHILLIWACK (Millennium/RCA 1-7759)	8.98	104	24	136	<b>BLUE JEANS</b> CHOCOLATE MILK (RCA AFL1-3896)	8.98	119 12
105	<b>AEROBIC DANCING</b> BARBARA ANN AUER (Gateway GSP-7610)	8.98	113	30	137	<b>LOVERBOY</b> (Columbia JC 36762)	—	141 56
106	<b>SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	8.98	103	13	138	<b>LAST SAFE PLACE</b> LE ROUX (RCA AFL1-4195)	8.98	148 3
107	<b>CHANGESTWOBOWIE</b> DAVID BOWIE (RCA AHL1-4202)	8.98	88	12	139	<b>RUNAWAY</b> BILL CHAMPLIN (Elektra 5E-563)	8.98	149 3
108	<b>THE FIRST FAMILY RIDES AGAIN</b> VARIOUS ARTISTS (Boardwalk NB1-33248)	8.98	—	1	140	<b>DROP DOWN AND GET ME</b> DEL SHANNON (Network/Elektra 5E-568)	8.98	140 11
109	<b>THERE'S NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA AHL 1-4060)	—	114	25	141	<b>LOVE IS THE PLACE</b> CURTIS MAYFIELD (Boardwalk NB1 33239)	8.98	145 8
110	<b>MOB RULES</b> BLACK SABBATH (Warner Bros. BSK 3605)	8.98	72	12	142	<b>WALK UNDER LADDERS</b> JOAN ARMATRADING (A&M SP-4876)	8.98	160 18
111	<b>SMALL CHANGE</b> PRISM (Capitol ST-12148)	8.98	127	3	143	<b>STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	8.98	147 26
112	<b>CRAZY FOR YOU</b> EARL KLUUGH (Liberty LT-51113)	8.98	95	16	144	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	8.98	125 20
113	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	8.98	116	102	145	<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	111 34
114	<b>COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	8.98	100	38	146	<b>TASTE THE MUSIC</b> KLEER (Atlantic SD 19334)	8.98	— 1
115	<b>JAM THE BOX</b> BILL SUMMERS & SUMMERS HEAT (MCA-5226)	8.98	120	8	147	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	9.98	142 61
116	<b>FAREWELL SONG</b> JANIS JOPLIN (Columbia PC 37569)	—	131	2	148	<b>MUSIC FROM "THE ELDER"</b> KISS (Casablanca/PolyGram NBLP 7261)	8.98	91 10
117	<b>LOVE MAGIC</b> L.T.D. (A&M SP-4881)	8.98	117	12	149	<b>BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	—	135 16
118	<b>PRINCE CHARMING</b> ADAM AND THE ANTS (Epic ARE 37615)	—	99	10	150	<b>YOU WANT IT, YOU GOT IT</b> BRYAN ADAMS (A&M SP-4864)	8.98	170 4
119	<b>THE SISTERS</b> SISTER SLEDGE (Cotillion/Atlantic SD 5231)	8.98	—	1	151	<b>WILDER</b> THE TEARDROP EXPLODES (Mercury/PolyGram SRM-1-4035)	8.98	162 2
120	<b>SNEAKER</b> (Handshake FW 37631)	8.98	121	12	152	<b>SHOCK</b> (Fantasy F-9613)	8.98	154 8
121	<b>SOUTHERN COMFORT</b> CONWAY TWITTY (Elektra E1-60005)	8.98	137	3	153	<b>PETER CETERA</b> (Full Moon/Warner Bros. FMH 3624)	8.98	157 4
122	<b>GREATEST HITS</b> THE DOORS (Elektra 5E-515)	8.98	124	68	154	<b>RAGTIME</b> ORIGINAL SOUNDTRACK MUSIC BY RANDY NEWMAN (Elektra 5E-565)	8.98	155 4
123	<b>THE CATHERINE WHEEL</b> DAVID BYRNE (Sire SRK 3645)	8.98	109	10	155	<b>NEW TRADITIONALISTS</b> DEVO (Warner Bros. BSK 3595)	8.98	108 9
124	<b>FINALLY!</b> T.G. SHEPPARD (Warner/Curb BSK 3600)	8.98	134	3	156	<b>TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	—	159 4
125	<b>CENTRAL LINE</b> (Mercury/PolyGram SRM-1-4033)	8.98	129	8	157	<b>SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	8.98	146 20
126	<b>MYSTICAL ADVENTURES</b> JEAN-LUC PONTY (Atlantic SD 19333)	8.98	—	1	158	<b>SHARKY'S MACHINE</b> ORIGINAL SOUNDTRACK (Warner Bros. BSK 3653)	8.98	168 3
127	<b>STILL THE SAME OLD ME</b> GEORGE JONES (Epic FE 37106)	—	130	12	159	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	8.98	163 55
128	<b>BLIZZARD OF OZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	—	128	44	160	<b>TEN YEARS OF HARMONY</b> THE BEACH BOYS (Caribou/CBS ZZX 37445)	—	165 5
129	<b>WASN'T TOMORROW WONDERFUL?</b> THE WAITRESSES (Polydor/PolyGram PD-1-6346)	8.98	152	3	161	<b>THE BLASTERS</b> (Slash SR-109)	8.98	172 5
130	<b>ARCHITECTURE &amp; MORALITY</b> ORCHESTRAL MANOEUVRES IN THE DARK (Virgin/Epic ARE 37721)	—	143	2	162	<b>NEVER SAY NEVER</b> ROMEO VOID (415 Records 415A-0007)	5.98	169 4
131	<b>CIRCLE OF LOVE</b> THE STEVE MILLER BAND (Capitol ST-12121)	8.98	136	13	163	<b>MICKEY MOUSE DISCO</b> (Disneyland 2504)	4.98	158 104
132	<b>ALL OF THE ABOVE</b> THE JOHN HALL BAND (EMI America SW-17058)	8.98	132	13	164	<b>HEART ON A WALL</b> JIMMY DESTRI (Chrysalis CHR 1368)	8.98	167 5
					165	<b>KING COOL</b> DONNIE IRIS & THE CRUISERS (Carousel/MCA-5237)	8.98	181 3
					166	<b>FREETIME</b> SPYRO GYRA (MCA-5238)	8.98	161 25

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	45	Champlin, Bill	139	Hall & Oates	7,170	Le Floux	138	Prism	111	Streisand, Barbra	15
AC/DC	6,73,178	Chiliwack	104	Hall, John	132	Little River Band	70	Quarterflash	14	Styx	159
Adam & The Ants	118	Chipmunks	82	Harris, Emmylou	67	Loverboy	16,137	Queen	31	Sugar Hill Gang	89
Adams, Bryan	150	Chocolate Milk	136	Hensel, Carol	66,81	L.T.D.	117	Rabbitt, Eddie	143	Summers, Bill	115
Aerobics (Auer)	105	Commodores	88	Iris, Donnie	165	Manhattan Transfer	189	Ray, Goodman & Brown	101	Sykes, Keith	195
Aerobics (Dammer)	87	Conductor	191	Isley Brothers	194	Manilow, Barry	62	REO Speedwagon	51	Teardrop Explodes	151
Aerobics (Mulr)	84	Con Funk Shun	91	Jacksons	77	Marsalis, Wynton	172	Roger	72	Time	49
Air Supply	39,168	Cranston, Lamont	171	James, Rick	59	Mayfield, Curtis	141	Rogers, Kenny	42,60	Tommy Tutone	179
Alabama	25	Cross, Christopher	80	Jarreau, Al	69	Maze	145	Rolling Stones	5,185	Tom Tom Club	41
Armatrading, Joan	142	Davis, Paul	133	Jazzercise	86	McKenzie, Bob & Doug	28	Romeo Void	162	Triumph	58
Austin, Patti	144	Destri, Jimmy	164	Jett, Joan	22	McGuffey Lane	200	Ross, Diana	19,83	Twitty, Conway	121
Bar-Kays	50	Devo	155	J. Geils Band	1	Mickey Mouse Disco	163	Royal Philharmonic Orchestra	4	Vandross, Luther	36
Beach Boys	160	Diamond, Neil	35,147	Joel, Billy	48	Miller, Steve	131	Rush	44,192	Waitresses	129
Benatar, Pat	32,78	Di Meola, Al	93	Jones, George	127	Millsap, Ronnie	109	Schwartz, Eddie	177	Washington, Grover Jr.	33
Benson, George	21	Domingo, Placido	56	Jones Girls	75	Molly Hatchet	97	Scott-Heron, Gil	92	Watts, Ernie	173
Black Sabbath	110	Doobie Brothers	102	Jones, Quincy	99	Monk, T.S.	193	Seeger, Bob	37	Wells, Brandi	180
Blasters	161	Doors	122	Jones, Ricki Lee	167	Murphy, Anne	113	Shannon, Del	140	Whispers	55
Blondie	52	Earth, Wind & Fire	13	Joplin, Janis	116	Nelson, Willie	61	Sheppard, T.G.	124	White, Barry	135
Bofill, Angela	106	Easton, Sheena	54	Journey	2,181	Newton, Juice	182	Shock	152	Wishbone Ash	196
Bowie, David	107	Echoes Of An Era	95	Kasim Sultan	182	Newton-John, Olivia	8	Shooting Star	85	Womack, Bobby	40
Browne, Tom	100	Fatback	174	King Crimson	188	Nicks, Stevie	10	Simon, Carly	90	Wrabit	169
Bruce/Tower	76	First Family	108	Kinks	46	Oak Ridge Boys	65	Sinatra, Frank	198	Young, Neil	96
Bryson, Peabo	38	Fleshtones	176	Kiss	148	Orchestral Manoeuvres	130	Sister Sledge	119	Zoom	187
Buckingham, Lindsey	71	Fogelberg, Dan	18	Kleeer	146	Osbourne, Ozzy	20,128	Sky	29	ZZ Top	199
Buffett, Jimmy	30	Foreigner	3	Klugh, Earl	112	Pendergrass, Teddy	53	Slave	79	SOUNDTRACKS	
Byrne, David	123	Franks, Michael	64	Knight, Gladys	156	Police	9	Sneaker	120	Chariots Of Fire	43
Cara, Irene	94	Frizzell/West	186	Kool & The Gang	27	Ponty, Jean-Luc	126	Soft Cell	74	Fame	184
Carlton, Larry	98	Genesis	26	Kraftwerk	114	Prince	47	Springfield, Rick	34	Fare	103
Cars	125	Go-Go's	12	Lake, Greg	190	Ray, Goodman & Brown	101	Spyro Gyra	166	Heavy Metal	197
Central Line	11	Haggard, Merle	149	Lakeside	63	REO Speedwagon	51	Squier, Billy	23	Ragtime	154
Cetera, Peter	153			Laws, Ronnie	157	Stewart, Rod	17	Stewart, Rod	17	Sharky's Machine	158

# 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 35c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office, 6363 Sunset Blvd, Los Angeles, CA 90028 by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

### RECORDS-MUSIC

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

**FOR EXPORT:** All labels of phonograph records, cartridges, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. **DARO EXPORTS, LTD. 1468 Coney Island Avenue, Brooklyn, NY 11230. Cable: EXPODARO, NEW YORK.**

**FREE CATALOG:** New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Paramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

**FREE import record catalog.** Specializing in rock, new wave, and punk releases. Wholesale/Retail. J.G. Enterprises Box 623c Floral Park, N.Y. 11002.

**RECORD RACKS.** Excellent quality workmanship, solid woods, 8 foot modules. For sale — best offer. Contact N. Ringma, Millers, 5851 #3 Road, Richmond, B.C., Canada, (604) 270-8211 Telex 04 357707.

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.25 each, 10% D/C in lots of 100 or more. **RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580, (516) 825-6216.** Our 38th year in vending.

### EMPLOYMENT SERVICE

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

**10,000 RADIO JOBS** a year for men and women are listed in The American Radio Job Market weekly paper. Up to 300 openings every week! Disk Jockeys, Newspeople and Program Directors. Small, medium and major markets, all formats. Many jobs require little or no experience! One week computer list \$6.00. Special Bonus: Five consecutive weeks only \$12.95 — you save \$18.00!! **AMERICAN RADIO JOB MARKET, 6215 Don Gasper, Dept. C, Las Vegas, Nevada 89108.**

### COIN MACHINES WANTED

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

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

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

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

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

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

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

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

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

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

**WASSICK DIST.** I am the operators solution to inflation. I can save you from \$300.00 to \$500.00 on all video screen games. We ship overseas. Call Wassick Distributing, area code 304 292-3791 Morgantown, W.VA. 26505.

**WANTED-TOP RICES, Monaco GP, S.S. Shuffle Alley. FOR SALE-RECONDITIONED, Omega Race-\$2195; Pac-Man-\$1995; Defender, Scramble & Vanguard-\$1895 ea.; Asteroid, Missile Command & Galaxian-\$1195 ea.; Star Castle-\$1095; Moon Cresta-\$995; U.B.I. Zenith 300 Pool-\$595. NJ (201) 729-6171.**

### PROFESSIONAL

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

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

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

**RICE PRODUCTIONS** — Sessions/Video Taped... Should you desire. We are the biggest little production company in Nashville; we are a professional recording company, for those with awareness, that anything less, than the very best, is a waste of time, effort, money, for all concerned. Phone (615) 367-4432.

### MISCELLANEOUS

**PHOTO MACHINES. WE BUY & SELL CHEMICALS, FILM, PARTS.** Best Prices Guaranteed. **HANNA MFG. CORP., Waterville, NY 13480. 315-738-1122.**

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

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

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

### HUMOR

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

## DiscoVision Sells Its UPC Interest To Pioneer Corp.

(continued from page 5)

will hold," said Bonner. "Pioneer will honor all DVA customer commitments."

UPC's disc facility, located in Kofu, Japan, went on line in May 1981 and was reportedly producing approximately 200,000 discs per month as of last summer. The company's player production plant is located in Tokorozawa, Japan.

However, the Pioneer buyout dramatically alters the fate of DVA. Bonner stated that although DVA will remain a joint venture of MCA and IBM, its only responsibilities now will be management of its portfolio for licensing purposes. As such, DVA will go through a three-to-five month "transition period," after which its staff will have been reduced to between five and 10 employees from approximately 800 prior to its January layoffs.

UPC was initially formed in 1977 as a joint venture of Pioneer Electronics and MCA Inc. DVA took over MCA's 50% ownership of UPC when it was formed in September 1979.

Bonner noted that no terms or conditions of the sale were revealed, but it was known that the decision and ensuing agreement came out of meetings Jan. 31 and Feb. 1 between executives of MCA, IBM and Pioneer Electronic Corp., including Pioneer president Yozo Ishizuka.

## Grammy Nominees

(continued from page 15)

(best album package), and engineers Mike Stone and Kevin Elson for the work on the Journey album "Escape" (best engineered).

The 24th Annual Grammy Award telecast will air on CBS Feb. 24 from the Los Angeles Shrine Auditorium.

## Non-Music Programming On The Rise At AOR

(continued from page 19)

locally rather than be bought from networks or syndicators. "There's more impact in the locally produced stuff," said Hedges, whose station does use some features from the Source, RKO and ABC Rock webs.

Another station that uses a locally produced news-comedy spot is WMMR/Philadelphia. "We've been doing your basic man on the street interview for about three years," said Charlie Kendall, PD at WMMR. "It goes back to Steve Allen and it can be really funny even if it's the most serious subject matter."

Kendall said that he believes this type of programming is good for his station. "A lot of stations have been pulling it off because Jeff Pollack and John Sebastian have been telling them to," said Kendall. "But we just feel that full service programming is the way to go because I think that we have more impact when we let the public know what's going on in the community." Kendall discounted the value of consultants to his station because he had 6.2 share in the summer ARB book, #4 in the market, without outside help.

Perhaps more non-musical programming is in order at WNEW-FM/New York, which recently got a new program director, Richard Neer, and a new general manager, Mike Kakoyiannis. "Almost all of our programming is music and what little non-music stuff we do is public service," said Neer. "But we are making some plans to do some non-music shows. I can't really say what we're gonna be doing at this point but I'm fascinated with what WYNY is doing with its sex therapist." He was referring to *Sexually Speaking*, the late night talk show on A/C-formatted WYNY, which has become popular in New York.

Apparently what Neer is aiming for is the 25-34 year-old target. "I don't think our radio station is a teenybopper rock station,"

added Neer. Unlike many of the other stations, Neer is not as uptight about long-form programming on his station. "We are considering long-form programming, possibly an hour and possibly on weekends," added Neer. He said that any show would be broadcast during Arbitron-rated hours.

Non-music programming is apparently increasing at radio stations, according to John Cameron, former news director at the Source who recently formed a consultancy for non-music programming. "In AOR, if you have a three-station competition,

you're gonna have to have a good news department to separate you from the competition," said Cameron. "I think that the aging audience and the realization that AOR can be a full-service medium is coming about. When I was at WCOZ in '76, we were the first FM station to do live traffic reports and it helped us in the ARBs." Despite WMMR's and WNEW-FM's belief in long-form programming, Cameron said that all information programming "should be brief and clean" like one-liners. This isn't National Public Radio."

## Canadian Gov't Tackles Issue Of Full-Time Religious Stations

(continued from page 19)

end of the year. Generally, the commission heard from moderate-minded groups, most of which said they are unable to offer nation-wide religious networks. They simply want the opportunity to bring their brand of religion to their backyards.

But many religious groups, including a Pentecostal association, said they worry that the type of programming offered won't reflect the divergent church affiliations of the broadcaster's constituency. Even more prevalent was an argument by the group representing six million French-speaking Catholics that conventional broadcasters will simply absolve themselves of their "duty to present well-produced religious programming" once the field is open.

Ottawa lawyer Mel Hunt said U.S. religious programming and evangelists are "unconscionable, bordering on fraud — certainly, they're emotional fraud."

The Canadian Jewish Congress, meanwhile, said U.S. "Pay-TV" has turned audiences into "statistics in electronic files."

Ian Stanley, of the Canadian Assn. of Christian Broadcasters, seemed to downplay any possible problems. "God is very capable of monitoring the abuses that may come into this situation," he told the Commission.

But Toronto lawyer John Hylton, himself a former chief lawyer for the CRTC, said the Commission might be breaking the law if it licensed all-religious programmers that did not give equal time to those disagreeing with their faiths.

Others said there will have to be substantive measures to discipline abuses of such programming, which one person termed as "pseudo-propaganda." Hylton, in a brief to the Commission, urged it to delay its decision for several years, until the full impact of advanced communications technology can properly be analyzed.

But the two MPs argued differently. They said that if the recent Canadian constitution can recognize the supremacy of God, why can't the federal broadcast agency simply agree?

# CASH BOX

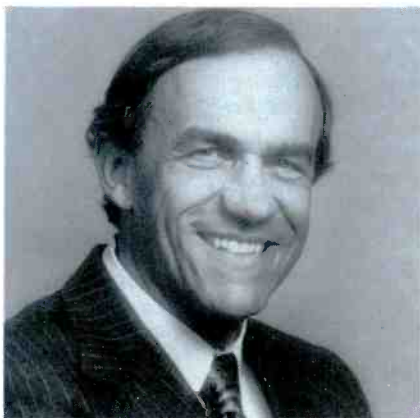
February 13, 1982

## AROUND THE ROUTE

by Camille Compasio

Stern's marketing director **Tom Campbell** notes that the factory has some exciting new pieces being readied for release in the not too distant future. Among them — "Amidar," a video game newly licensed from Konami Ind. of Japan which, Tom says, was one of the hits of the recent ATE in England. Model will soon be sample shipped in the U.S. Another of the newies is the "Iron Maiden" pinball machine that Stern debuted at the European trade show to a very responsive audience, as Tom pointed out. Here is a two-level game with "rather unique artwork" and some outstanding play features that met with great favor at ATE. Yet to come, and still on the planning board, is a pin that should have a fantastic impact on the trade and really turn things around in the pinball market — but Tom was very secretive about any further details — so, we'll just have to wait and see. Over the past couple of weeks, a series of three two-day service schools on the new Seeburg VMC phonograph were sponsored by the factory at the Hyatt Regency O'Hare here in town for Seeburg distributors from throughout the country. Purpose is to

*(continued on page 37)*



**Kenneth Harkness**

## Atari Appoints Harkness As Its Coin-Op President

SUNNYVALE — Kenneth K. Harkness, 48, has joined Atari, Inc., as president of the company's Coin-Operated Games Division. The announcement was made by Raymond E. Kassir, chairman and chief executive officer of the company.

"Harkness has tremendous expertise in the marketing and sales areas," said Kassir. "His experience will be of great value as Atari continues to lead the industry in technological advancement and innovation."

For the two years prior to joining Atari,

*(continued on page 37)*

## Attendance Up For 1982 IMA

FRANKFURT, Germany — Close to 11,100 coin machine professionals from 35 countries attended the third annual IMA International Amusement and Vending Trade Fair Jan. 21-24 at the Frankfurt Fair Grounds. Attendance was up approximately 17% over last year's total of 8,967.

This year there were 100 exhibitors representing 58 firms, the majority of whom said the event either met or exceeded their expectations, according to the show's organizers.

In a statement, representatives of Heckmann GmbH, Messen and Ausstellungen, which coordinates the German Coin Machine Manufacturers (VDAI)-sponsored trade exhibit, said the large turnout for IMA '82 confirms the show's stature as an important international "meeting point" for "the whole coin-operated machine industry."

### 'Upbeat Tone'

Underscoring the upbeat tone of the show, the fair management reported that the coin machine industry posted a 15% growth rate in 1981, despite a worldwide economic slump.

While noting the continuing dominance of video games, the organizers also cited the current trend toward "so called funny games," which are replacing the "galactic battles and encounter of the third kind (type games) in the play halls."

IMA '83 will be held Jan. 20-23 at the same site.

### CONTENTS

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

# COIN MACHINE

# INDUSTRY NEWS

## Sheer Forms Alpha Group, Ltd.

CHICAGO — Ross B. Scheer, who recently resigned from Bally Manufacturing Corp., has formed his own consulting firm, specializing in management and marketing consulting for the gaming, amusement and leisure-time industries. Scheer's new firm, the Alpha Group, Ltd., will be headquartered in Chicago but its operations are expected to be worldwide.

"I perceive there to be a genuine need for the kind of experience and expertise I have in the gaming and amusement fields," Scheer said. "I expect to be very active in the licensing to manufacturers of new video games from

designers with whom I already have made arrangements to represent."

Initially, he will be servicing eight clients, among them, Bally Manufacturing Corp.

### Full Service

He pointed out that he intended to provide a "whole gamut of services" to gaming and amusement manufacturers — from licensing of games, trademarks and logos; to assistance and consulting in the coin-machine business; to sales promotion and development programs for manufacturers; to developing a better understanding of the gaming legalization process for lotteries.

"I see tremendous possibilities in the lottery area over the next five years, particularly for those firms who have the foresight to see it as a long-range investment market," Scheer observed.

### Smaller Factories

Scheer said he thought that smaller manufacturers, in particular, would be seeking out his new firm, "because they don't always get the first shot at the potentially big, new games." He also said he would be representing manufacturers of components for coin-operated products.

In the hotel-casino area, Scheer said he believed he would be working on projects aimed at setting up game arcades in hotels around the nation and that this alone "represents immense revenue potential for hotel chain operators."

Scheer's headquarters are located at 4250 North Marine Drive, Chicago, Ill. 60613. His phone number is (312) 528-5484.

## Cash Box Jukebox Chart To Expand

Beginning with this issue, the Cash Box Jukebox Programmer chart has been expanded to include the Top 30 Pop, Country and Black Contemporary singles. In addition, the chart will also include "Operators Picks," a weekly listing of music operator programming suggestions, and "Records To Watch," which is based on the top new selling singles as reported by one-stops around the country specializing in jukebox record sales.

The Jukebox Programmer is compiled weekly from reports from a broad cross-section of operators and one-stops throughout the U.S. The expanded jukebox chart is part of Cash Box's ongoing effort to provide the coin machine industry with the most accurate and concise information possible.

## Centuri Reports Record 1981 Totals

HIALEAH, Fla. — Centuri, Inc., a manufacturer of high technology video games and other electronic devices, reported record earnings for the fiscal year ended Oct. 31, 1981.

Revenues were \$61,460,296 with net income of \$7,519,347, or 84 cents per share which includes an extraordinary item (utilization of operating loss carryforward) of 38 cents per share. This compares with revenues of \$5,906,044 and a net loss of \$4,525,473, or 60 cents per share for the fiscal year ended Oct. 31, 1980.

Revenues for the fourth quarter ended Oct. 31, 1981 were \$23,901,717 with a net profit of \$2,297,941, or 33 cents per share after year end adjustments which reduced net profit by \$3,571,969. This compares to revenues of \$4,022,668 and a loss of \$2,318,357 or 31 cents per share for the same period in 1980.

The company currently has an operating loss carryforward of approximately \$4,000,000 which can be utilized to reduce taxes payable on future earnings.

"The coin-operated game industry experienced rapid expansion and the company's video games 'Eagle,' 'Phoenix,' 'Route 16,' 'Pleiades,' 'Vanguard' and 'Challenger' were well received by both our distributors and the public," said company board chairman and CEO Milton Koffman. "Centuri is capable of maintaining quality, high volume, and cost effective production and consequently is able to meet the demanding delivery schedules which are inherent in our industry."



**GAME PROMO** — Signer-Cram Buick of Fremont, Calif., a progressive car dealership, is sponsoring a promotion using Atari coin-operated games, to benefit the March of Dimes. According to the rules, any driver 21 and over can play an Atari video game and qualify for a chance to win a \$1,000 bill. The last five digits of a contestant's score are recorded and the contestant whose score is closest to the last five digits of the serial number on the \$1,000 bill, wins the bill. In case of a tie, a drawing will be held. The promotion has attracted many customers into the dealership and has helped to create goodwill and a positive image for the games within the community.

## Bally Finalizes Scientific Games Acquisition

CHICAGO — Bally Manufacturing Corporation has concluded the previously announced acquisition of Scientific Games Development Corporation. Scientific Games is the largest designer and supplier of instant type and weekly type lottery games in the world. Scientific Games has sold lottery tickets to 14 of the 15 state government-operated lotteries in the United States and to lotteries operated in seven foreign countries.

Robert E. Mullane, chairman, president and chief executive officer of Bally, stated that "this acquisition is important to Bally, not only in terms of the contribution Scientific Games is expected to make to Bally's overall earnings, but also, like most of Bally's operating divisions, it is a leader in its field and as such it compliments our other operations."

Bally is engaged in the design, manufacture, distribution and sale of coin-operated amusement and gaming equipment. Through its 83%-owned subsidiary, the company owns

and operates Bally's Park Place Casino Hotel in Atlantic City, N.J. The company operates a nationwide chain of Aladdin's Castle family amusement centers and also distributes and sells coin-operated equipment manufactured by others. In addition, Bally recently acquired Six Flags Corporation, which operates six major theme amusement parks, two wax museums and 40 family amusement centers.

## Atari Taps Harkness

(continued from page 35)

Harkness was president and chief executive officer of Revell, Inc., one of the largest toy companies in Europe, headquartered in Venice, Calif. Before that, he spent ten years at the Racquet Sports Division of Wilson Sporting Goods, a division of PepsiCo, where he mapped out the strategic direction of Wilson's tennis business. There, he held various management positions and eventually became president of the division.

# INDUSTRY CALENDAR

Mar. 1-2: Nihon Amusement Machine Operators Assn. (NAO); Hotel Pacific; Tokyo, Japan. First convention.

Mar. 5-6: AMOA Notre Dame Management Seminar; Notre Dame, Indiana.

Mar. 26-28: Amusement Operators Expo (AOE); annual convention; Hyatt Regency Hotel; Chicago

April 2-3: AMOA Notre Dame Management Seminar (advanced); Notre Dame, Indiana.

April 2-4: NAMA Western Convention; Brooks Hall; San Francisco, Calif.

April 15-18: Florida Amusement Vending Assn.; annual convention; Tampa Hilton Inn; Tampa, Fla.

May 7-8: Ohio Music & Amusement Assn.; annual convention; Columbus Hilton Inn; Columbus, Ohio.

June 3-5: Amusement & Music Operators of Texas; annual convention; Americana Hotel; Fort Worth, Tex.

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell, Mont.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte, N.C.

Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston, W. Va.

Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.

Nov. 18-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

## WE'RE READY TO DEAL!

Special prices for volume purchasing

Call for current inventory

CALL COLLECT FOR SPECIAL PRICES

201-926-0700

**SPECIAL DEAL!**

145 Glaxion	22 Space Panic
6 Donkey Kong	17 Crazy Climber
18 Frogger	2 Defender
110 Pac-Man	2 Galago
2 Space Fury	23 Hustler
7 Astro-Blast	3 Moon Shuttle
16 Crash Roller	1 Mahjong
2 Defender	1 Uniwar
2 Galago	1 Devil Zone
23 Hustler	1 Hungry
3 Moon Shuttle	7 Astro Fier
1 Mahjong	4 Space Firebird
7 Manaca G.P.	16 Route 16
2 Missile Command	
2 Space Odyssey	
6 Moon Cresto	
8 Pleiades	

**Cocktails and Uprights**

Wizard of War	Missile Command
Asteroid	Pac-Man
Vanguards	Hustler
Pleiades	Piranha
Space Odyssey	Galaxion
Space Fury	Defenders
Omega Race	Solar Quest
Centipedes	Galago
Phoenix	Round-Up
Donkey Kong	Challenger
Frogger	Make Trax
Tempest	Qix
Scramble	StarGate

Assorted antique slot machines  
Pace, Mills, Jennings etc.

**POWERFUL SERVICE DEPARTMENT** our qualified technicians service everything we sell - anywhere we sell it.

## u.s. amusements, inc

2 W. NORTHFIELD RD. LIVINGSTON, N.J. 07039

VISIT OUR NEW SHOWROOM    CALL COLLECT 201-926-0700

## AROUND THE ROUTE

(continued from page 35)

familiarize distrib service personnel with the new machine, since it is such a departure from anything else on the market, as Tom explained. The sessions were conducted by the Seeburg engineering staff.

Dateline Sunnyvale, home of Namco America, Inc., where there's much reorganization going on, towards accelerating the firm's U.S. operation. Marketing manager **Joanne Anderson** has been hiring additional personnel and revamping the departmental structure. Since last November, the firm's been setting up a distributor network in the U.S. and Joanne told us that while they will continue to market products manufactured at the Namco Japan facilities they hope, possibly by this summer, to be releasing products produced right here in the U.S. Namco America is certainly equipped to do so, she added. Namco Japan, of course, will continue to license video games to U.S. manufacturers. The firm recently brought back one of its most popular machines, "Shoot Away," which is now available once again.

Security problems: Ops in the Chicago and suburban areas are gravely concerned about growing incidents of break-ins, vandalism and general security problems. One operator complained that in addition to having his machines broken into, his business headquarters were also robbed. Another, who experienced equipment break-ins, confided that these incidents could be the result of published reports of the high earnings of coin-operated games, which could be an open invitation to thieves. At any rate, ops are becoming more security conscious and are searching for ways to protect their cashboxes and their premises as well.

Midway Mfg. Co. scheduled its annual series of overseas service schools during the recent ATE and IMA trade shows in Europe. Service manager **Andy Ducay** coordinated the program, which included two schools at Wulff Automaten in Hanover, Germany (Jan. 26-28), a school at Bally Continental-Belgium (Feb. 1 and 2) and Bally Continental-London (Feb. 3).

As noted in the current AMOA newsletter, **Edward Ray** has been nominated by the president to fill the vacancy on the Copyright Royalty Tribunal that was created when **Clarence James** resigned this past March. A record industry executive from California, Ray is 54 years old and once served as vice president and general manager of Cream-Hi Records in Memphis.

State Association News: Indiana operators recently formed their own state association — Indiana Amusement & Music Operators Assn. As determined at the group's organizational meeting in Indianapolis, **Lee Melchi** of Jack Eiser Sales Co. (Fort Wayne) will serve as temporary chairman, and **Jack Burns** of Burns Music Co. (Warsaw) as temporary secretary.

## New Equipment

### 'Creepy' Flipper

"Haunted House," Gottlieb's latest addition to the "pinball renaissance," has been released and, according to Marshall Caras, the firm's vice president-marketing, it will be every bit as successful as the factory's recent hit, "Black Hole."

Haunted House features a lower playfield, located inside the game cabinet, which is viewed through a tinted plexiglass panel, and which operates on the same reverse-play-angle as Black Hole did. The main playfield contains a secret passage, a trap door and another gate to provide three different passages to the lower playfield. Additionally, the four flipper main playfield features a ramp and an elevator to access the third upper playfield, located in the upper right hand corner of the game.

The game offers five ways to change levels, eight flippers and three separate and distinct playfields for exceptional challenge and fast paced play action. Complementing all of these features is the stunning artwork and "creepy" sound effects that further enhance the appeal of this new machine. The sound system is easily Gottlieb's finest to date, Caras noted.

Commenting further, he said, "The aisle in front of our AMOA exhibit was jammed for three days straight with visitors trying to get a look at Haunted House. We felt all along it was another 'can't miss' piece and we are gratified to see that our distributors



and operators agree with us," he continued. "Our market testing program indicates Haunted House is able to achieve and maintain high earning levels at 50 cent play and we have had to up our production rates again to keep up with the strong demand."

Gottlieb is currently shipping Haunted House to its United States and Canadian distributors.

### Slithering Serpents

Stern Electronics, Inc. announced production of its latest video game, "Jungler," which is licensed from Konami Ind. of Japan. Scheduled for production this month, the solid-state game of jungle survival features slithering serpents in its colorful backglass and video screen display.

Jungler is a game of skill and strategy for one or two players, which challenges the player to navigate a serpent through a maze, avoiding attack by enemy ser-

pents, and steering clear of dead-end maze traps.

The object of the game is to complete



a series of challenging mazes by eliminating all enemy serpents. The player defends himself from the enemy serpents by shooting off their body segments from behind, or eliminating them in a head-on attack.

A special bonus feature awards 500 points for a direct shot to the head of an enemy serpent after all his body segments are eliminated. The player uses a fire button to shoot off enemy serpents' body segments and 100 points are awarded for each segment shot. In addition, bonus points are awarded when the player passes his serpent over a "strawberry" that appears at random in the maze. As the player becomes more skillful the level of difficulty increases upon completion of each maze, as a further challenge.

Jungler will be available through Stern's distributor network. Further information may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway, Chicago, Ill. 60614.

## New Trade Show Is Set For Japan

CHICAGO — Nihon Amusement Machine Operators Assn. (NAO) is a recently formed operators organization in Japan. The group, reportedly representing a large segment of Japanese operators, is sponsoring its first annual convention this year.

The two-day show will take place March 1-2 at the Hotel Pacific (3, Takanawa, Shinagawa-

ku, Tokyo) with some 40 leading manufacturers of amusement games participating.

Further information may be obtained by contacting Nihon Amusement Machine Operators Assn., Yasuda Bldg., No. 1-8-3 Shibuya, Shibuya-ku, Tokyo 150 Japan; phone: (03) 407-8711-2.

## marantz.



## We're Playing Your Song.

From the electronic wizards at Marantz comes the Marantz Ragtime Piano, an exciting, profitable addition to coin-operated entertainment. It's a self-playing piano with a patented computer mechanism that uses cassette tapes to control the piano keys and pedals, producing a vivid, "live" performance. Gone are the limited selections, brief playing time and mechanical problems of old-time piano roll players.

### That's Entertainment!

The Ragtime Piano means music and style that will never go out of date. It eliminates the trouble and expense of replacing worn piano rolls or changing records on a juke box. The Ragtime Piano's fine traditional styling fits any decor, and with the push of a hidden button, it'll even play *Happy Birthday!* Plexiglass panels allow customers to watch the mechanism and keys in action, and that's adding solid entertainment value.

### Easy to Place

The Ragtime Piano is a welcome replacement for a juke box in many clubs, restaurants and lounges, and will open doors that reject juke boxes. It can even perform as an ordinary piano; in fact, if a club already has a piano, you can install our Marantz mechanism and convert it easily into a profitable, coin-operated piano.

And it eliminates the problems of keeping up with top ten hits.

### Easy to Service

Modular electronics make the Ragtime Piano easy to maintain and unlike other automatic pianos, tuning and service is a snap. And with Marantz, technical expertise is never further than your phone.

### High Return

The Ragtime Piano promises maximum return on your investment at a substantially lower price than you'd pay for an old-fashioned player piano. If you recognize the music of profits, give us a call toll free at 1-800-438-7023. Distributorships available. As always, Marantz is playing your song: *the Jingle of Silver.*

marantz.  
Marantz Piano Co./Box 460/Morganton, NC 28655/704-437-7135

# THE JUKEBOX PROGRAMMER

February 13, 1982

## POP

- 1 **OPEN ARMS**  
JOURNEY (Columbia 18-02687)
- 2 **I CAN'T GO FOR THAT (NO CAN DO)**  
DARYL HALL & JOHN OATES (RCA PB-12357)
- 3 **CENTERFOLD**  
J. GEILS BAND (EMI America A-8012)
- 4 **SHAKE IT UP**  
THE CARS (Elektra E-47250)
- 5 **WAITING ON A FRIEND**  
THE ROLLING STONES (Rolling Stones/Atlantic RS 21004)
- 6 **SPIRITS IN THE MATERIAL WORLD**  
THE POLICE (A&M 2390)
- 7 **LET'S GROOVE**  
EARTH, WIND & FIRE (ARC/Columbia 18-02536)
- 8 **THROUGH THE YEARS**  
KENNY ROGERS (Liberty P-A-1444)
- 9 **WAITING FOR A GIRL LIKE YOU**  
FOREIGNER (Atlantic 3868)
- 10 **LEATHER AND LACE**  
STEVIE NICKS (Modern/Atlantic MR7341)
- 11 **PHYSICAL**  
OLIVIA NEWTON-JOHN (MCA-51182)
- 12 **TROUBLE**  
LINDSEY BUCKINGHAM (Asylum E-47223)
- 13 **I LOVE ROCK 'N' ROLL**  
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)
- 14 **TONIGHT I'M YOURS (DON'T HURT ME)**  
ROD STEWART (Warner Bros. WBS 49886)
- 15 **SHOULD I DO IT**  
POINTER SISTERS (Planet/Elektra P-47960)
- 16 **TURN YOUR LOVE AROUND**  
GEORGE BENSON (Warner Bros. WBS 49846)
- 17 **DADDY'S HOME**  
CLIFF RICHARD (EMI America P-A-8103)
- 18 **HARDEN MY HEART**  
QUARTERFLASH (Geffen GEF 49824)
- 19 **BOBBIE SUE**  
OAK RIDGE BOYS (MCA-51231)
- 20 **YOUNG TURKS**  
ROD STEWART (Warner Bros. WBS 49843)
- 21 **WE GOT THE BEAT**  
GO-GO's (I.R.S./A&M IR-9903)
- 22 **THAT GIRL**  
STEVIE WONDER (Tamla/Motown 1602 TF)
- 23 **LOVE IS LIKE A ROCK**  
DONNIE IRIS (MCA-51223)
- 24 **PRETTY WOMAN**  
VAN HALEN (Warner Bros. WBS 50003)
- 25 **PAC-MAN FEVER**  
BUCKNER & GARCIA (Columbia 18-02673)
- 26 **ANOTHER SLEEPLESS NIGHT**  
ANNE MURRAY (Capitol P-A-5083)
- 27 **LEADER OF THE BAND**  
DAN FOGELBERG (Full Moon/CBS 14-02647)
- 28 **MIRROR, MIRROR**  
DIANA ROSS (RCA PB-13021)
- 29 **MAKE A MOVE ON ME**  
OLIVIA NEWTON-JOHN (MCA-52000)
- 30 **LOVE IS ALRIGHT TONIGHT**  
RICK SPRINGFIELD (RCA PB-13008)

## COUNTRY

- 1 **RED NECKIN' LOVE MAKIN' NIGHT**  
CONWAY TWITTY (MCA-51199)
- 2 **LONELY NIGHTS**  
MICKEY GILLEY (Epic 14-02578)
- 3 **YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD**  
ED BRUCE (MCA-51210)
- 4 **SHINE**  
WAYLON JENNINGS (RCA PB-12367)
- 5 **BLUE MOON WITH HEARTACHE**  
ROSANNE CASH (Columbia 18-02659)
- 6 **I JUST CAME HOME TO COUNT THE MEMORIES**  
JOHN ANDERSON (Warner Bros. WBS 49860)
- 7 **THROUGH THE YEARS**  
KENNY ROGERS (Liberty P-A-1444)
- 8 **WILD TURKEY**  
LACY J. DALTON (Columbia 18-02637)
- 9 **ONLY ONE YOU**  
T.G. SHEPPARD (Warner/Curb WBS 49858)
- 10 **BOBBIE SUE**  
OAK RIDGE BOYS (MCA-51231)
- 11 **WATCHING GIRLS GO BY**  
RONNIE McDOWELL (Epic 14-02614)
- 12 **MOUNTAIN OF LOVE**  
CHARLEY PRIDE (RCA PB-13024)
- 13 **SOMEONE COULD LOSE A HEART TONIGHT**  
EDDIE RABBITT (Elektra E-47239)
- 14 **DO ME WITH LOVE**  
JANIE FRICKE (Columbia 18-02644)
- 15 **TENNESSEE ROSE**  
EMMYLOU HARRIS (Warner Bros. WBS 49892)
- 16 **ANOTHER SLEEPLESS NIGHT**  
ANNE MURRAY (Capitol P-A-5083)
- 17 **SAME OLE ME**  
GEORGE JONES (Epic 14-02696)
- 18 **ANOTHER HONKY-TONK NIGHT ON BROADWAY**  
DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS 50007)
- 19 **I LIE**  
LORETTA LYNN (MCA-51226)
- 20 **BE THERE FOR ME BABY**  
JOHNNY LEE (Full Moon/Asylum E-47301)
- 21 **BIG CITY**  
MERLE HAGGARD (Epic 14-02686)
- 22 **A COUNTRY BOY CAN SURVIVE**  
HANK WILLIAMS, JR. (Curb/Elektra E-47257)
- 23 **THE VERY BEST OF YOU**  
CHARLY McLAIN (Epic 14-02601)
- 24 **SHE LEFT LOVE ALL OVER ME**  
RAZZY BAILEY (RCA PB-13007)
- 25 **LIES ON YOUR LIPS**  
CRISTY LANE (Liberty P-A-1443)
- 26 **AFTER THE LOVE SLIPS AWAY**  
EARL THOMAS CONLEY (RCA PB-13053)
- 27 **IN LIKE WITH EACH OTHER**  
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-02698)
- 28 **IT TURNS ME INSIDE OUT**  
LEE GREENWOOD (MCA-51159)
- 29 **NEW CUT ROAD**  
BOBBY BARE (Columbia 18-02690)
- 30 **VICTIM OR FOOL**  
RODNEY CROWELL (Warner Bros. WBS 50008)

## BLACK CONTEMPORARY

- 1 **THAT GIRL**  
STEVIE WONDER (Tamla/Motown 1602 TF)
- 2 **LET THE FEELING FLOW**  
PEABO BRYSON (Capitol P-A-5065)
- 3 **IF YOU THINK YOU'RE LONELY NOW**  
BOBBY WOMACK (Beverly Glen 2000)
- 4 **TELL ME TOMORROW — PART 1**  
SMOKEY ROBINSON (Tamla/Motown 1601TF)
- 5 **IN THE RAW**  
WHISPERS (Solar/Elektra S-47961)
- 6 **TONIGHT I'M GONNA LOVE YOU ALL OVER**  
FOUR TOPS (Casablanca/PolyGram NB2345)
- 7 **STAGE FRIGHT**  
CHIC (Atlantic 3887)
- 8 **CALL ME**  
SKYY (Salsoul/RCA S7 2152)
- 9 **SHINE ON**  
GEORGE DUKE (Epic 14-02701)
- 10 **YOU'RE THE ONE FOR ME**  
D. TRAIN (Prelude PRL 8043-AS)
- 11 **WANNA BE WITH YOU**  
EARTH, WIND & FIRE (ARC/Columbia 18-02688)
- 12 **DO IT TO ME**  
VERNON BURCH (Spector Records Int'l SR1 A00019)
- 13 **GENIUS OF LOVE**  
TOM TOM CLUB (Sire SRE 49882)
- 14 **I CAN'T GO FOR THAT (NO CAN DO)**  
DARYL HALL & JOHN OATES (RCA PB-12357)
- 15 **MAMA USED TO SAY**  
JUNIOR (Mercury/PolyGram 76132)
- 16 **MY GUY**  
SISTER SLEDGE (Cotillion/Atlantic 47000)
- 17 **STEPPIN' OUT**  
KOOL & THE GANG (De-Lite/PolyGram DE 816)
- 18 **WE NEED LOVE TO LIVE**  
MAZE (Capitol P-A-5072)
- 19 **A LITTLE MORE LOVE**  
T-CONNECTION (Capitol P-A-5076)
- 20 **LET'S STAND TOGETHER**  
MELBA MOORE (EMI America P-A-8104)
- 21 **HONEY, HONEY**  
MANHATTANS (Columbia 18-02666)
- 22 **LET'S GO ALL THE WAY**  
CHOCOLATE MILK (RCA PB-13026)
- 23 **WATCH OUT**  
BRANDI WELLS (WMOT WS9 02654)
- 24 **I WANT TO HOLD YOUR HAND**  
LAKESIDE (Solar/Elektra S-47954)
- 25 **APRIL LOVE**  
L.T.D. (A&M 2395)
- 26 **WHY YOU WANNA TRY ME**  
COMMODORES (Motown 1604 MF)
- 27 **SPIRIT OF THE DANCER**  
EVELYN KING (RCA PB-13017)
- 28 **WELCOME INTO MY HEART**  
ISLEY BROTHERS (T-Neck/CBS ZS5-02705)
- 29 **TAKE ME TO HEAVEN**  
REN WOODS (Elektra E-47403)
- 30 **RIGHT IN THE MIDDLE**  
BETTYE LAVETTE (Motown M 1532F)

## OPERATORS PICKS

Patricia Burns (Black Hills Novelty Co.) —  
**ANOTHER SLEEPLESS NIGHT** — Anne Murray — Capitol  
 Dick McCarthy (Catskill Amusements Inc.) —  
**BOBBIE SUE** — Oak Ridge Boys — MCA  
 Bradley Hamma (A.H. Entertainers, Inc.) —  
**ANY CLASSIC KINKS**

## RECORDS TO WATCH

**JUKE BOX HERO** — Foreigner — Atlantic  
**STEPPIN' OUT** — Kool & The Gang — Delite/PolyGram  
**CRYSTAL GAYLE** — You Never Gave Up On Me — Columbia  
**DOTTIE WEST** — You're Not Easy To Forget — Liberty  
**A LITTLE BIT CRAZY** — Eddy Raven — Elektra

## CASHBOX Subscription Blank

1775 Broadway, New York, N.Y. 10019 (212) 586-2640

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS: BUSINESS  HOME  \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ PROVINCE \_\_\_\_\_ COUNTRY \_\_\_\_\_ ZIP \_\_\_\_\_

NATURE OF BUSINESS \_\_\_\_\_  PAYMENT ENCLOSED

DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

USA  
 1 YEAR (52 ISSUES) \$110.00

OUTSIDE USA FOR 1 YEAR  
 AIRMAIL \$185.00

1 YEAR FIRST CLASS/AIRMAIL \$170.00  
 (Including Canada and Mexico)









FIRST CLASS STEAMER MAIL \$155.00

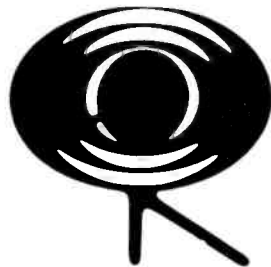
Please Check Classification

- DEALER
- ONE-STOP
- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD COMPANY
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER \_\_\_\_\_



# Box Busters From Columbia

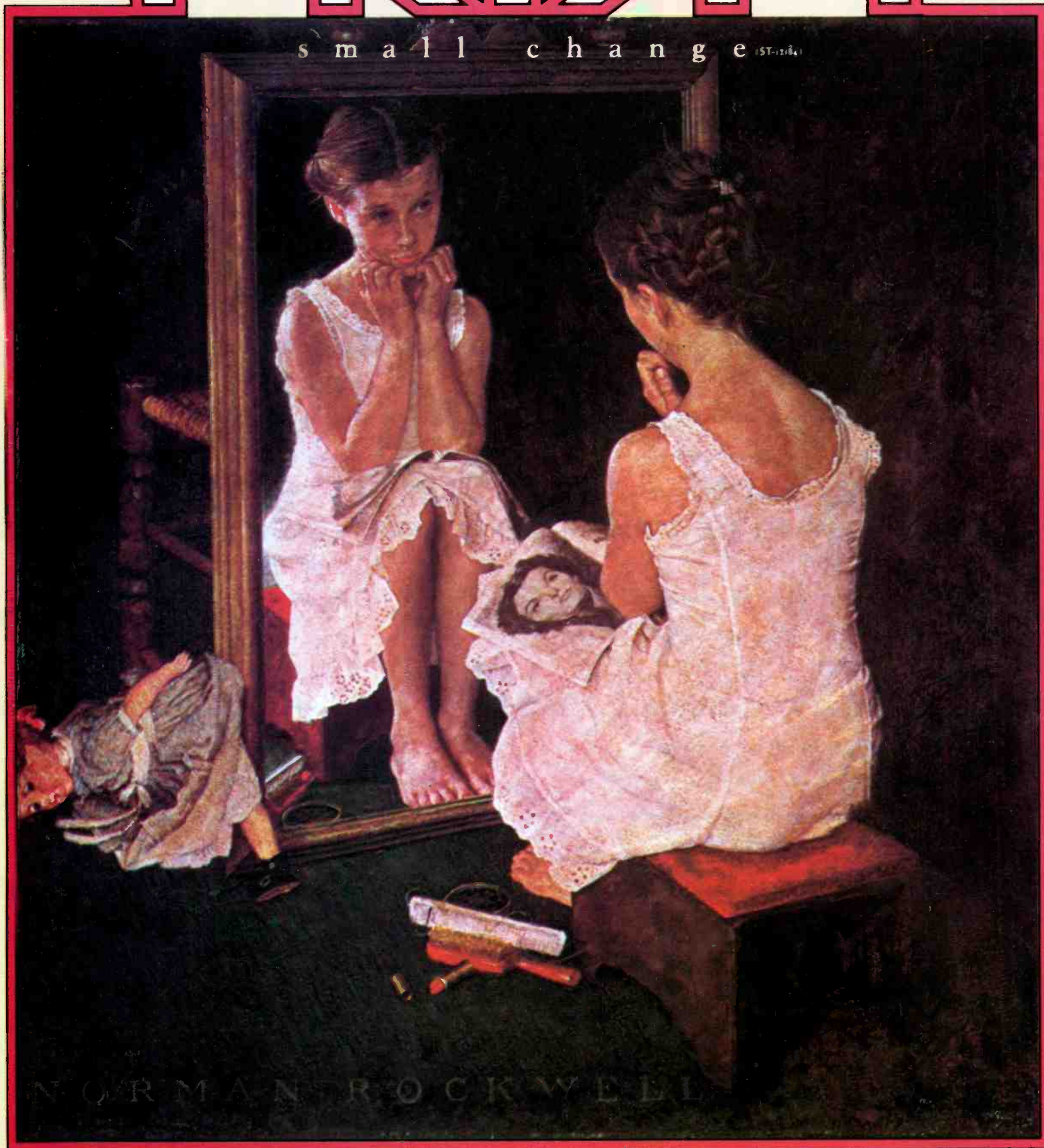
<p>"On The Way To The Sky"</p> <p>18-02712</p> <p>NEIL DIAMOND</p> 	<p>"Memory"</p> <p>18-02717</p> <p>BARBRA STREISAND</p> 
<p>"Wanna Be With You"</p> <p>18-02688</p> <p>EARTH, WIND &amp; FIRE</p> 	<p>"Jenny"</p> <p>18-02646</p> <p>TOMMY TUTONE</p> 
<p>"Goin' Down"</p> <p>18-02691</p> <p>GREG GUIDRY</p> 	<p>"A Little Bit Further Away"</p> <p>18-02719</p> <p>KOKOMO</p> 
<p>"Blue Moon With Heartache"</p> <p>18-02659</p> <p>ROSANNE CASH</p> 	<p>"Honey Honey"</p> <p>18-02666</p> <p>MANHATTANS</p> 



A RADIO SENSATION BECOMES A RETAIL PHENOMENON!

# PARADE

s m a l l c h a n g e (ST-12184)



N O R M A N R O C K W E L L

Reprinted from The Saturday Evening Post ©1954 The Curtis Publishing Company

featuring the smash single/AOR track "DON'T LET HIM KNOW" B-5082

Produced by Carter

