

# CASHBOX

May 1, 1982


NEWSPAPER

\$2.75



Atlantic Starr





**PAUL McCARTNEY. "TUG OF WAR."** TC 37462  
**TWO SIDES PULLING US CLOSER TOGETHER.**

18-02860  
FEATURING THE SINGLE, "EBONY AND IVORY." WITH ADDITIONAL VOCALS BY **STEVIE WONDER**.  
PRODUCED BY GEORGE MARTIN. ON COLUMBIA RECORDS AND TAPES.





# CASH BOX

INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

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## EDITORIAL

## The Next Step

Last week's announcement that CBS, Inc. and the Bally Corp. will soon begin to manufacture and distribute home video and computer games may ultimately turn out to be the singular event that precipitates this industry's turnaround. What this deal says is that CBS, Inc. (repeat, "Inc." not "Records Group") — the parent company of the CBS television network, and the aforementioned CBS Records Group (in addition to a number of other activities) — and the Bally Corp. — manufacturer of the phenomenal Pac-Man and Space Invaders arcade games (through its Midway Mfg. Co. subsidiary), as well as the majority of the slot machines in Las Vegas and Atlantic City — both see home video games as the next new opportunity in the home entertainment market.

While the implications of last week's announcement may at first escape such purely musical enterprises as major & pa stores and esoteric independent labels, the CBS/Bally marriage certainly means much more. Obviously, those who direct both of the leisure industry giants see that music, motion pictures, television, video, arcade

games and home video games are all parts of the same industry — one that caters to people enjoying leisure activities.

Retailers have already begun to catch on — many have shown the foresight to at least check out a number of non-music product lines. But the point is not that the record industry should be flushed down the toilet. Instead, what the CBS/Bally venture (similar in many ways to the situation that exists at Warner Communications, Inc. with its Atari arcade and home video game division, Warner Bros./Elektra/Atlantic Records division, and Warner Bros. Pictures movie arm) says is that the entertainment of the consumer is the primary goal of our industry. Whether it be through music, TV, movies, computer games or whatever, our industry must entertain the customer to keep him satisfied.

This industry stretches back to those days when an inventor named Thomas Edison gave us the first phonograph — why is it that we are taking so long to move to the next step?

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### ON THE COVER

Over the course of four A&M albums, Atlantic Starr has carved a niche in the ever-evolving world of black contemporary music, an achievement few developing artists can claim. With release of the current top five B/C album, "Brilliance," which contains the top five single "Circles," it's evident that this group is no "one-trick pony."



The New Yorkers have shown that development of strong songs, an individual group image and a well-tailored stage persona are far more important than self-aggrandizing jam sessions and riding the coat-tails of hackneyed music trends.

That Atlantic Starr has managed to address the finer points of group development is a tribute to the fact that the members come from three separate bands. And as the individual talents of the members emerge with each album, an eclectic, yet collective, identity is the consequence.

First came its debut album, "Atlantic Starr" then "Straight To The Point," followed by "Radiant," and now "Brilliance," an apt album title for a band beginning to shine.

## TOP POP DEBUTS

### SINGLES

68 CRIMSON AND CLOVER — Joan Jett & The Blackhearts — Boardwalk

### ALBUMS

68 STRAIGHT BETWEEN THE EYES — Rainbow — Mercury/Motown

### POP SINGLE

MAIN THEME FROM "CHARIOTS OF FIRE"  
Vangelis  
Polydor/PolyGram

### B/C SINGLE

IF IT AIN'T ONE THING ... IT'S ANOTHER  
Richard "Dimples" Fields  
Boardwalk

### COUNTRY SINGLE

IF YOU'RE THINKING YOU WANT A STRANGER ...  
George Strait  
MCA

### JAZZ

THE DUDE  
Quincy Jones  
A&M

## NUMBER ONES



Richard "Dimples" Fields

### POP ALBUM

CHARIOTS OF FIRE  
Original Soundtrack By Vangelis  
Polydor/PolyGram

### B/C ALBUM

FRIENDS  
Shalamar  
Solar/Elektra

### COUNTRY ALBUM

MOUNTAIN MUSIC  
Alabama  
RCA

### GOSPEL

WHEN ALL GOD'S CHILDREN GET TOGETHER  
Rev. Keith Pringle  
Savoy

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# CASH BOX TOP 100 SINGLES

May 1, 1982

Weeks  
On  
4/24 Chart

Weeks  
On  
4/24 Chart

Weeks  
On  
4/24 Chart

1	<b>MAIN THEME FROM "CHARIOTS OF FIRE"</b> VANGELIS (Polydor/PolyGram 2189)	3	21
2	<b>I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)	1	13
3	<b>WE GOT THE BEAT</b> GO-GO'S (I.R.S./A&M IR-9903)	2	15
4	<b>FREEZE FRAME/FLAMETHROWER</b> THE J. GEILS BAND (EMI America B-8108)	4	11
5	<b>DON'T TALK TO STRANGERS</b> RICK SPRINGFIELD (RCA PB-13070)	5	9
6	<b>EBONY AND IVORY</b> PAUL McCARTNEY (Columbia 18-02860)	9	4
7	<b>KEY LARGO</b> BERTIE HIGGINS (Ket Family WS9 02524)	7	26
8	<b>MAKE A MOVE ON ME</b> OLIVIA NEWTON-JOHN (MCA-52000)	6	12
9	<b>867-5309/JENNY</b> TOMMY TUTONE (Columbia 18-02646)	12	15
10	<b>'65 LOVE AFFAIR</b> PAUL DAVIS (Ariste AS 0661)	11	10
11	<b>THAT GIRL</b> STEVIE WONDER (Tamlia/Motown 1602 TF)	8	16
12	<b>I'VE NEVER BEEN TO ME</b> CHARLENE (Motown 1611 MF)	15	9
13	<b>DID IT IN A MINUTE</b> DARYL HALL & JOHN OATES (RCA PB-13065)	16	7
14	<b>(OH) PRETTY WOMAN</b> VAN HALEN (Warner Bros. WBS 50003)	10	12
15	<b>THE BEATLES' MOVIE MEDLEY</b> (Capitol P-B-5100)	18	6
16	<b>PAC-MAN FEVER</b> BUCKNER & GARCIA (Columbia 18-02673)	14	19
17	<b>GET DOWN ON IT</b> KOOL & THE GANG (De-Lite/PolyGram DE 818)	20	10
18	<b>DO YOU BELIEVE IN LOVE</b> HUEY LEWIS AND THE NEWS (Chrysalis CHS 2539)	13	13
19	<b>OPEN ARMS</b> JOURNEY (Columbia 18-02687)	17	16
20	<b>GOIN' DOWN</b> GREG GUIDRY (Columbia 18-02691)	21	11
21	<b>THE OTHER WOMAN</b> RAY PARKER JR. (Arista AS 0669)	25	7
22	<b>EDGE OF SEVENTEEN</b> STEVIE NICKS (Modern/Atco MR 7401)	19	11
23	<b>FIND ANOTHER FOOL</b> QUARTERFLASH (Geffen GEF 50006)	22	12
24	<b>ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia 18-02741)	28	8
25	<b>DON'T YOU WANT ME</b> THE HUMAN LEAGUE (Virgin/A&M 2397)	29	9
26	<b>ONE HUNDRED WAYS</b> QUINCY JONES featuring JAMES INGRAM (A&M 2387)	23	16
27	<b>BABY MAKES HER BLUE JEANS TALK</b> DR. HOOK (Casablanca/PolyGram NB2347)	27	10
28	<b>EMPTY GARDEN (HEY HEY JOHNNY)</b> ELTON JOHN (Geffen GEF 50049)	30	7
29	<b>THEME FROM MAGNUM P.I.</b> MIKE POST (Elektra E-47400)	32	12
30	<b>MAMA USED TO SAY</b> JUNIOR (Mercury/PolyGram 76132)	33	10
31	<b>SHANGHAI BREEZES</b> JOHN DENVER (RCA PB-13071)	34	9
32	<b>RUN FOR THE ROSES</b> DAN FOGELBERG (Full Moon/Epic 14-02821)	36	5
33	<b>STILL IN SAIGON</b> THE CHARLIE DANIELS BAND (Epic AE7 1414)	38	6

34	<b>HANG FIRE</b> THE ROLLING STONES (Rolling Stone/Atco RS21300)	37	7
35	<b>MAKING LOVE</b> ROBERTA FLACK (Aristic 4005)	39	9
36	<b>MAN ON YOUR MIND</b> LITTLE RIVER BAND (Capitol P-B-5061)	40	5
37	<b>TAKE OFF</b> BOB & DOUG McKENZIE (Mercury/PolyGram 76134)	31	14
38	<b>WITHOUT YOU (NOT ANOTHER LONELY NIGHT)</b> FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)	41	5
39	<b>LET'S HANG ON</b> BARRY MANILOW (Ariste AS 0675)	43	6
40	<b>IT'S GONNA TAKE A MIRACLE</b> DENIECE WILLIAMS (ARC/Columbia 18-02812)	44	5
41	<b>IF I HAD MY WISH TONIGHT</b> DAVID LASLEY (EMI America P-B-8111)	45	8
42	<b>STARS ON 45 III</b> STARS ON (Redlo Records/Atlantic RR 4019)	46	6
43	<b>WHEN HE SHINES</b> SHEENA EASTON (EMI America P-B-8113)	47	5
44	<b>FANTASY</b> ALDO NOVA (Portrait/CBS 24-02799)	49	7
45	<b>WAKE UP LITTLE SUSIE</b> SIMON AND GARFUNKEL (Warner Bros. WBS 50053)	50	5
46	<b>TAINED LOVE</b> SOFT CELL (Sire SRE 40655)	48	14
47	<b>MY GIRL</b> DONNIE IRIS (MCA 52031)	52	5
48	<b>ROSANNA</b> TOTO (Columbia 18-02811)	55	3
49	<b>HEAT OF THE MOMENT</b> ASIA (Geffen GEF 50040)	59	3
50	<b>WORK THAT BODY</b> DIANA ROSS (RCA PB-13201)	56	4
51	<b>SINCE YOU'RE GONE</b> THE CARS (Elektra E-47433)	54	6
52	<b>MAN ON THE CORNER</b> GENESIS (Aristic 4025)	57	6
53	<b>I'LL DRINK TO YOU</b> DUKE JUPITER (Coast To Coast/CBS ZS5 02801)	53	7
54	<b>NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS)</b> LE ROUX (RCA PB-73059)	35	12
55	<b>WHEN IT'S OVER</b> LOVERBOY (Columbia 18-02814)	60	4
56	<b>SECRET JOURNEY</b> THE POLICE (A&M 2408)	61	4
57	<b>I'LL TRY SOMETHING NEW</b> A TASTE OF HONEY (Capitol P-B-5099)	42	8
58	<b>FINALLY</b> T.G. SHEPPARD (Warner/Curb WBS 50041)	63	5
59	<b>IF IT AIN'T ONE THING... IT'S ANOTHER</b> RICHARD "DIMPLES" FIELDS (Boerdlweik NB7-11-139)	64	4
60	<b>A NIGHT TO REMEMBER</b> SHALAMAR (Solar/Elektra S-48005)	71	4
61	<b>ONE TO ONE</b> CAROLE KING (Aristic 4026)	67	6
62	<b>JUST TO SATISFY YOU</b> WAYLON & WILLIE (RCA PB-13073)	68	5
63	<b>CIRCLES</b> ATLANTIC STARR (A&M 2392)	69	5
64	<b>CENTERFOLD</b> THE J. GEILS BAND (EMI America A-8012)	24	26
65	<b>GENIUS OF LOVE</b> TOM TOM CLUB (Sire SRE 49882)	51	14
66	<b>HURTS SO GOOD</b> JOHN COUGAR (Riva/PolyGram R 209)	80	2

67	<b>CAT PEOPLE (PUTTING OUT FIRE)</b> DAVID BOWIE (Backstreet/MCA BSR-52024)	73	3
68	<b>CRIMSON AND CLOVER</b> JOAN JETT & THE BLACKHEARTS (Boerdlweik NB7-11-144)	—	1
69	<b>MURPHY'S LAW</b> CHERI (Venture VD-5019)	76	3
70	<b>SHOULD I DO IT</b> POINTER SISTERS (Planet/Elektra P-47960)	26	16
71	<b>THE GIGOLO</b> O'BRYAN (Capitol 5067)	66	6
72	<b>ON A CAROUSEL</b> GLASS MOON (Radio Records/Atlantic RR 4022)	65	8
73	<b>BODY LANGUAGE</b> QUEEN (Elektra E-47452)	—	1
74	<b>MY GUY</b> SISTER SLEDGE (Cotillion/Atco 4700)	62	14
75	<b>BOBBIE SUE</b> OAK RIDGE BOYS (MCA-52006)	58	15
76	<b>STONE COLD</b> RAINBOW (Mercury/PolyGram 76146)	87	2
77	<b>ON THE WAY TO THE SKY</b> NEIL DIAMOND (Columbia 18-02712)	72	12
78	<b>HOW LONG</b> ROD STEWART (Warner Bros. WBS 50051)	85	2
79	<b>PERSONALLY</b> KARLA BONOFF (Columbia 18-02805)	—	1
80	<b>OLD FASHIONED LOVE</b> SMOKEY ROBINSON (Tamlia/Motown 1615TF)	89	2
81	<b>TEACH ME TONIGHT</b> AL JARREAU (Warner Bros. WBS 50032)	84	2
82	<b>ANY DAY NOW</b> RONNIE MILSAP (RCA PB-13216)	—	1
83	<b>CAUGHT UP IN YOU</b> .38 SPECIAL (A&M 2412)	—	1
84	<b>ONLY THE LONELY</b> THE MOTELS (Capitol B-5114)	—	1
85	<b>FOOL FOR YOUR LOVE</b> JIMMY HALL (Epic 14-02857)	—	1
86	<b>BABY STEP BACK</b> GORDON LIGHTFOOT (Warner Bros. WBS 50012)	—	1
87	<b>PUT AWAY YOUR LOVE</b> ALESSI (Quest/Warner Bros. QWE 50055)	—	1
88	<b>FRIENDS IN LOVE</b> DIONNE WARWICK And JOHNNY MATHIS (Ariste AS 0673)	—	1
89	<b>LET IT WHIP</b> THE DAZZ BAND (Motown 1609)	—	1
90	<b>TURN ON YOUR RADAR</b> PRISM (Capitol P-B-5106)	—	1
91	<b>I'M IN LOVE AGAIN</b> PIA ZADORA (Elektra/Curb E-47428)	79	4
92	<b>BABY, COME TO ME</b> PATTI AUSTIN (Quest/Warner Bros. QWE50036)	96	2
93	<b>LOVING YOU</b> CHRIS REA (Columbia 18-02727)	75	5
94	<b>POP GOES THE MOVIES (PART 1)</b> MECO (Ariste AS 0600)	74	12
95	<b>RIGHT THE FIRST TIME</b> GAMMA (Elektra E-47423)	77	4
96	<b>YOU SURE FOOLED ME</b> THE JOHN HALL BAND (EMI America P-B-8112)	78	5
97	<b>SHAKE IT UP</b> THE CARS (Elektra E-47250)	70	24
98	<b>IF I COULD GET YOU</b> GENE COTTON (Knoll 5002)	88	6
99	<b>SHINE ON</b> GEORGE DUKE (Epic 14-02701)	81	10
100	<b>MEMORY</b> BARBRA STREISAND (Columbia 18-02717)	83	11

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

Always On My Mind (Screen Gems — EMI/Rose Bridge — BMI)	24	This House/Longmanor — ASCAP	85	Make A Move (John Farrar/Snow — BMI)	8	Rosanna (Hudmar — ASCAP)	48
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP)	60	Freeze Frame (Center City — ASCAP)	4	Making Love (20th Century Fox Film/New Hidden Valley — ASCAP/Begonia Melodies/Fedora — BMI)	35	Run For The Roses (Hickory Grove — ASCAP)	32
Any Day Now (Plan Two — ASCAP)	82	Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP)	88	Mama Used To Say (Pressure/Aves/EMI Music — PRS)	30	Secret Journey (Virgin/Adm. In U.S. by Chappell — ASCAP)	56
Baby, Come To Me (Rodsongs — PRS)	92	Genius Of Love (Metered Music Adm. By Ackee — ASCAP)	65	Man On The Corner (Hit + Run — ASCAP)	52	Shake It Up (Lido Music — BMI)	97
Baby Makes Her (Horse Hairs — BMI)	27	Get Down On It (Delightful/Second Decade — BMI)	17	Man On Your (Screen-Gems — EMI (BMI))	36	Shanghai Breezes (Cherry Lane — ASCAP)	31
Baby Step Back (Moose — CAPAC)	86	Goin' Down (World Song — ASCAP)	20	Memory (Really Useful/Faber/Trevor Nunn c/o Set Copyright/Adm. in U.S.+Can. By Koppelman-Bandler — BMI)	100	Shine On (Mycenae — ASCAP)	99
Beatles' Movie (John Lennon + Paul McCartney — BMI)	15	Hang Fire (Colgems — EMI (ASCAP))	34	My Guy (Jobete — ASCAP)	47	Should I Do It (Unichappell/Watch Hill — BMI)	70
Bobbie Sue (House of Gold — BMI)	75	Heat Of The Moment (WB/Almond Legg/Ackee — ASCAP)	49	Nobody Said (Screen Gems-EMI Music/Lemed — BMI)	74	Since Your Gone (Lido — BMI)	51
Body Language (Queen Music Ltd.)	73	How Long (MCA — ASCAP)	78	One Hundred Ways (Stets Of The Arts/Ellze M./Ritesonian — ASCAP/Klivede/Mr. Melody — BMI)	26	'65 Love Affair (Web IV — BMI)	0
Cat People (MCA Music/Music Corp. Of America — ASCAP)	67	Hurts So Good (Rive — ASCAP)	66	One To One (Elorac — ASCAP/ATV/Mann+Well — BMI)	61	Stars 3 (Various — ASCAP/BMI)	42
Caught Up (Rocknocker/Easy Action/WB Music — ASCAP)	83	If I Could (Knoll — ASCAP)	98	On The Way (Stonebridge — ASCAP/Unichappell/Begonia Melodies — BMI)	77	Still In Saigon (Dreena/Den Deley — BMI)	33
Centerfold (Center City — ASCAP)	64	If I Had My (Chappell/Ironside — ASCAP)	41	Only The Lonely (Clean Sheets — BMI)	84	Stone Cold (Thames Talent — ASCAP/Lyon Ferr — BMI)	76
Circles (Almo/Jodaway — ASCAP)	63	If It Ain't One (On The Boardwalk/Dat Richfield Kat — BMI/Songs can sing — ASCAP)	59	Open Arms (Weed High Nightmare — BMI)	19	Tainted Love (Equinox — BMI)	46
Crimson And Clover (Big Seven — BMI)	68	I'll Drink To You (Erantly Music — BMI)	53	Pac-Man Fever (BGO — ASCAP)	16	The Gigolo (Cortez — ASCAP)	71
Did It Minute (Fust Buzza/Hot-Cha/Six Continents — BMI)	13	I'll Try Something (Jobete — ASCAP)	57	Personally (Tree/Five Of A Kind — BMI)	79	Take Off (McKenzie Brothers — PRO Cenede)	37
Don't Talk (Robbie Porter — BMI)	5	I Love Rock (Finchley — ASCAP)	2	Pop Goes The Movies (Various — ASCAP/BMI)	94	Teach Me Tonight (MCA/Cehn/Hub — ASCAP)	81
Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP)	25	I'm In Love Again (Brooklyn — ASCAP/Cen't Stop — BMI)	91	Pretty Woman (Acuff-Rose — BMI)	14	That Girl (Jobete & Black Bull — ASCAP)	11
Do You Believe (Zomba Enterprises — BMI)	18	It's Gonna Take (Vogue — BMI)	40	Put Away Your Love (More Alessi — BMI)	87	The Other Woman (Raydiolo — ASCAP)	21
Ebony And Ivory (MPL Communications — ASCAP)	64	I've Never Been (Stone Diamond — BMI)	12	Right The First Time (Montunes — BMI)	95	Titles (Spheric B.V./WB Music — ASCAP)	1
Edge Of Seventeen (Welsh Witch — BMI)	22	Just To Satisfy (Irving/Parody — BMI)	62	Rocknocker (Easy Action/WB Music — ASCAP)	83	Turn On Your Radar (Kohew — ASCAP)	90
867-5309/Jenny (Tutone-Keller — BMI)	9	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	7	Wake Up Little (House Of Bryant — BMI)	45	We Got The Beat (Daddy — Oh Music)	3
Empty Garden (Intersong — ASCAP)	28	Let It Whip (Ullma/Macvacelec — ASCAP)	89	When He Shines (WB Music — ASCAP)	43	Without You (Bright Smile/Knockout/Kid — ASCAP/Big Teeth/Blake and Blue — BMI)	33
Fantasy (ATV Music — BMI)	44	Let's Hang On (Seasons Four/Saturday/Screen Gems — EMI — BMI)	39	Work That Body (Songs Of Menhettan Island/Olge/Rey-Han/Koppelman-Bandler/Rosseville — BMI)	50	You Sure Fooled (Siren Songs/Clean Cut Tunes — BMI/ASCAP)	96
Finally (Meadowgreen — ASCAP)	58	Loving You (Magnet — ASCAP)	93				
Find Another (Narrow Dude/Bonnie Bee Good/WB — ASCAP)	23	Magnum P.I. (MCA Music — ASCAP)	29				
Fool For Your Love (Golden Clover/World Song/See							

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



## CBS Will Manufacture Bally Home And Computer Games

by Fred Goodman

CBS expects to have an initial package of three or more games on the market by the end of the year, all of which will be compatible with the Atari video game unit. CBS also plans to market versions compatible with the Mattel Intellivision video game unit and is evaluating several other computer formats for additional line extensions. All games will be packaged in a special CBS games software package, the design of which is still under consideration.

Commenting on the benefits of the arrangement for Bally, company vice president Jerry Blumenshine told **Cash Box** that prior to the pact, Bally had "never had any significant licensing deals for cartridges." He added that "essentially, this gives CBS rights to any games, either coin-op or non-coin-op, which we design or obtain rights to from any other designer."

The deal also marks CBS's entry into the video game field. "This deal is like a Barbra

Streisand record deal," said Thomas M. Kirwan, president, CBS/Columbia Group. "It allows us to get a blockbuster." While Kirwan expressed faith that the pact with Bally would allow CBS to make a big initial splash in the home video games market, he added that his company was pursuing discussions with other rights holders "in different modes." Among those mentioned by Kirwan were conventional computer games and computer related education software. "We're trying to position ourselves not only in the games area," he said, "but we also want to avail ourselves to what we feel is the emerging home computer situation."

Kirwan also added that CBS is developing its own line of in-house video games. He predicted that it would be "about a year" before CBS's own line would actually be on the market.

Software produced by CBS/Columbia

Group will be distributed through a three-tiered system. "Initial distribution will be handled through our toy division," said Kirwan. "We will also be setting up an electronics distribution network and then another with CBS Records domestic, which will be handling some distribution into those record accounts that are starting to carry video games. On the international side, CBS Records International (CRI) will also be handling distribution."

The decision to distribute video games via the Records Group's branch system could spell a major re-evaluation of the record market by the CBS/Records Group. Video games and other video product have frequently been fingered by the record manufacturers as contributors to the erosion of their market. At CBS's annual analysts meeting, held here last February, CBS Records Group president Walter Yetnikoff conceded that "there has been an impact" on the record market by video games, but added that the industry "will see an adjustment" and that he viewed the inroads as temporary (**Cash Box**, March 6). The use of the Records Group for distribution of home video games could mark a departure from this stance.

NEW YORK — CBS and Bally Manufacturing Corp. have signed an agreement whereby CBS will manufacture and market, in cartridge form, home video and computer versions of Bally's electronic video games. The pact gives CBS/Columbia Group rights of first refusal to all games Bally currently has in development, as well as games to be developed or licensed during the next four years. The first games to be offered to CBS will be Kickman, Gorf and Wizard of Wor.

Bally, the Chicago-based manufacturer of arcade games and coin machines, is expected to offer CBS as many as 40 games over the next four years. Any game carried by CBS/Columbia would be manufactured by the Group's Gabriel Industries toy company in East Patterson, N.J.

(In addition, CBS disclosed last week that it has signed a letter of intent to acquire Ideal Toy Corp., producer of the Rubik's Cube, and that Ideal will be merged with Gabriel. Aside from the addition of numerous product lines and an added international distribution web, the merger would give Gabriel access to Ideal's one-million-square-foot manufacturing plant in Newark, N.J.).



**NO TUGGING HERE** — Columbia recording artist Paul McCartney recently visited CBS Records' New York office to celebrate the release of his LP "Tug Of War." Pictured are (l-r): Linda McCartney; Walter Yetnikoff, president, CBS Records Group; McCartney; and Rick Asher, deputy president/chief operating officer, CBS Records Group.

## Home Taping Hearings Held Before Senate; Mathias Amendment Debated

by Earl B. Abrams

WASHINGTON — The battle over home taping of audio and video material and copyright payments moved to the U.S. Senate April 21 at a four-hour, non-stop hearing before the Senate Judiciary Committee, with many of the pro and con arguments reflecting the sentiments expressed at House hearings on the same matter the week before in Los Angeles (**Cash Box**, April 24). With Sen. Charles Mathias (R-Md.) presiding, the committee heard arguments from both sides on the Mathias Amendment, S-1758, which would establish copyright fees to be levied on manufacturers and importers of audio and video recording hardware and blank tapes.

Motion picture and recording industry leaders argued in favor of a compulsory

license system like that proposed by the Mathias Amendment — where audio and video recording hardware manufacturers and importers would pay a royalty fee to be collected and distributed to music and motion picture copyright holders by the Copyright Royalty Tribunal (CRT). Under the Mathias Amendment, the CRT would set an initial fee (projected at this time to be in the neighborhood of 50 cents to one dollar for blank tapes and \$50-\$100 for recording hardware), then review it every five years to adjust it in any way necessary.

In return for the copyright fees, the copyright holders would concede that home taping of music from radio or borrowed records and the recording of television shows off-the-air for home use

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## Despite Problems, Labels And Dealers Support In-Stores

by Michael Martinez

LOS ANGELES — The notion that in-store appearances by recording artists generate additional record sales on the spot is a myth, since the real value of such promotions can only be measured in terms of the long range benefits they provide for labels and retailers alike.

That was the conclusion of a **Cash Box** survey on record company and merchandiser attitudes towards artist in-store promotions. While most of those contacted felt that such events are held less frequently today than in the past due to a variety of reasons — including rising costs and the fact that artists are becoming more security-conscious in the wake of John Lennon's murder — they also agreed that in-stores are a valuable artist development tool that also helps to establish a store's identity in the marketplace.

### Image-Building Tool

"If you're looking for a trade-off at the cash register, forget it," said Ira Heilicher, head of the Minneapolis-based Great American Music Co. and Wax Museum stores. "This is an image-building tool."

Because of rising travel and hotel costs, artist in-stores are usually developed in

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**BAR-KAYS CRUISE INTO BIG BEN'S** — PolyGram/Mercury recording group The Bar-Kays recently made an in-store appearance at the Big Ben's Los Angeles outlet in support of its current LP, "Nightcruising," and a recent concert performance at the Long Beach Arena. Pictured in the front row are (l-r): Frank Thompson of the group; Linda Mason, R&B merchandising sales specialist, PolyGram Distribution; and Michael Beard and Mark Bynum of the group. Shown in the back row are (l-r): Willie Tucker, western regional manager, black music marketing, PolyGram Records; John Gatsby, Integrity Entertainment; Tollis Pompeeo, Integrity Entertainment; Howard Austin, manager, Big Ben's; Charles Allen of the group; Gregg Miller, sales, PolyGram Distribution; Ernie Compagna, vice president, advertising, Integrity Entertainment; Sherman Guy of the group; and June Dominick, Big Ben's.

## MTV Steps Up Involvement In Cross-Promotions

by Jim Bessman

NEW YORK — Already affecting record-buying habits among its four million strong home cable viewership, the nine-month-old MTV music video channel is getting deeply involved in cross-promotions with the record companies and is initiating local cable company involvement with record retailers.

"MTV and the record industry make a natural marriage," said John Sykes, MTV's director of promotion and artist relations for the Warner Amex Satellite Company. "The companies distribute our materials through their branch systems to retail locations to reach their target buyer, while we distribute materials directly to our cable affiliates, who use them in their own promotions and also disperse them among local retailers. Of course, our target audience is the same as the music industry — the 12-34 rock 'n' roll enthusiast."

The biggest label aid to retailers is its distribution of MTV's in-store concert counter cards supporting its weekly Saturday night concert series. The current concert series, which began April 3 and runs through May 29, is represented by a counter card that contains individual pictures of the nine ar-

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## BUSINESS NOTES

## ASCAP Writers Receive Cash Grants

LOS ANGELES — Writer members of the American Society of Composers, Authors and Publishers (ASCAP) recently received \$92,200 in supplemental cash grants for 1981-82 voted to them by ASCAP's Awards Panels.

The supplemental payment brings the total amount awarded in 1981-82 to \$1,107,250 representing monies over and above royalties paid for performances of works. About \$18,107,250 dollars have been distributed to writers in addition to regular royalties.

Commenting on the supplemental awards, ASCAP president David said, "This long established program of financial encouragement and recognition of our writers' achievements plays an important role in stimulating musical creativity among our members. We are especially gratified by the careful and dedicated work done by the distinguished members of our two panels."

The Popular Awards Panel consists of WYNY-FM radio personality Dan Daniel; Francis "Red" O'Donnell, Entertainment Editor of the *Nashville Banner* and syndicated country music columnist; former Associate Justice of the Supreme Court of New Jersey, Haydn Proctor; A.B. Spellman, author and music consultant to the National Endowment for the Arts in Washington; and George C. White, founder and President of the Eugene O'Neill Memorial Theatre Center.

The members of the Standard Awards Panel are Frank L. Battisti, chairman of the Music Education Department at the New England Conservatory of Music; Ainslee Cox, noted music director and conductor of the Guggenheim Concert Band; Richard Dufallo, former Conductor of 20th century music ensemble at the Juilliard School; Edwin E. Heilakka, former director of music in the Philadelphia public schools and presently with the Curtis Institute of Music; noted pianist Ursula Oppens, member of the board of the American Music Center, and founding member of the Speculum Musicae; and Dr. Paul W. Wohlgenuth, noted choral conductor and Professor of Music at Oral Roberts University where he is chairman of the Department of Fine Arts.

## Holmes a'Court Wins Control Of ACC

LONDON — The board of directors of the British entertainment conglomerate Associated Communications Corp. (ACC) resigned last week as Australian businessman Robert Holmes a'Court took control after a lengthy bidding war. The nine board members tendered their resignations after TVW Enterprises, the media subsidiary of Holmes a'Court's Bell Group of Companies, had its bid accepted by representatives of 90% of the common stock and 83% of the voting stock.

Holmes a'Court, who is chairman of the ACC board, as well as chief executive officer, will remain in the position of presiding over two reconstituted six-member boards — a main board of directors and an executive group that will be responsible for daily management of the company. The directors resigning were reappointed to one of the two boards, although Lord Windlesham is the only executive director to remain on the main board.

ACC managing director Bert Reuter will be on both boards and serve as deputy chairman of the executive board.

The path to control of the ACC for Holmes a'Court was cleared recently when his chief rival in a bidding war, Gerald Ronson of the Heron Group of Companies, withdrew his bid of \$90.3 million (**Cash Box**, April 17). In the course of the bidding war between Holmes a'Court and Ronson, the price rose from the Australian's initial bid of \$63.7 million in January to the present \$100 million-plus level.

The ACC has interests in a variety of leisure fields, including films, television and music publishing. ATV Music, the ACC music publishing wing, owns Northern Songs, which, in turn, owns the rights to many of the Beatles' songs. Late in 1981, a number of well-known musical figures, including Paul McCartney and Yoko Ono, bid up to \$40 million for Northern Songs alone.

## City Of Hope To Honor Quincy Jones

LOS ANGELES — Grammy-winning composer/arranger/producer Quincy Jones will be honored by The City of Hope at the Beverly Hilton Hotel on July 15 at the organization's Music Industry Night. Jones will be presented with the City of Hope's "Spirit of Life" award in recognition of his humanism and his contribution to the music industry through his talented vision and extraordinary sensitivity.

Some 1,200 industry and personal friends are expected to attend the testimonial, which will raise funds for several projects at the City of Hope National Pilot Medical Center. A City of Hope research fellowship will be established as a result of the dinner in honor of Quincy Jones as well.

Dinner reservations and contributions are being accepted at the charity's Music Industry Chapter in Los Angeles. For further information, contact Bill Vernon at (213) 626-4611.

## Sills Named To Chair Anti-Taping Coalition

LOS ANGELES — Beverly Sills, general director of the New York City Opera, last week was named chairperson of the Coalition to Save America's Music, the diverse group formed to support pending federal legislation for royalties on manufacturers and importers of blank audio tapes and recording equipment.

In accepting her appointment as chairperson, Sills commented, "Widespread home taping, which now almost equals legitimate record sales, threatens the entire spectrum of the American music community — from popular and classical to gospel and jazz.

"Unless Congress passes legislation which fairly compensates artists and copyright holders for their creative efforts, the American music community will lose its diversity, as new releases are further reduced, to the detriment of all music lovers," she added.

## Hal David Re-elected President Of ASCAP

NEW YORK — The board of directors of the American Society of Composers, Authors and Publishers (ASCAP) has re-elected Hal David as president. Other ASCAP officers elected include Arthur Hamilton and Irwin Z. Robinson as vice presidents; Morton Gould as secretary; George Duning, assistant secretary; Leon J. Brettier, Treasurer and Edward Murphy, assistant treasurer.

Before being elected ASCAP president in 1980, David served as vice president. He has been a member of the ASCAP board of directors since 1974. David has also written lyrics for film scores and produced several albums for Dionne Warwick for whom he also wrote lyrics. He has also written *What The World Needs Now and Other Love Lyrics*, a book published by Simon & Schuster.

## Atlantic, Island Reach Pact For U.S. Distribution

by Fred Goodman

NEW YORK — Island Records will be distributed by Atlantic Records, effective immediately. The move was announced here last week by Chris Blackwell, president, Island Records, who added that first releases under the new deal will be albums by Adrian Belew and Joe Cocker. A spokesman for Atlantic Records said Atlantic was not yet prepared to comment on the deal.

The surprise move comes on the heels of Island's recent announcement that it would return to independent distribution in the United States (**Cash Box**, March 13). At that time, Island's distribution agreement with Warner Bros. Records was about to terminate, and Blackwell expressed the belief that a move to the independents would give Island a better shot at breaking new acts. Island's deal with Atlantic is reported to guarantee the smaller label substantial support for new and developing acts.

"We're able to re-invest ourselves in our new artists in this case," said Blackwell. "I can have more of an element of control over how dollars are invested in marketing and promotion, and we can have sufficient funds to invest in new products and acts.

"The other reason for going with Atlantic," said Blackwell, "is that by doing so, we're able to maintain a continuity of our product out on the street. Island's history has been kind of checkered, distribution-

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## CBS To Release CX-Encoded LPs In Single Inventory

LOS ANGELES — In keeping with its commitment to provide improved sound on records and tapes, CBS Records last week announced that it was launching an "integrated inventory" program whereby product will be released in both CX noise reduction and conventional formats. The releases will cover new and previously released recordings encompassing all genres of music.

Both CX encoded and non-encoded product will be shipped to dealers as part of the regular orders and will be merchandised in the same section of the store to avoid dual merchandising problems for retailers.

The label said it anticipates that the integrated inventory approach would increase public awareness of CX as an immediate mass-market improvement in prerecorded music. The company claims that the CX process can achieve such goals without increased record prices or without

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## Stichnoth, 'Country Mike,' Dies At 24

NASHVILLE — Tim Stichnoth, **Cash Box** Country chart coordinator, was killed April 18 in an automobile accident in Franklin, Tenn. Stichnoth, 24, was also the writer of the *Country Mike* column.

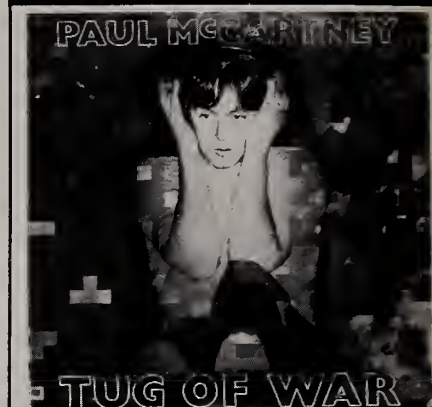
A native of Iowa, Stichnoth joined the **Cash Box** Nashville staff in July of 1980, when he took on the position of chart coordinator dealing with retail and radio and the *Country Mike* column. Prior to joining **Cash Box**, Stichnoth worked in the press & public information office at CBS Records/Nashville.

Local memorial services for Stichnoth were held April 20 at the Roesch-Patton Funeral Home in Nashville. His body was flown to his hometown of Bettendorf, Iowa, where his parents still reside, for the funeral services.

## REVIEWS

## ALBUMS

## OUT OF THE BOX



**TUG OF WAR** — Paul McCartney — Columbia TC 37462 — Producer: George Martin — List: None — Bar Coded

Superlative compositions, arrangements and production work combine to make this McCartney's most artistic solo project to date. Whether tackling a poignant ballad reflecting on the life and times of John Lennon with "Here Today" or weaving an "Abbey Road"-esque tapestry of segueing songs as he does on the second side, McCartney performs with unique panache. Stevie Wonder, Stanley Clarke, Carl Perkins, Denny Laine and wife Linda all add admirable backup support to the rich assortment of tunes. The Wonder/McCartney collaboration on "What's That You're Doing" has more oomph than the "Ebony & Ivory" duet and could very well be the dance song of 1982.

## FEATURE PICKS

## POP

**DIVER DOWN** — Van Halen — Warner Bros BSK 3677 — Producer: Ted Templeman — List: 8.98 — Bar Coded

Covering old Motown ("Dancing in the Street"), Roy Orbison ("(Oh) Pretty Woman"), Kinkster Ray Davies ("When Have All the Good Times Gone") and David Evans (!) ("Happy Trails") may throw some of Van Halen's hard-core fans off guard a bit, but they'll be sure to respond enthusiastically after hearing the energetic versions of tried and true classics along with the several original numbers.

**JUMP UP!** — Elton John — Geffen G 2013 — Producer: Chris Thomas — List: 8.98 — Bar Coded

Top 40, AOR, pop and adult contemporary programmers will undoubtedly find John's latest offering a cornucopia of sharable sounds. Despite the new-wavish cover, the music on the album is hardly ultra-modern; instead, the singer/composer refines his already distinctive style. High points on the disc include a moving tribute to John Lennon entitled "Empty Garden (Hey Hey, Johnny)" and a danceable tune appropriately called "Dear John."

## COUNTRY

**TAKE ME TO THE COUNTRY** — Mel McDaniel — Capitol ST-12208 — Producer: Larry Rogers

With "Take Me To The Country," Mel McDaniel offers exactly what the record's title implies — pure, raw country music, with a heavy sampling of harmonica, fiddle and steel guitar. McDaniel's gritty, scratchy vocals have found their way to the Top 15 of the singles chart consistently, and there are a number of cuts on this offering that should find similar acceptance.

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THE BRASS HAS NEVER  
BEEN BRIGHTER...

# BRASS CONSTRUCTION



IT'S IN THEIR "ATTITUDES."  
FEATURES THE HIT SINGLE "CAN YOU SEE THE LIGHT"  
PRODUCED BY RANDY MULLER  
FOR THE MULLER ORGANIZATION.





## REVIEWS

(continued from page 6)

## BLACK CONTEMPORARY

**ATTITUDES** — Brass Construction — Liberty LT-51121 — Producer: Randy Muller — List: 8.98 — Bar Coded

Discos and funk clubs around New York have long supported this nine-man band, which has earned several certified gold LPs and notoriety as dance-oriented R&B masters. Having hurdled obstacles ever since long-gone days as a junior high school group from Brooklyn's infamous Brownsville section, today this hearty crew, led by writer/singer/arranger Randy Muller, enjoys success on both the pop and B/C charts.

**CHANGES** — Keni Burke — RCA AFL1-4226 — Producer: Kenneth M. Burke — List: 8.98 — Bar Coded

Bass thumper Keni Burke has always been an upbeat performer of fun songs, and even though his latest LP's called "Changes," his groove remains happy, jazzy funktones. Having earned his chops as a session musician with Diana Ross, Gladys Knight & the Pips, Gregg Allman, Smokey Robinson and Ahmad Jamal, among others, the lanky low-note player's original tunes are finely crafted and just right for DOR and B/C formats, with other numbers, such as "Hang Tight," suitable for MOR programming.

## JAZZ

**WE WANT MILES** — Miles Davis — Columbia C2 38005 — Producer: Teo Macero — List: None — Bar Coded

Four sides of live Miles from last summer's tour of the U.S. and Japan. Outstanding contributions from the band, most notably bassist Marcus Miller, guitarist Mike Stern and saxophonist Bill Evans. Two takes of the child-like "Jean Pierre" and an up-dated and extended cover of "My Man's Gone Now" highlight the disc. Should score well with B/C and college radio, as well as jazz stations.

**NO PROBLEM** — Sonny Rollins — Milestone M 9104 — Producer: Sonny Rollins — List: 8.98

Jazz's premier saxophonist pursues his passion for pop, but manages to throw in a little something for the faithful. A diverse and interesting band is on hand, including guitar wunderkind Bobby Broom, vibraphonist Bobby Hutcherson, bassist Bob Cranshaw and drummer Tony Williams. Newk works out on tenor exclusively, bringing his talents to a broad range of tunes, including a cover of Dolly Parton's "Here You Come Again." But long-time fans of the tenor titan are sure to be pleased by such titles as "Coconut Bread" and "Illusions."

## NEW AND DEVELOPING

**DRY DREAMS** — The Jim Carroll Band — Atco SD 38-145 — Producer: Earl McGrath — List: 8.98

Intense, powerfully poetic imagery graces this intelligent and exciting second LP from NYC's street sharp Catholic boy. Lyrical tales of strung-out angels, negative women and urban paranoia are Carroll's motifs as on his shattering 1980 debut, yet without the sardonic pop hooks found on his earlier record. Abetted by hornman Randy Brecker, Patti Smith Group guitarist Lenny Kaye and Blue Oyster Cult's Alan Lanier, this album makes the darling of the decadent set's score two for two. AOR, listen up!

**RPM** — EMI America ST-17067 — Producer: Brent Maher — List: 8.98 — Bar Coded

If Buckner and Garcia offered a cute, bouncy expression of America's fascination with amusement machines, RPM's hard rock tune "Video Games" is the melodic antithesis of that sentiment. This blistering debut LP explores the gritty, gutsy mood of the sprawling urban landscape in AOR-suited songs like "Rendezvous" and "Firestarter." Carrying on the grand tradition of heavy-metal wonders like Led Zep, whose leader Jimmy Page encouraged RPM's Mark Gendel to form a band when he was just a traveling guitarist, this new group's initial outing may signal the start of something big.

**THE LAST OF THE MOHICANS** — Bow Wow Wow — RCA CPL1-4314 — Producer: Kenny Laguna — List: 5.98 — Bar Coded

Can a provocative album featuring pubescent lead singer Annabella Lwin sitting nude with her compatriots on the jacket, a percussion-based tribal beat providing steady rhythm and overtly suggestive lyrics hope to do as well as any of the other female-oriented groups now spearheading the best sellers lists? Producer Kenny Laguna, who manages Joan Jett, obviously put his best foot forward in handling the studio chores on this four-song EP, and his rock 'n' roll know-how is admirably displayed. A specially-priced platter that's sure to raise more than a few eyebrows, hopefully this talented combo of iconoclasts will also help to raise the listener's consciousness.

## SINGLES

## OUT OF THE BOX



**QUEEN** (Elektra E-47452)

**Body Language** (4:32) (Queen Music Ltd.) (F. Mercury) (Producers: Queen, Mack)

Freddie (Mercury, that is) gets physical with the funk on the first single from the forthcoming "Hot Space" LP, ohh-ing and aah-ing behind a throbbing electronic bass line. The emphasis is on the rhythm section, as in "Another One . . ." with handclaps, finger snaps and audio effects providing punctuation. Comes in two sleeves, one with body language illustrated.

## FEATURE PICKS

## POP

**DWIGHT TWILLEY** (EMI America 8115)  
**I'm Back Again** (3:18) (Twilley Korp Of America — ASCAP) (D. Twilley)

## NEW FACES TO WATCH



## The Church

"If you can't put it in the filing cabinet, it's going to haunt you," says Peter Koppes, lead guitarist for Australia's bright young rock quartet The Church. Koppes speaks as one who knows, since the band's enigmatic music unquestionably presents a challenge to American radio . . . and one that Koppes and lead singer/bassist Steve Kilbey believe that radio will have a tough time meeting.

However, both Kilbey and Koppes point out that their music's ability to resist standard categories and pigeon-holing is also one of its greatest strengths, setting it apart from the pack. Indeed, a listen to the group's self-titled Capitol debut reveals a mixture of modern moodiness and introspection, along the lines of Echo and the Bunnymen and The Cure, with a '60s rock drive powered by Byrds-influenced guitars. Like another vital young rock band, Ireland's U2, The Church exhibit the same sort of freshness that doesn't immediately fit radio's "peg and hole" approach to programming.

"Our songs evoke feelings," says Kilbey. "Feelings aren't always the easiest things to describe, but they can be much more powerful than simply words or melodies by themselves. In fact, we think of our album as a whole feeling rather than a song structure."

The Church's road to putting these "feelings" down on wax for the first time

was a short one, but not without the bumps most new bands encounter. Starting as a trio just two years ago on the Sydney pub circuit with only its name to draw attention ("it's sort of a cheeky name," chuckled Kilbey, "but it's not meant to be offensive"), the group almost decided to call it quits after five gigs, but instead put what little money it had into a four-track demo.

That demo made its way into the hands of Chris Gilbey of the Australian offices of ATV Northern Songs, who liked it enough to stake the band to a singles deal. Two singles were recorded in short order, with one, "The Unguarded Moment" (the current U.S. single), making it into the Top 20 down under. The first album, titled "Of Skins And Hearts," was finished by December 1980 (the American version includes three songs taken from The Church's current double EP, which, according to Kilbey, makes it "a stronger album than the one in Australia.") and released in March 1981.

Kilbey and Koppes recently took time off from The Church's first national tour of Australia for a promotional and press tour of the U.S. They pointed out that while they've gotten gold back home, they "wouldn't really know how to go about making ourselves more popular here even if we wanted to."

"The second album (recorded in Sydney last September) is even less suited to the American market, we're told," states Kilbey. "It rises and falls, drifts and meanders . . . but really, we're quite confident in our own abilities and our music. It took awhile to make in Australia, so I guess it's just going to take some time here."

Although Kilbey refers to The Church's debut LP as "a sleeper that's threatening never to wake up" here in the U.S., the band is not discouraged and realizes the problems with promoting a new group whose music doesn't drop into a convenient slot.

(Producers: D. Twilley, G. Workman)

More urgent Beatlesque pop/rock from the "Scuba Divers" LP. A solid example of the Twilley "sound" — heavily echoed vocals and all — now the rest of the country has to rediscover his distinctive style. For pop and rock lists.

**JOSE FELICIANO** (Motown 1618MF)

**I Second That Emotion** (4:10) (Jobete Music Co., Inc. — ASCAP) (W. Robinson, Jr., A. Cleveland) (Producers: B. Gordy, S. Ikeda)

The Miracles favorite, with a clever arrangement that gives the tune a string-laden strut and a brass bop. Background singers add a gospelish feel to Feliciano's scat close.

**BILLY VERA** (Alfa ALF-7020)

**We Got It All** (2:51) (WB Music Corp./Vera-Cruz Music Co. — ASCAP/Larball Music — BMI) (B. Vera, L.R. Brown) (Producers: J. Wexler, J. Johnson)

Vera engages in a bit of Muscle Shoals boogie woogie on the first single from his new self-titled LP (sans Beaters). Playful stuff, sort of in the Dave Edmunds vein, replete with horns and honky tonk piano.

## COUNTRY

**JOHNNY LEE** (Full Moon/Asylum E-47444-A)

**When You Fall In Love** (2:49) (Sweet Baby Music — BMI/Music City Music, Inc. — ASCAP) (J.S. Sherrill, S. Earle) (Producer: J.E. Norman)

Typical Johnny Lee fare, "When You Fall In Love" capitalizes on the artist's easy-going vocal style with a smooth, full production. Since attaining national exposure with his *Urban Cowboy* renditions, Lee has picked up strangers and a huge following among the country audience, and this John Scott Sherrill-penned offering provides no surprises.

**MERLE HAGGARD** (Epic ZSS 168978)

**Are The Good Times Really Over (I Wish A Buck Was Still Silver)** (4:12) (Shade Tree Music, Inc. — BMI) (M. Haggard) (Producers: M. Haggard, L. Talley)

With a melody very reminiscent of ACM nominee "My Favorite Memory," the Hag's latest chronicles the erosion of the American way. A sparse production with occasional bass rumblings emphasizes the lyrics of this "good time" lament, and even if a "Ford and a Chevy don't last 10 years like they should," Haggard's image and heartfelt renderings are timeless.

**BILL NASH** (Liberty 22266)

**Survivor** (2:49) (Barnwood Music/First Lady Songs, Inc. — BMI) (D. Knutson, E. Burton) (Producer: D. Burgess)

He made it through the Vietnam war, a hurricane and a Texas windstorm, and now Bill Nash is being tested in the sink-or-swim world of adds and drops. Backed by a slew of guitar parts, the anthemic piece makes full use of a straight-ahead bass line and a key change in coming up with the perfect singalong for head-strong listeners.

## BLACK CONTEMPORARY

**JEFREY OSBORNE** (A&M 2410)

**I Really Don't Need No Light** (3:40) (Ovdu Music Inc., admin. by WB Music Corp./Almo Music Corp./March 9 Music — ASCAP) (D. "Hawk" Wolinski, J. Osborne) (Producer: G. Duke)

Co-writer David "Hawk" Wolinski contributes the seamless song styling craft he developed with Rufus, while George Duke adds the production polish to former L.T.D. singer Osborne's smoldering solo debut.

**CHOCOLATE MILK** (RCA JH-13211)

**Video Queen** (3:50) (Chocolate Milk Music/Cessess Publishing Co./Electric Apple Music/Million Dollar Music — BMI) (D. Richards, J. Smith, III, F. Richard, A. Castanelli, R. Dabon, M. Tlo, M. Dubuclet, H. Jones, H. Redman, Jr., M. Toles) (Producer: Allan A. Jones)

Pac-Man fever meets the funk, and the result is an expectedly electronic number that grooves to a rather catchy rhythm hook. A potentially big B/C and club member from the "Blue Jeans" LP.

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# PLATINUM III



AHL/AHS/AHK 1-3644



AHL/AHS/AHK 1-4229



AHL/AHS/AHK 1-3930

*My Home's In Alabama/Platinum • Mountain Music/Platinum • Feels So Right/Double Platinum*

**RCA**



REVIEWS

(continued from page 8)

**WHISPERS** (Solar S48008)  
**Emergency** (4:18) (Spectrum VII/Silver Sounds Music — ASCAP) (K. Spencer, N. Beard, W. Sheiby) (Producer: L.F. Sylvers III, Whispers)  
 Shalamar's Kevin Spencer and Nidra Beard co-wrote this plush production from the #1 "Love Is Where You Find It" LP, and labelmates the Whispers give their usual tight vocal performance. The quintet's splendid harmonies blend easily with the dense dance sound. A B/C smash.

**AURRA** (Salsoul S7 7023)  
**A Little Love** (3:25) (Lucky Three Music/Red Aurra Music — BMI) (J. Ivory, S. Young, C. Jones, S. Washington, R. Jackson) (Producer: S. Washington)

The title track from the Slave offshoot's current LP, this follow-up to the Top Five B/C tune "Make Up Your Mind" sports a back-to-bass-ics groove behind Starleana Young's sweet, sexy vocals. Synthesizer sets a sultry mood.

**FAT LARRY'S BAND** (WMOT WS902798)  
**Act Like You Know** (4:11) (Framingreg Music/James Gang Music — BMI) (N. Martinelli, M. Birts, T. Price) (Producers: L. James, N. Martinelli)

A punchy production job and a new vocal addition, tenor Freddie Campbell, give this veteran Philly R&B act a revitalized sound that is as state of the art as any black dance music out now. Already hitting the B/C charts with a vengeance, its crack club stuff, too.

**NARADA MICHAEL WALDEN** (Atlantic 4037)  
**You're #1** (3:58) (Gratitude Sky Music, Inc. — ASCAP/Irving Music, Inc./Baby Shoes Music, Ink — BMI) (N.M. Walden, R. Jackson, B. Castell Blanch, F. Martin, A. Willis) (Producer: N.M. Walden)

"Confidence" is the name of Walden's latest, so it seems appropriate that the first offering from the LP be this Rick James-like statement of funk bravado. Street dance music.

Roberts Named As Lorimar's Music Group President

LOS ANGELES — Bobby Roberts has been named president of the Lorimar Music Group, which includes Lorimar Records and Lorimar Music Publishing. In this capacity, Roberts' responsibilities will include the development of artists and writers, in addition to expansion in the area of music publishing through new acquisitions.

Most recently, Roberts was involved in production of *Death Wish II* for Lorimar, including supervision of the soundtrack performed by ex-Led Zeppelin member Jimmy Page. Other film projects that Roberts has been involved in include *The Hot Rock*, *Gypsy Moths* and *Monty Walsh*, in addition to the original *Death Wish* for Paramount Pictures.

Roberts' career in music has included the formation of Dunhill Records in 1965 with Lou Adler, during which time he also formed Dunhill's own publishing company Trousdale Music. He has managed a number of top entertainers and musical acts throughout his career, including Dunhill act The Mamas and The Papas, Ann-Margret, Richard Pryor, Paul Anka, Barry Mann & Cynthia Weil and The Knack.

Perez-Solis New VP, CBS Songs Latin America

NEW YORK — Antonio Perez-Solis has been appointed vice president, CBS Songs Latin America. Perez-Solis, who had been regional director, CBS Songs Latin America, will be responsible for all creative and administrative aspects of music publishing for CBS Songs' entire Latin American region. He will be headquartered in Coral Gables, Fla., and will report directly to Harvey Shapiro, vice president and general manager, CBS Songs International.

Prior to joining CBS in 1976, Perez-Solis was general manager, Ediciones April Music, and manager, business affairs, Discos CBS in Spain.

EXECUTIVES ON THE MOVE



Fein Gissy Darst Marks

**Soular Promoted** — Ray Soular has been promoted to executive vice president of national promotion at Kapri Records, Los Angeles. He was formerly head of the west coast A&R division and worked as executive producer for Aleph Baze Music Publishing Co.

**Changes At Atlantic** — Atlantic Records has realigned its National Album Promotion Department. Alan Wolmark, while retaining his current position as associate director of national album promotion, will be moving up within the departmental structure. Joining the album staff is Danny Buch, formerly Atlantic's New York local promotion representative, who has been named national secondary album promotion/special projects manager. Wolmark joined Atlantic Records in 1978 as national album promotion/special projects manager, and was promoted to associate director of national album promotion in October 1980. Buch had been Atlantic's local New York promotion representative since January 1979.

**Fein Appointed** — Harold Fein has been appointed to marketing manager, eastern region for CBS Records. He joined the CBS Records sales organization in 1981 working at the New York branch office. Prior to that he was a regional product and marketing manager for MCA Records and London Records.

**Gissy Named** — Philly World Records has announced the appointment of James L. Gissy, to director of sales and marketing. He comes to Philly World Records via the west coast.

**Darst Named** — Island Records has named Ellen Darst director of artist development. Prior to joining Island, she was east coast artist development manager for Warner Brothers Records and music director at WBCN-FM in Boston.

**Chrysalis Promotes Marks** — Chrysalis Records has announced the appointment of Gary Marks to manager of marketing. He has been with Chrysalis Records for three years and most recently was sales and merchandising manager.

**Holser Appointed** — Tom Holser has been appointed as director, marketing and sales, for Mega Records. He comes to Mega from Takoma Records where he was in charge of national promotion and marketing.

**Hoffman Appointed** — Steve Hoffman has been appointed catalog research & development coordinator for MCA Records. He has been with MCA since 1977. Previous to that, he was affiliated with both KMET and KLAC.

**Changes At BASF** — BASF Systems Corporation has promoted Paul Kontrimas to product manager, professional products. He joined BASF in 1980 as an assistant product manager. Prior to this, he had been marketing services manager for H.H. Scott, Incorporated. Also appointed was R. Thomas Skillin as manager for military sales of its audio and video products. He was formerly employed in a similar position by the Kendall Company in Boston.

**McCarty Named** — Vicki McCarty has joined Judi Barlowe Fields Management. McCarty was previously associated with Comfort/McCarty Management, and in her new association will be involved in the handling of the careers of the Righteous Brothers, Bill Medley and Danny Wells.

NEW AND DEVELOPING

POP

**XTC** (Epic 14-02875)  
**Senses Working Overtime** (4:28) (Nymph Music, admin. by Unichappell Music — BMI) (A. Partridge) (Producers: H.



Padgham, XTC) Judging from the first single from the "English Settlement" LP, it's easy to see why Britain's XTC

has often been called a "thinking man's pop band." Andy Partridge's lyrics are loaded with irony as he slips into a sort of medieval character (hence the sparse Old English intro) trying to make sense of his world. The punchy, hook-laden chorus is the kicker, though.

COUNTRY

**RICHARD LEIGH** (Liberty P-B-1462)  
**Don't Shoot At Me (I'm On Your Side)** (3:14) (United Artists Music, Inc./Lion-Hearted Music — ASCAP) (R. Leigh) (Producer: A. Reynolds)

The writer of the classic "Don't It Make My Brown Eyes Blue," Leigh displays an easy and pleasing vocal quality in an extremely melodic outing. A breezy, laid-back production by commandant Allen Reynolds provides a soft balance to a pleading hook.



**NEW ARTIST TO WATCH** — Mel Albert, former *Cash Box* executive vice president and general manager who left the publication last year to pursue a full-time career in art, has completed a

series of eight original sculptures based on a musical theme. Titled "The String Ensemble," the hand-carved wood pieces are currently on display in a number of Southern California art galleries.



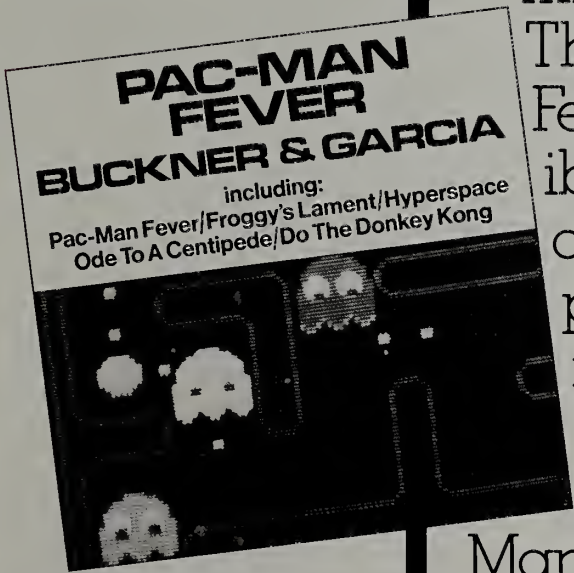
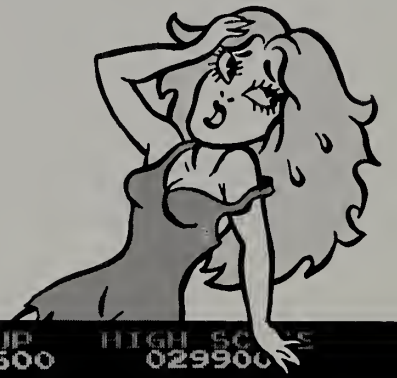
# PAC-MAN FEVER

## Symptom #2: Strong desire to "Do The Donkey Kong"!

Everybody's going for the record! Everyone's going for "Pac-Man Fever"! The single, "Pac-Man Fever," hit the Top-5 on all the charts and is way past the million mark in sales! The album, "Pac-Man Fever," is making incredible jumps in every trade and will very soon be platinum! This, then, is the perfect moment to unleash single number two from "Pac-Man Fever." The time has come to

# DO THE DONKEY KONG

"Pac-Man Fever." RC 37941  
Featuring the new single,  
"Do The Donkey Kong." 18-02867  
On Columbia Records  
and Tapes.



"Pac-Man"™ Midway Mfg. Co.  
"Donkey Kong"™ Nintendo  
of America Inc.

Produced by Jerry Buckner  
and Gary Garcia in association  
with the Buie Geller  
Organization.

"Columbia" is a trademark of CBS Inc.  
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**PORTRAIT PACTS RENEE GEYER** — Australian recording artist Renee Geyer, who holds five gold albums in Australia, has signed here with Portrait Records. Her self-titled American debut LP was produced by Rob Fraboni. Pictured in the back row at Portrait's New York offices are (l-r): Ron McCarrell, vice president, marketing, Epic/Portrait/CBS Associated Labels (E/P/A); Geyer; Lennie Petze, vice president and general manager, Portrait; and manager Ray Evans. Pictured in the front row are (l-r): attorney Paul Schindler; producer Rob Fraboni; and Cheryl Machat, product manager, E/P/A.

## Home Taping Hearings Move To Senate; Mathias Amendment Debated

(continued from page 5)

only would not violate copyright laws.

The committee heard much the same arguments presented at the House hearings in Los Angeles the week before. Motion picture and recording industry leaders argued that home taping siphons off a significant percentage of the potential revenues of both the motion picture and recording industries; that such a drain handicaps both industries by drying up funds for experimentation and new ideas; and that duplicating copyrighted works without

permission or payment violates the entire principle of "copyright."

On the other hand, representatives of the audio and video hardware and blank tape manufacturers once again argued that they are being made scapegoats for the current slumps in both industries; that competing leisure industries are more responsible for the drop in revenues for films and records; and that "time shifting" still dominated home video taping practices (instead of "library building").

### More Action?

Following in one week the House hearings, the Senate proceeding was seen by some observers as the more critical of the two. The feeling on Capitol Hill is that the Senate is taking a much more urgent view of the issue than the House, so any further action on the Mathias Amendment might galvanize the House into acting on its equivalent bill, H.R. 5705, sponsored by Rep. Don Edwards (D-Calif.). Both the Senate and the House will hold additional hearings in the near future, though no dates have been set yet.

Principal arguments before the committee in favor of the Mathias Amendment were made by Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA), and Jack Valenti, president of the Motion Picture Assn. of America (MPAA). In addition to aides and consultants, they were accompanied by news magnets — Beverly Sills, operatic star and impresario, and Charlton Heston, movie star and former president of the Screen Actors Guild. Also favoring the copyright licensing fee was David Ladd, U.S. Register of Copyrights.

Opposing the copyright fees were equipment manufacturer representatives headed by Charles D. Ferris, former FCC chairman, now a Washington attorney, and Jack Wayman, senior vice president, consumer electronics group, Electronic Industries Assn. (EIA).

### \$1 Billion Loss

Arguing in favor of a copyright fee, Gortikov and aides emphasized that the record industry was losing \$1 billion annually from home taping of music either from off-the-air or from borrowed records. He noted that a record rental store had opened in Los Angeles ("99 cents for 24 hours"), threatening a new distribution service that has spread all over Europe and Japan, he said.

The RIAA president noted also that almost 230 million blank tapes had been sold in the United States last year and that the retail value of lost sales due to home

(continued on page 18)

## COAST TO COAST

**EAST COASTINGS** — RCA said to be near a deal with the **Pointer Sisters** . . . Action is hot 'n heavy over at Hannibal Records, where label honcho **Joe Boyd** is producing **Defunkt's** next album, "Thermonuclear Sweat," and the debut EP of **Cool It Reba**. Co-producer for Reba is **Margo Core** . . . MSI Records has signed the Group **Neeva** to the label. Self-titled debut LP will hit this week . . . In the studios: **Joe Jackson** with **David Kershenbaum** producing for A&M; **Nina Hagen** with **Mike Thorne** producing for CBS International; and **Lou Christie** producing his own LP for shopping. Speaking of shopping, we recently had the pleasure to hear an independently produced LP by songwriter **Rob Friedman** at New York's Penny Lane studios. Friedman and co-producer **Alan Varner** shouldn't have to wait too long for a deal on this one . . . Columbia Records will



**PISTOL HOT** — Guitarist Rick Derringer (l) recently headlined a program at the Ritz in New York. Guest artists included Ted Nugent, Carmine Appice, Karla DeVito and Tim Bogert, pictured here with Derringer.

Cash Box photo by Hank Guild

be giving the boys in the Carolinas a run for their money this summer. The label plans to release their own "Beach Music" collection . . . Former **Supreme Mary Wilson** performs this Monday, April 26, at a special benefit for the **Alvin Ailey American Dance Theater** at Manhattan's Red Parrot . . . Nice to see our friends **The Rattlers** have signed with Faulty Products Records. Their band's single, "Heartbeatin'," has just been issued, as has "Weathered Statues," a four-song EP by L.A. based **T.S.O.L.** Upcoming Faulty titles this month also include "I Hate People" by the **Anti-Nowhere League**; "Third From The Sun" by **Chrome**; and "Let Them Eat Jellybeans," a compendium featuring the **Dead Kennedy's**, **Circle Jerks**, **Black Flag** and **Bad Brains** . . . **Ed Kleinman**, for manager of the **Stranglers**, has returned to Gotham where his **Fast Forward, Ltd.** management firm has just become the American reps for **Cairo Management**. Cairo's roster includes **the Members**, **Stuart Adamson**, **Wesley Magoogan of the English Beat**, and former **Selecter** vocalist **Pauline Black**. Kleinman and **Fast Forward** can be reached at (212) 765-7550 . . . Warner Publisher Services will become the national distributor for **Rolling Stone** magazine with the June 8 issue. The deal also includes distribution of **R.S.'s** sister publication, **The Record** . . . The Putnam Publishing Group and **Delilah Books** have pacted to publish books on rock music. First three trade titles under the new deal will be **Led Zeppelin In Their Own Words**, **The Book Of Rock Quotes — Revised**, and **Pink Floyd: A Visual Documentary** . . . Press Notes: A special tip-of-the-East-Coastings-hat to **Stiff Canada** for its recent press release on **Tenpole Tudor**. The big news? The group has finally cracked the Top Ten in Iceland! As anyone who has ever visited that arctic outpost can attest, the group's feat probably represents a sale of about 30 records. Honest . . . **Peter Gidion** has resigned as promotion VP of **Handshake** .

fred goodman

**POINTS WEST** — June 6 has been set as the date for "Peace Sunday" at Pasadena's Rose Bowl, an event that will focus on global nuclear disarmament. At presstime, **Stevie Wonder**, **Jackson Browne**, **Linda Ronstadt**, **Dan Fogelberg**, **Stills & Nash**, **Taj Mahal**, **Jesse Collin Young**, **Joan Baez** and **Donovan** were confirmed performers for the event, sponsored by the anti-nuke Alliance For Survival, along with several interfaith religious groups. The following day in New York City, the U.N. will hold a special session on beating plutonium weapons into plowshares. . . Film Facts: **Giorgio Moroder**, hot on the heels of his soundtrack for **Cat People**, will make his performing debut shortly. Moroder has bought the rights to the 1926 **Fritz Lang** silent fantasy film **Metropolis** and has written an original synth score that he'll play with the movie at selected showings in L.A. and New York a la **Carmine Coppola's** conducting for **Abel Gance's Napoleon**. . . **Urgh! A Music War**, the anthology/concert movie of punk and new wave acts, will finally be released in Southern California on May 7. . . **Cher** has been chosen for a dramatic role opposite **Meryl Streep** in an upcoming movie based on the life and mysterious death of nuclear martyr **Karen Silkwood**. . . Although an open audition in Hollywood attracted 60 women looking to star in a rock opera about the life of **Marilyn Monroe** called **Marilyn: A Fable Of The 20th Century**, **Debbie Harry of Blondie** fame is also being mentioned for the role. Plans call for the production to hit Broadway late this year or early in 1983. . . Around town: **Paul McCartney** was in Los Angeles recently and was spotted on the tour of Universal Studios, as well as in the recording studio with **Michael Jackson**. **George Harrison** was also in the area doing some work on a film deal, but it's not known whether or not he sat in on the session. . . **Graham Parker's** new LP may be called "Another Grey Area," but his upcoming tour's been dubbed "Live And In Color." Parker will appear Rumourless at the Greek Theatre here on May 28 and will be accompanied by **Brinsley Schwarz** from his old back-up band and **Carlos Alomar**, who's gigged with **David Bowie** and **Iggy Pop** in the past. . . Slash recording group **Fear** made a maniacal frontal assault on audiences April 16 at the Whisky on the Sunset Strip. The band, featuring **Lee Ving**, **Darf Scratch**, **Spit Stix** and **Philo Cramer**, has been getting good critical vibes on its "The Record" LP, which includes the zany song, "New York's Alright If You Like Saxophones." Slash records has also signed Austin-based band **Rank And File** for an album, due out in September. . . The Museum of Rock Art at 6427 Sunset in Hollywood is spotlighting the **Rolling Stones** in a special exhibition of photos, paintings, posters and other original artwork. **Andy Warhol's** studies of **Mick Jagger** are on display, as is an outstanding photograph of **Brian Jones** taken by **Linda McCartney**. . . **Robert Gordon** and members of **The Go-Go's**, **The Rod Stewart Band**, **The Pretenders**, **The Blasters**, **The Plimsouls** and **The Unclaimed** all showed up at a Club Lingerie show where **The Flestones** played garage rockers from their "Roman Gods" LP. . . Speaking of the Lingerie, Thursday night R&B favorite **Jack Mack and the Heart Attacks** has been signed by Full Moon/Warner Bros. for an album due out in the fall. The group will be heading into the studio this week with **Glenn Frey** producing both original and cover tunes. . . Finally at the Lingerie, Orange County rasta man **Jack Miller** and his **Rebel Rockers** showed that reggae is alive and well in that hinterland south of Los Angeles. Miller, who has already released two recorded-in-Kingston LPs on his own Haiku label, adds a new twist to the reggae sound by using a "Dukey Stick" a la **George Duke**.

jeffrey resner

## Sam Goody, Inc. Case Adjourned Until May 14

**NEW YORK** — The hearing for pretrial motions leading up to a retrial of the Sam Goody counterfeit tape case has again been adjourned at the request of both sides, this time until May 14. According to John Jacobs, executive assistant, organized crime strike force, the solicitor general is still considering whether to go to the Supreme Court, ask the Second Circuit Court to reconsider its opinion or to let the case remain in Federal Judge Thomas Platt's court. Until the solicitor general makes his decision, no further action can be taken.

The adjournment followed a 20-minute huddle between lawyers for both sides and Judge Platt on April 22, the date scheduled for the hearing following a previous two-week adjournment granted by Platt April 9. Platt had set aside the April 1981 convictions of the Sam Goody, Inc. and its vice president, Sam Stolon, on July 27, 1981. He also ordered a retrial, alleging misconduct from the prosecution.

Goody was convicted on one count of Interstate Transportation of Stolen Property (ITSP) and one count of criminal copyright infringement. Stolon was convicted on one ITSP count and three infringement counts.

## Chi-Sound Int'l Opens West Coast Office

**LOS ANGELES** — Chi-Sound International Records, headquartered in Chicago, has recently opened an office in Los Angeles. Industry veteran Carl Davis will preside over the new independent label.

Len Chodosh, formerly R&B and Jazz Chart Editor for **Cash Box**, has been named director of West Coast operations for the label. The office is located at 8230 Beverly Blvd., suite 28, Los Angeles, Calif. 90048. The telephone number is (213) 655-8404.



IN MEMORIAM

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TIM STICHNOTH

AUGUST 9, 1957 - APRIL 18, 1982



## 'Jenny' 45 Sparks Surge Of Tommy Tutone LP Into Top 40

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is Tommy Tutone's "Tutone 2" LP, which jumped to #34 bullet, up from #51. The album was first released last September, but failed to generate much action and failed to even break the Top 100. However, on the strength of the "867-5309/Jenny" single, which is at #9 bullet on the **Cash Box** Top 100 Singles chart, "Tutone 2" is finally a success. The LP is selling well in the West, Midwest and East and is starting to kick in at the racks.

**TOP TEN HIGHLIGHTS** — Remaining almost status quo, *Chariots Of Fire* maintains its stranglehold on #1, with all regional sales coming in very strong. And now, the single joins its LP counterpart at the top position this week after 21 weeks on the chart. . . Number four bullet, Rick Springfield, and #6 bullet, Asia, continue to show retail growth, but were still unable to move up due to the strength of J. Geils, The Go-Go's and Joan Jett. . . After five weeks at #11, Loverboy finally cracked the Top Ten at #10.

**TOP 100 HIGHLIGHTS** — Alabama moves up another notch to #11 bullet in its climb to the Top Ten. Huge rack sales are the key here, plus exceptional retail activity in the South and Midwest. . . Based on excellent sales patterns in the South and Midwest, Willie Nelson jumps to #15 bullet from #19. . . Aldo Nova cracks the Top 20, moving to #17 bullet, up from #21, with increasing sales led by the Midwest and West. . . The Scorpions has also cracked the Top 20 with its best-received album to date. Strong sales out of the West and Midwest. . . The Human League, #26 bullet, is getting a good push from its hit single, "Don't You Want Me," which is at #25 bullet on the Top 100 Singles chart. Excellent sales in the East and good sales in all other regions. . . Buckner & Garcia's "Pac-Man Fever" at #27 bullet remains one of the hottest rack items of the year. . . Three black contemporary albums that continue their hot streaks up the chart are by Cameo at #28 bullet, Ray Parker Jr. at #31 bullet and Deniece Williams at #43 bullet. Cameo and Parker are both exceptionally strong in the South and West, while Williams has excellent East Coast sales. . . Toto, at #45 bullet, showing very strong retail in the East and good sales in the Midwest and West. . . Richard Pryor, at #51 bullet, up from #67, is doing particularly well in the East and South. . . Jethro

Tull, at #56 bullet, up from #79, had good second week's action out of the Midwest, South and West. . . Patrice Rushen, #59 bullet, had big sales reported on the coasts. . . Greg Kihn breaks into the Top 100 at #80 bullet, up from #110, with strong sales out of the West and Midwest. . . The Dazz Band, #82 bullet, and One Way, #83 bullet, also break into the Top 100. Dazz Band selling best in the Midwest and West, while One Way is doing well in the South and Midwest.

**101 TO 200 HIGHLIGHTS** — The soundtrack to *Cat People*, at #105 bullet, is doing quite well in the East and Midwest. . . Charlene, #106 bullet, up from #142, is very big in the South and Midwest. . . Pavarotti, at #121 bullet, up from #133, continues to be a big item on the East Coast. . . Outlaws, #128 bullet, are doing well in the Midwest and West. . . Hank Williams Jr., at #137 bullet, up from #159, is selling well in the South, particularly Texas. . . Point Blank, #141 bullet, is showing good retail activity in the West and in the Midwest.

**DEBUTS** — The top debut this week is Rainbow at #68 bullet. Sales are exploding out of the Midwest and West. . . Following closely behind is the Temptations' "Reunion" LP at #71 bullet, with good initial response out of the South and on the East Coast. . . The Motels debuted at #98 bullet, with good response out of the West and East. . . John Cougar, at #111 bullet, showed good early response out of the Midwest and West. . . Dave Edmunds, #120 bullet, showed good acceptance in the East and Midwest. . . A Taste Of Honey, #127 bullet, is doing well in the South and East. . . Junior, #135 bullet, showed best early reaction out of the South and West. . . Stars On Long Play III, #140 bullet, did well in the Midwest and West. . . Split Enz, #152 bullet, is showing best reaction out of New York, Chicago, Milwaukee, St. Louis, New Orleans and Denver. . . Don Williams, #157 bullet, is happening out of the South, as is Brass Construction at #168 bullet. . . Mike Oldfield, #175 bullet, is selling in the Midwest. . . Other debuts include Trouble Funk at #177, "D" Train at #183 and Lee Greenwood at #189.

**RECORDS TO WATCH** — Albums most likely to hit the charts in upcoming weeks include Van Halen's "Diver Down" on Warner Bros., "Jump Up" by Elton John on Geffen, Robert Palmer's "Maybe It's Live" on Island and "Extraterrestrial Live" by Blue Oyster Cult on Columbia.



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

## REGIONAL ALBUM ANALYSIS

### NATIONAL BREAKOUTS

- |                        |                     |
|------------------------|---------------------|
| 1 HUMAN LEAGUE         | 9 TEMPTATIONS       |
| 2 CAMEO                | 10 HUEY LEWIS       |
| 3 TOMMY TUTONE         | 11 RAINBOW          |
| 4 DENIECE WILLIAMS     | 12 ATLANTIC STARR   |
| 5 JETHRO TULL          | 13 PATRICE RUSHEN   |
| 6 RAY PARKER, JR.      | 14 SHALAMAR         |
| 7 TOTO                 | 15 BUCKNER & GARCIA |
| 8 CHARLIE DANIELS BAND |                     |

### NORTHEAST 1.

- 1 HUMAN LEAGUE
- 2 SECRET POLICEMAN'S OTHER BALL
- 3 SOFT CELL
- 4 TOMMY TUTONE
- 5 SHALAMAR
- 6 TALKING HEADS
- 7 CHARLIE DANIELS BAND
- 8 RAINBOW
- 9 BUCKNER & GARCIA
- 10 DENIECE WILLIAMS

### SOUTHEAST 2.

- 1 RAY PARKER, JR.
- 2 SHALAMAR
- 3 CAMEO
- 4 DENIECE WILLIAMS
- 5 HANK WILLIAMS, JR.
- 6 TEMPTATIONS
- 7 CHARLIE DANIELS BAND
- 8 HUMAN LEAGUE
- 9 TOMMY TUTONE
- 10 O'BRYAN

### BALTIMORE/WASHINGTON 3.

- 1 RAY PARKER, JR.
- 2 TEMPTATIONS
- 3 PATRICE RUSHEN
- 4 CAMEO
- 5 RICHARD "DIMPLES" FIELDS
- 6 ATLANTIC STARR
- 7 HUMAN LEAGUE
- 8 THIRD WORLD
- 9 WAR
- 10 JETHRO TULL

### WEST 4.

- 1 HUMAN LEAGUE
- 2 PATRICE RUSHEN
- 3 TOTO
- 4 TOMMY TUTONE
- 5 MOTELS
- 6 HUEY LEWIS
- 7 CAMEO
- 8 GREG KIHN BAND
- 9 JETHRO TULL
- 10 DENIECE WILLIAMS

### MIDWEST 5.

- 1 CHARLIE DANIELS BAND
- 2 JETHRO TULL
- 3 RAINBOW
- 4 TOTO
- 5 TOMMY TUTONE
- 6 RAY PARKER, JR.
- 7 HUMAN LEAGUE
- 8 ATLANTIC STARR
- 9 HUEY LEWIS
- 10 RICHARD PRYOR

### NORTH CENTRAL 6.

- 1 BUCKNER & GARCIA
- 2 JOHN DENVER
- 3 BERTIE HIGGINS
- 4 DUKES OF HAZZARD
- 5 KIDS FROM FAME
- 6 JOANIE GREGGAINS
- 7 DON WILLIAMS
- 8 FAME
- 9 HANK WILLIAMS, JR.
- 10 CHARLENE

### DENVER/PHOENIX 7.

- 1 TOTO
- 2 CAMEO
- 3 BERTIE HIGGINS
- 4 DENIECE WILLIAMS
- 5 MOTELS
- 6 TOMMY TUTONE
- 7 HUMAN LEAGUE
- 8 GREG KIHN BAND
- 9 HUEY LEWIS
- 10 JETHRO TULL

### SOUTH CENTRAL 8.

- 1 RICHARD PRYOR
- 2 CAMEO
- 3 RAY PARKER, JR.
- 4 JETHRO TULL
- 5 DENIECE WILLIAMS
- 6 ATLANTIC STARR
- 7 RICHARD "DIMPLES" FIELDS
- 8 TEMPTATIONS
- 9 CHARLENE
- 10 HUMAN LEAGUE



WHAT'S IN-STORE

**RCA FANS THE FIRE** — RCA Records feels that a major selling point in marketing its soundtrack for *Quest For Fire* is that the score is a motivating factor in the screen action. So to support the record, the label, with close cooperation from the 20th Century-Fox field force, is offering advance screenings to record and tape dealers prior to play dates in their areas. Other promotional activities include a national display contest, and production of various sized posters, minis, flats, album cover empties, matchbooks and Bic lighters. Buttons and posters are also available through Fox. The display contest will award regional winners 15 Charming glow gas grills, 30 boxes of six six-ounce Omaha steaks, 15 framed theater lobby posters and 50 Ernst Haas portfolios of color scenes from the film. The prizes will be given to those retailers creating the best window and in-store displays from Fox-supplied posters noting the soundtrack's availability on RCA.

**HANDSHAKE'S SHAKEDOWN** — Handshake Records went the retail route instead of radio in breaking Memphis rock singer **Debra DeJean** in her hometown. Due to heavy in-store play, windows and wall displays in all major retail stores, as well as the usual monster press parties and showcase appearances, DeJean's self-titled debut LP hit #1 at the Memphis **Peaches, Record Bar, Camelot** and **Popular Tunes** outlets. The label now reports that the single "Strange Love" is picking up local airplay and will soon be released in 12" configuration.

**ATLANTIC AND WARNER BROS. GET THEIR KICKS** — For the first time, Atlantic Records and Warner Bros. Records have joined together to promote each other's product alongside their own. The dual push involves Atlantic's **Manhattan Transfer**, whose new single, "Route 66," is also included on Warner's *Sharkey's Machine* soundtrack album for the **Burt Reynolds** movie. Atlantic's promotion team is helping work the Warner album, while Warner's team is out pushing the Atlantic single.

**PEACHES FUZZ** — **John London**, general manager of United Records & Tape Industries, Inc., which owns 11 **Peaches** stores, reports a run on **Aldo Nova** LPs due to customer returns of specially priced "Fantasy" singles for album discounts... **Peaches** Greensboro, N.C. outlet sold over 800 copies of a novelty tune supporting the University of North Carolina's quest for the NCAA basketball championship during a 10-day stretch last month. "From Here To New Orleans," written by Nashville songwriter **John Howard** and sung by the **Fabulous Friars**, proved the perfect prelude to Coach **Dean Smith's** Tar Heels' thrilling victory in the finals in New Orleans. "I've never seen anything like it in my six years in retail," says London.

**TURTLES STICKS ITS NECK OUT** — **Turtles'** new Columbus, Ga., store, the 24th for the Atlanta-based chain, is its first store more than an hour's drive from Atlanta. Columbus is 250 miles away from the home base. The new store is managed by **David Sanders**, who formerly managed the Athens outlet.

**CHARLIE COMES DOWN TO PITTSBURGH** — **Charlie Daniels** dropped by the Pittsburgh warehouse/home office of the 70-store **National Record Mart** chain for lunch with the entire company staff. Daniels was both promoting his new "Windows" LP and thanking the chain for its past support in a city where he enjoys a big following.

**NEW MCA MIDLINE IS COLLECTABLE** — MCA Records is inaugurating its \$4.98 list price Collectibles midline with 19 titles to be released next month. Collectibles is a spinoff of the label's Jazz Heritage midline series, and its issues run the 1920-60 pop music gamut. The artists featured in the initial release are: the **Impressions, Maybelle Mercer, Gale Storm, Dick Powell, Deanna Durbin, Rick Nelson, Tommy Roe, Lloyd Price, Bng Crosby, Marlene Deitrich, Red Nichols and His Five Pennies, Tony Martin, Eddie Cantor, Hoagy Carmichael, the Amen Brothers, Tex Beneke, Johnny Burnette Rock 'n Roll Trio, the Dorsey Brothers Orchestra, Milton Brownie and His Brownies and the Sillm Gaillard Trio**. Some of the discs are greatest hits sets; others, like the Crosby album, are comprised of rare tracks. The Gaillard set is said to be worth \$300 among collectors.

jim bessman

Despite Drawbacks, Labels & Retailers Stress Long Term Benefits Of In-Stores

(continued from page 5)

conjunction with an act's concert tours, largely supplanting promotion tours as a means of exposing an artist to his fans at retail.

Restocking of the artist's product, increased in-store display and airplay, along with proper promotion — including radio time buys, print ads and press exposure — and tighter security are necessary preparations for the successful in-store event.

Most of those contacted said that timing was as much key to the success of an artist in-store appearance as was the popularity of an artist in a particular market, something which dealers gauge through airplay, sale of current product and previous sales history.

While there was no consensus on the type of artists that were best suited to the in-store, it was generally agreed that the superstar acts are less likely to do such promotions because of security problems that may arise, tour scheduling and what retailers perceive as indifference.

Though most agreed that the in-store can be an important ingredient in building the store's image with the community, those contacted pointed out that discretion in choosing which artists should appear in-store was the initial key to a successful event.

"I don't want to be put in the position where I have to explain to the artist, his manager or record company why nobody showed up (for an in-store)," said Heilicher, adding "You've got to have the guts to say no to some manufacturers requesting to do in-store with your outlet."

Heilicher also said that the formula to observe when considering an in-store with an artist is whether or not the act has an appealing image. He said that ingredient must be coupled with the act having the right media exposure at the right time.

Artist Benefits

Agreeing that a store's community image can be enhanced by artists visiting the store and mingling with fans, Cal Simpson, owner of Simpson's Wholesale in Detroit, added that the biggest beneficiary of the in-store is that artist "who shows his fans that

he's not too big to come in to the neighborhood store and sign autographs.

"A lot of the younger kids who buy records can't attend concerts," Simpson noted, adding, "The in-store gives them an opportunity to meet their favorite artist anyway."

All of those recognized that with tight concert scheduling, usually a series of one nighters, it's difficult for some artists to do the in-store appearances.

Maintaining that as artists become more popular they are less available for in-stores, Keith Hudson, general manager of Hudson Embassy Stores in St. Louis, said, "I can understand when an artist comes to town and will only be here long enough to do a one nighter.

"But those artists who come in and spend one day in seclusion and refuse to do press, radio or in-store find that attitude reflects in the way their product is treated through in-store display and airplay," Hudson continued, adding that it is harder to push artists who will not make themselves available to the public.

Disrupt Business?

While most retailers surveyed felt the advantages of in-stores far outweigh the disadvantages, others said that in-stores seriously disrupted their business.

"It's unbelievable how little is accomplished with in-store appearances," said Ben Karol, president of King Karol Records in New York City. "Having in-stores can disrupt the normal business day, which means we don't sell product on a lot of other artists."

He said that his stores discontinued artist in-store autograph sessions 15 years ago claiming that the cost of promoting the in-store through radio time buys, print ads or other media could sometimes result in major resource losses, "especially when nobody shows up for the event. When people do show up there's a security problem because you have a riot scene on your hands," Karol added.

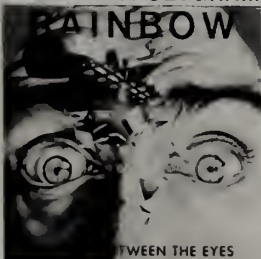
Joe Andrews, vice president and general manager at the Miami-based Spec's chain, said that while occasionally an artist like Rick Springfield can generate increased

(continued on page 17)

BREAKOUTS/PLUS PROFIT

ALBUM BREAKOUT

**STRAIGHT BETWEEN THE EYES** — **RAINBOW** — **MERCURY/POLYGRAM SRM-1-4041**



*Breaking out of:* Sound Unlimited — National, Lieberman — Kansas City, Record Theatre — Cleveland/Cincinnati, Harmony House — Detroit, Flipside — Chicago, Radio Doctors — Milwaukee, Karma — Indianapolis, Streetside — St. Louis, Stratford — Long Island, Crazy Eddie — New York, Disc 'O' Mat — New

York, Cutler's — New Haven, Richman Bros. — Philadelphia, Record & Tape Collector — Baltimore, Tower — San Diego/Campbell/Sacramento, Mile Hi — Denver, Record Factory — San Francisco, Licorice Pizza — Los Angeles.

**MERCHANDISING AIDS:** Trim Fronts, Poster.

SINGLE BREAKOUT

**HEAT OF THE MOMENT** • **ASIA** • **GEFFEN GEF50040**

*Breaking out of:* Wherehouse — Los Angeles, Potomac One Stop — Baltimore, Karma — Indianapolis, Camelot — National, Lieberman — Portland, Waxie Maxie — Washington, D.C., Lieberman — Denver, Turtles — Atlanta, Alta — Phoenix, Tower — San Francisco, Tower — San Jose, Record Theatre — Cleveland, Radio Doctors — Milwaukee

TOP SELLING ACCESSORIES \*

- Allsop Cassette Head Cleaner 77000
- Atari Video Game 2646 — "Pac-Man"
- Audio Technica Sonic Broom AT 6012
- Bowers Anti-Static Inner LP Sleeves
- (S) Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher VRP Inner LP Sleeves
- LeBo 45 RPM Adapter
- LeBo Outer LP Covers
- Maxell UDXL II C-60
- (S) Maxell UDXL II C-90
- Maxell UDXL II C-90 (2/BAG)
- Memorex MRX I C-60 (2/BAG)
- Memorex MRX I C-90 (3/BAG)
- Pickwick Cassette Head Cleaner
- Recoton Anti-Static Inner LP Sleeves
- (S) TDK SAC-90
- TDK T-120 (Videocassette)

Compiled from: Sound Warehouse — San Antonio • Dan Jay — Denver • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati • Gary's — Virginia • Alta — Phoenix • Peaches — Cincinnati, Cleveland, Columbus • Lieberman — Kansas City • Tower — Sacramento, Seattle • Radio Doctors — Milwaukee • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Big Apple — Denver • Cutler's — New Haven • Karma — Indianapolis.

TOP SELLING MIDLINES

- AC/DC** • Let There Be Rock • Atco SD-36151
- B-52's** • Mesopotamia • Warner Bros. MINI 3641
- Beatles** • Rock 'N Roll, Vol. I • Capitol SN/16020
- Crosby, Stills, Nash & Young** • So Far • Atlantic SD-15119
- Doors** • The Doors • Elektra EKS 74007
- Dan Fogelberg** • Netherlands • Full Moon/CBS PE 34185
- (S) **Haircut 100** • Pelican West • Arista AL 6600
- (S) **Human League** • Dare • Virgin/A&M SP-6-4892
- Janis Joplin** • Farewell Song • Columbia PC 37569
- Carole King** • Tapestry • Columbia PE 34949
- Merge** • RCA NFL 1-8003
- (S) **Missing Persons** • Capitol DLP-15001
- Mike Oldfield** • Tubular Bells • Virgin/CBS PE 34116
- (S) **Romeo Vold** • Never Say Never • 415 Records/415A-0007
- Shooting Star** • Hang On For Your Life • Virgin/CBS NFR 37407
- Spyro Gyra** • Morning Dance • MCA 9004
- The Who** • Meaty, Beaty, Big, and Bouncy • MCA 37001

**COMPILED FROM:** Peaches — Cincinnati, Cleveland, Columbus • Tower — Sacramento, Seattle • Big Apple — Denver • Cutler's — New Haven • Karma — Indianapolis • Sound Warehouse — San Antonio • Dan Jay — Denver • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati • Gary's — Virginia • Radio Doctors — Milwaukee • Sound Video, Unltd. — Chicago • Musicland — St. Louis.

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales



## SOUND VIEWS

**VIDEO BRIEFS** — Who will be representing CBS in the executive ranks of the new management structure for the CBS/Fox joint venture once it is officially set up next month? That's a good question, considering that CBS Video Enterprises (CVE) president **Cy Leslie** is moving to MGM, taking former CVE vice president, business administration, **Micky Hyman** along with him, while former vice president of marketing **Herb Mendelsohn** is already ensconced at Warner Home Video as senior vice president, marketing. According to Fox spokesman **Phil Myers**, setting up the new management team is recently named CBS/Fox president and CEO **Stephen Roberts'** "first priority" at the moment. While Roberts will share the responsibility for overseeing the



**IT'S SHOWTIME FOR FOLK** — A recent reunion concert featuring some of the largest names from the '60s folk music movement was taped by Showtime as part of its "Hot Ticket" specials series. Pictured performing together during the taping are (l-r): **Glenn Yarbrough**, **John Sebastian**, **Mary Travers** of **Peter, Paul and Mary**, **Tom Paxton** and **Judy Collins** (see separate item).

joint venture's home video activities with CBS Record Group president **Walter Yetnikoff**, don't be surprised to see Roberts dip into his own exec resources at Fox Home Video for the key appointments. If that is the case, look for 20th Telecommunications group vice president **Bud O'Shea** to take a top post... *On Golden Pond*, if you haven't heard, will be a 20th Video release in May, but do you know the reason why the MCA/Universal Studios release didn't wind up on MCA Videocassettes, as virtually all Universal pictures do? The answer, according to sources inside the company, is quite simple. When Universal signed the deal with Associated Film Distribution Corp. for theatrical distribution of *On Golden Pond*, home video rights were not included. Thus, a separate deal was negotiated with 20th. The same MCA sources say that the company will not get the home video rights to the forthcoming Universal/AFD films *Barbarossa*, a "shoot-'em-up western" with **Willie Nelson** and **Gary Bussey**, or *Green Ice*, starring **Ryan O'Neal**, either. However, where a third skedded Universal/AFD pic, *Dark Crystal*, created by **Muppets** meister **Jim Henson**, will end up is still in question... MCA is looking forward to next month's release of the box office sleeper films *Barbarossa*, a "shoot-em-up western" with **Willie Nelson** and **Gary Busey**, or *LeMat*, though.

**STAR WARS: RENTAL OR SALE TITLE?** — According to the latest word from video dealers (20th Century-Fox is still very hush-hush about particulars) the forthcoming home videocassette of *Star Wars* will be offered under a unique structure where there will be dual sales and rentals policies. According to one dealer, if a customer wants to purchase the blockbuster outright, he or she may have to cough up in the neighborhood of \$150! The rental scheme is still somewhat sketchy at this point for the release, which has been projected for late May, just prior to the Summer Consumer Electronics Show in Chicago... Meanwhile, 20th is re-releasing *The Making Of Star Wars/S.P.F.X. The Empire Strikes Back* to drum up excitement for *The Real Thing*. The price of the 100-minute, behind-the-scenes look is \$59.95.

**ANDRE BLAY CORP. GETS RANK TITLES** — **Andre Blay** is diversifying. When last we checked in with the founder and former president of Magnetic Video, he had just begun marketing an adult video magazine entitled *New Look*, which had a decidedly European tone to it (as opposed to Playboy's planned entry, which is a home video version of its Playboy Channel programming). Now comes word that Blay has acquired exclusive rights to a number of films from England's Rank film company for the Western Hemisphere. Twenty titles will be released initially by June 1, carrying a \$49.95 suggested list price, with some 60 additional titles in the total package. The Rank films in question span the period from such classics as the **Sebastian Cabot-Laurence Harvey** version of *Romeo & Juliet*, through **Noel Coward's** *In Which We Serve*, to the Carry on Comedy series, right up to two more recent Rank films *Eagles' Wings*, with **Martin Sheen** and **Sam Waterson**, and the critically acclaimed *Soldier Of Orange*, with **Rutger Hauer**. A number of Rank films, it should be noted, have already been licensed for North America — including *The Red Shoes*, *A Night To Remember*, *Hamlet* and *Brief Encounter*, among others — but Blay has acquired South and Central American rights to those and 11 other films.

**VIDEO PRODUCTION NOTES** — **Paul McCartney** has been quite a presence in video clip news of late. The former **Beatle** saw the nationwide premiere of his artfully-designed video with **Stevie Wonder** for "Ebony And Ivory," the first single from his "Tug Of War" LP, on the ABC-TV show *Fridays* last week. Just prior to that came word that a 13 minute clip called *The Cooler*, featuring three McCartney-penned songs for **Ringo Starr's** LP "Stop And Smell The Roses," was nominated for an award at the upcoming Cannes Film Festival. The three songs featured — "Private Property," "Short Fall" and "Attention" — star Paul and spouse **Linda** along with Ringo and his wife, **Barbara Bach**. Directing were former 10cc members **Lol Creme** and **Kevin Godley**... Post-production has been completed at National Video on a one-hour in-concert program featuring Columbia Records jazz fusion artist **Al DiMeola**, entitled *Live At The Savoy*. The concert was videotaped in February of this year at NYC's Savoy and includes players **Anthony Jackson**, **Steve Gadd** and **Jan Hammer** along with DiMeola.

**FOLK REUNION GETS SHOWTIME AIRING** — Many people may believe that folk music faded with flower children, but a recent reunion concert of several luminaries from the era has been preserved by Showtime for airing later this year. Taped Feb. 24 at Wolf & Rissmiller's Country Club in Reseda, Calif. as a Showtime "Hot Ticket" special, the concert brought together **Judy Collins**, **Glenn Yarbrough** and the **Limelights**, **Mary Travers** (of **Peter, Paul & Mary** fame), **John Sebastian**, **Tom Paxton** and **The Brothers Four**, in addition to comic relief from **Firesign Theatre**. No air date yet but we'll keep you posted.

**L.A. VIDEOSHOW COMING** — The eighth Los Angeles Professional Videoshow rolls into the North Hall of L.A.'s Convention Center downtown May 19 for a three-day stand. Run by C.S. Tepfer Publishing, the Videoshow is both a conference and trade show offering hands-on workshops and small, in-depth seminars and general conferences, in addition to more than 90,000 square feet of product exhibits from more than 75 manufacturers. Admission to the exhibit hall is only five dollars. **michael glynn**

## TOP 30 VIDEOCASSETTES

	Weeks On 4/24 Chart		Weeks On 4/24 Chart
<b>1 THE FRENCH LIEUTENANT'S WOMAN</b> 20th Century-Fox Video 4868	9	<b>15 CONTINENTAL DIVIDE</b> Universal City Studios, Inc., MCA Distributing Corporation 71001	16
<b>2 SUPERMAN II</b> Warner Home Video WB-61120	1	<b>16 FORT APACHE, THE BRONX</b> Vestron VA-6000	18
<b>3 BODY HEAT</b> Warner Home Video LD-70005	3	<b>17 EYE OF THE NEEDLE</b> 20th Century-Fox Video 4581	19
<b>4 ONLY WHEN I LAUGH</b> Columbia Pictures Home Entertainment 10462	5	<b>18 HALLOWEEN II</b> MCA Distributing Corporation 77005	—
<b>5 FOR YOUR EYES ONLY</b> 20th Century-Fox Video 4568	2	<b>19 SCANNERS</b> 20th Century-Fox Video 4073	15
<b>6 AN AMERICAN WEREWOLF IN LONDON</b> Universal City Studios, Inc., MCA Distributing Corporation 77004	4	<b>20 OUTLAND</b> Warner Home Video 70002	17
<b>7 ATLANTIC CITY</b> Paramount Pictures, Paramount Home Video 1460	6	<b>21 MOMMIE DEAREST</b> Paramount Pictures, Paramount Home Video 1263	21
<b>8 RICH AND FAMOUS</b> MGM/CBS Home Video MVR/MBR 00111	12	<b>22 PATERNITY</b> Paramount Pictures, Paramount Home Video 1401	23
<b>9 CLASH OF THE TITANS</b> MGM/CBS Home Video 700074	10	<b>23 TARZAN, THE APEMAN</b> MGM/CBS MR00 109	22
<b>10 THE HOWLING</b> 20th Century-Fox Video 4075	7	<b>24 PRIVATE BENJAMIN</b> Warner Home Video 61075	20
<b>11 EXCALIBUR</b> Warner Home Video OR-72018	8	<b>25 STIR CRAZY</b> Columbia Pictures Home Entertainment 10248E	26
<b>12 S.O.B.</b> MGM/CBS CR 00110	11	<b>26 ALTERED STATES</b> Warner Home Video WB-61076	25
<b>13 PRINCE OF THE CITY</b> Warner Home Video OR-72021	13	<b>27 FROM RUSSIA WITH LOVE</b> 20th Century-Fox Video 4566	27
<b>14 RICHARD PRYOR LIVE IN CONCERT</b> Vestron VA-4000	14	<b>28 ZORRO, THE GAY BLADE</b> 20th Century-Fox Video 1124	—
		<b>29 CANNONBALL RUN</b> Vestron VA-6001	28
		<b>30 GALLIPOLI</b> Paramount Home Video 1504	—

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

## NEW VIDEO SOFTWARE RELEASES

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

<b>ON GOLDEN POND</b> Cassette — 20th Century-Fox 9037 \$79.95	<b>NEIGHBORS</b> Cassette — CPHE VH10445, BE10445 ..... \$89.95
<b>THE CHANGELING</b> Cassette — Vestron VA6006, VB6006 ..... \$89.95	<b>PIXOTE</b> Cassette — CPHE VPS2500, BPS2500 ..... \$64.95
<b>TRIBUTE</b> Cassette — Vestron VA6003, VB6003 ..... \$89.95	<b>HARDCORE</b> Cassette — CPHE VH10250, BE10250 ..... \$69.95
<b>PICNIC AT HANGING ROCK</b> Cassette — Vestron VA4003, VB4003 ..... \$69.95	<b>UNION CITY</b> Cassette — CPHE VCB9000, BCB9000 ..... \$59.95
<b>MADAME ROSA</b> Cassette — Vestron VA4004, VB4004 ..... \$69.95	<b>BOB &amp; CAROL &amp; TED &amp; ALICE</b> Cassette — CPHE VH10027, BE10027 ..... \$64.95
<b>LA GRANDE BOURGEOISIE</b> Cassette — Vestron VA4005, VB4005 ..... \$69.95	<b>PINOCCHIO IN OUTER SPACE</b> Cassette — CPHE VSF9700, BSF9700 ..... not listed
<b>UNDER CAPRICORN</b> Cassette — VidAmerica R203 . \$59.95	<b>DRAGONSLAYER</b> Cassette — Paramount 1367 ... \$79.95
<b>HUMAN EXPERIMENTS</b> Cassettes — VidAmerica R948 \$59.95	<b>LAST OF THE RED HOT LOVERS</b> Cassette — Paramount 8094 ... \$66.95
<b>THE MARVELOUS LAND OF OZ</b> Cassettes — MCA 55067 (stereo) \$58.30	<b>THE GAMBLER</b> Cassette — Paramount 8678 ... \$66.95
<b>GHOST STORY</b> Cassettes — MCA 77006 .... \$101.46	<b>THE INSPECTOR GENERAL</b> Cassette — Media M171 ..... \$39.95
<b>THE GANGSTER WARS</b> Cassette — MCA 55068 ..... \$59.40	<b>THE TERROR</b> Cassette — Media M166 ..... \$39.95
<b>HEARTBEEPS</b> Cassette — MCA 55069 ..... \$59.40	<b>DEMENTED</b> Cassette — Media M179 ..... \$54.95
<b>JOE KIDD</b> Cassette — MCA 66050 ..... \$70.20	<b>SUMMER CAMP</b> Cassette — Media M182 ..... \$54.95
	<b>LUNCH WAGON</b> Cassette — Media M184 ..... \$54.95



## TOP 30 ALBUMS

	Weeks On 4/24 Charts	Weeks On 4/24 Charts
<b>1 THE DUDE</b> QUINCY JONES (A&M SP-3721)	1 56	
<b>2 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	4 37	
<b>3 MYSTICAL ADVENTURES</b> JEAN-LUC PONTY (Atlantic SD 19333)	5 12	
<b>4 THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	2 24	
<b>5 IT'S A FACT</b> JEFF LORBER (Arista 9583)	7 6	
<b>6 DREAM ON</b> GEORGE DUKE (Epic FE 37532)	6 9	
<b>7 WYNTON MARSALIS</b> (Columbia FC 37574)	8 13	
<b>8 COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	3 21	
<b>9 OBJECTS OF DESIRE</b> MICHAEL FRANKS (Warner Bros. BSK 3600)	9 14	
<b>10 RIO</b> LEE RITENOUR (Musician/Elektra E1-60024)	11 8	
<b>11 ELECTRIC RENDEZVOUS</b> AL DI MEOLA (Columbia FC 37654)	13 13	
<b>12 CRAZY FOR YOU</b> EARL KLUGH (Liberty LT-51113)	10 26	
<b>13 LIVE AT THE SAVOY</b> RAMSEY LEWIS (Columbia FC 37687)	12 9	
<b>14 SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	18 14	
<b>15 TELECOMMUNICATION</b> AZYMUTH (Milestone/Fantasy M-9101)	19 4	
<b>16 SILK</b> FUSE ONE (CTI 9006)	17 16	
<b>17 EARLAND'S JAM</b> CHARLES EARLAND (Columbia FC 37573)	14 5	
<b>18 FEELING GOOD</b> ROY AYERS (Polydor/PolyGram PD-1-6348)	15 8	
<b>19 HOLLYWOOD</b> MAYNARD FERGUSON (Columbia FC 37713)	25 2	
<b>20 THE LADY AND HER MUSIC — LIVE ON BROADWAY</b> LENA HORNE (Qwest/Warner Bros. 2QW 3597)	21 7	
<b>21 WEATHER REPORT</b> (ARC/Columbia FC 37616)	16 11	
<b>22 DAN SIEGEL</b> (Elektra E1-60037)	22 6	
<b>23 SLEEPWALK</b> LARRY CARLTON (Warner Bros. BSK 3635)	26 14	
<b>24 ECHOES OF AN ERA</b> VARIOUS ARTISTS (Elektra E1-60021)	24 14	
<b>25 RIDE LIKE THE WIND</b> FREDDIE HUBBARD (Musician/Elektra E1-60029)	20 7	
<b>26 CHARIOTS OF FIRE</b> ERNE WATTS (Qwest/Warner Bros. QWS 3637)	27 14	
<b>27 REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	23 33	
<b>28 THE GRIFFITH PARK COLLECTION</b> VARIOUS ARTISTS (Musician/Elektra E1-60025)	28 5	
<b>29 DESTINY'S DANCE</b> CHICO FREEMAN (Contemporary 14008)	— 1	
<b>30 BLUE HORIZON</b> ERIC GALE (Musician/Elektra E1-60022)	30 7	

## ON JAZZ

**A KOOL SUMMER** — Beginning May 29, the Kool Jazz Festival will hit the road in a big way — 20 separate extravaganzas in cities from coast to coast. Over a seven-month period, the Kool crowd will hit Washington, D.C., Philadelphia, Pittsburgh, Los Angeles, San Francisco, New York, Detroit, Minneapolis/St. Paul, Atlanta, Newport, Cincinnati, Orlando, Milwaukee, Chicago, New Orleans, Seattle, San Diego, Houston, Dallas and Hampton, Va. With the backing of the Brown & Williamson Tobacco Corp., promoter **George Weln** and his Festival Productions, Inc. have assembled a different lineup for each city, tailoring their acts for each market. Opening events will be at the Kennedy Center in Washington, D.C., and will be the first time that any one cultural event will be



featured for a whole day at the Washington Performing Arts Center. The shows will also make use of all four theaters simultaneously. Part of the specific tailoring of acts for certain cities will include presenting several non-jazz acts such as **Luther Vandross**, **Sky** and **Kool & the Gang**. However, the pop inroads are relatively limited, since the Festivals will be presenting hundreds of jazz artists ranging from **Benny Goodman** and **Lionel Hampton** to **Ornette Coleman** and **Miles Davis**. Incidentally, the lineup for Kool's flagship Festival in New York will be announced formally next week, and we hear it's as impressive as usual.

**RECORDS RECORDS RECORDS** — DRG Records has bowed a midline jazz series dubbed *The Price/le\$\$ Collection*. Initial releases in the \$5.98 series, which will total 16 by the end of the year, are: "Lena Horne With The Lennie Hayton And Marty Paich Orchestras," "Cleo Laine With The John Dankworth Orchestra," "Dory Previn-Andre Previn" and "Irene Kral With The Junior Mance Trio." ... Upcoming ECM releases include "Offramp" by the **Pat Metheny Group**, scheduled for release next week, and "Live" by **Carla Bley** (which we hear features a Carla Bley pin-up cover). Warner Bros. is also looking forward to the release of "Windsong" by **Randy Crawford**. The **Tommy LiPuma**-produced project is set for late May. ... Jazz America Marketing is set to bow an "Unearthed Masters" series next week as part of its midline catalog. First volume will feature a six-minute version of "Coco" by **Charlie Parker** and several tracks each by **Coleman Hawkins** and the **Georgie Auld Sextet**, while Volume 2 will be devoted to vintage **Stan Getz** from the early fifties featuring **Al Halg**, and **Horace Silver**. ... New York's India Navigation label has just released "Mystic Winds, Tropic Breezes" by vibraphonist **Jay Hoggard** with bassist **Cecil McBee**, drummer **Billy Hart**, percussionist **Don Moye**, clarinetist **Dwight Andrews** and tympanist **Wilson Moorman III**. Also new on the label is "Pretty Music," a

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## Despite Problems, Labels And Dealers Still Support Artist In-Store Visits

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store traffic from consumers who don't normally shop in record stores, "they (in-stores) usually leave the store in a shambles. People tear up displays, rip off some product. Hiring security is usually a big expense."

Regardless, as Everybody's president Tom Keenan put it, "I think we need to do whatever we can to get people back into record stores." He added that if a dealer spends \$1,000 to promote an in-store and sells only 500 units, "people still feel good about your store."

Bolstering that point and illustrating the importance of timing and having the right artist in-store, Lee Cohen, vice president of marketing for the L.A.-based Licorice Pizza stores, said that one of the chain's new store openings benefitted from an in-store appearance.

"We opened our Santa Barbara store with a Pretenders in-store about two years ago," he recalled. "It brought in all the college kids in the area, lots of the local folks and just really built an excitement around the new store on the block. People remembered that event and returned because they thought it was the place to be."

Record companies agree that building excitement through an artist's visit to a store has long range benefits. According to Miller London, vice president of sales for Motown Records, "Most of the time customers already have the album by the artist appearing in store. But a lot of times what happens is that people will return to the store to buy another LP."

Noting that the label recently went through a period where it was not impressed with the results of some in-store appearances, Lou Maglia, vice president of sales for Elektra/Asylum Records, said the Solar group Lakeside recently took a bus on the road on a promotional tour where they did a series of press and radio interviews and met with consumers in-store.

"Without the group even being on tour,

we were able to create an excitement about them," Maglia noted, adding that Lakeside — with their colorful garb and magic motif — is the type of group that lends itself to the in-store and can encourage people to come out and see them.

### Problems

Major problems surrounding in-stores seem to center on security, inequitable market coverage and artist availability.

Most of those contacted said that when a popular artist prepares for an in-store, extra security must be hired, partly because crowds might get unwieldy — disrupting traffic and hampering surrounding businesses — but also because several artists are now sensitive to crowds because of the Lennon shooting and threats on the lives of other entertainment figures.

The other major concern was equitability in manufacturers offering in-store opportunities to retailers in different markets.

As Simpson put it, "I can look in a L.A. newspaper and see where a major black act has appeared at a white run chain, but I can't get a major pop act touring in the area to do an in-store here (in Detroit)."

Aside from recognizing that the L.A. Community is a media center more accessible for many artists, Simpson also noted that many record companies are sensitive about where they develop in-store appearances, because they want to avoid jealousies among dealers.

Though not as frequent as it used to be, the in-store does provide a higher profile for the artist in a local marketplace where fans may see and touch their favorite singer or musician. The fans benefit. The artists' image is enhanced. But the dealer, despite only minimal increases in LP sales, also gains from artist in-stores.

As Carol McDonnell, local promotion director for the Durham, N.C.-based Record Bar chain, pointed out, "The artist in-stores are really important on the local level because a store can always use better community relations and it's good to get the store staff's juices going."

## Diverse Cast Of Artists Covering Songs From Robinson's Catalog

LOS ANGELES — Smokey Robinson's chart success is by no means limited to his own renderings of songs he has penned. The current chart success of Sister Sledge's Cotillion Records version of "My Guy" and A Taste of Honey's "I'll Try Something New" on Capitol are prime examples of a singer/songwriter on a roll.

In addition to the Sister Sledge and A Taste Of Honey covers of the soul crooner's tunes, Jeanie Tracey's Fantasy LP includes a version of "Your Old Standby"; Debra DeJean's Handshake album contains a version of Robinson's "You Really Got A Hold On Me"; and Kathy Smith's Muscletone LP uses "Cruisin'" for dance and exercise.

But the Robinson cover parade doesn't stop there. In coming months, Blondie will do a version of "The Hunter Gets Captured By The Game" on Chrysalis; Capitol's O'Bryan will cover "Still Water (Love)"; Aretha Franklin will do "Just My Daydream" for Arista; Deodato is preparing his version of "Tears Of A Clown" for Warner Bros.; Randy Crawford will be releasing "When I'm Gone" through Warner Bros.; and Planet Records will be releasing a version of "Don't Mess With Bill" by June Pointer.

The reason for such a diverse set of ar-

tists covering Robinson tunes? "It's hard to pinpoint Smokey's style," explained Jay Lowy, vice president and general manager of Jobete Music, which administers Robinson's catalog.

But the enduring nature of Robinson's songs, according to Lowy, is not the only reason his songs are widely covered. He said that Jobete has actively lobbied with artists and producers for the Robinson catalog. He said that sampler albums of Robinson tunes have been circulated in the industry the last few years leading to a number of artists with a variety of styles covering his tunes, including Linda Ronstadt, Peter Tosh, Eddie Money, Captain & Tenille, Rita Coolidge, Kim Carnes and the Rolling Stones.

"The music world recognizes the '60s music and accepts it quite readily," said Lowy. "One of the most important writers during the period was Smokey Robinson."



**BEVERLY GLEN INKS TAYLOR** — Beverly Glen Music president Otis Smith recently signed recording artist Johnny Taylor to an exclusive contract with the company





**FREEZE FRAMES FROM J. GEILS L.A. BASH** — EMI America Records threw a huge carnival-style party at the S.I.R. soundstage following the band's box office record-breaking appearance at the L.A. Sports Arena. Label executives and artists turned out for the festive event, which included authentic midway games and calliope music, in addition to a gold and platinum awards ceremony. Pictured are (l-r): Joe Petrone, vice president, marketing, EMI America/Liberty; Jim Williams, vice president, promotion, EMI America/Liberty;

Dick Mazza, president, EMIA/Liberty; J. Geils' Peter Wolf; Cliff Busby, vice president, EMI U.K.; Mark Levinson, vice president, business affairs, EMIA/Liberty; Frazer Smith, KLOS/Los Angeles air personality; Wolf; Beth Rastad; Tommy Hedges, KLOS program director; EMI America recording artists Dwight Twilley and Sheena Easton; and Don Grierson, vice president, A&R, EMI/Liberty. Highlights of the event included numerous Midway games and an award presentation for the band.

## MTV Doing Cross-Promotions With Labels And Cable Cos.

(continued from page 5)

tists tagged with their current album titles and record labels. Two thousand of the cards were distributed by Atlantic and RCA Records to record stores in the MTV market coverage areas through the labels' branch merchandising systems, while MTV sent 50 more to each of its six regional marketing directors, as well as samples to each cable affiliate.

Four of the nine concerts in the series featured artists on either Atlantic or RCA. The first counter cards, which were created for the Dec. 26-Feb. 26 concert series, were distributed through the CBS Records merchandising system, due to the dominance of CBS acts on that schedule.

Prominently positioned on the counter cards is the National Assn. of Recording Merchandisers (NARM) "Give the Gift of Music" logo, and Sykes said that MTV ties in the "Gift of Music" campaign in all promotions.

Another in-store cross promotional service performed by the record companies is distribution of regular artist in-store posters shipped with MTV concert information tying-in the live concert with the album. Sykes cites a Charlie Daniels poster provided by CBS in support of his March 13 MTV concert as being especially effective, since the concert's airdate coincided exactly with the release of both his "Windows" LP and Saratoga concert videocassette.

The record companies are also buying

MTV concert advertising that ties-in current LPs with stores, and in at least one location, have chipped in to buy a projection TV screen for in-store MTV play. Marty Feldman, manager at Peaches Records & Tapes in North Miami, Fla., will have a new big screen set and playback machine installed this week thanks to Capitol, CBS, PolyGram, and RCA. According to Harry Fox, RCA's Miami branch manager, Peaches has helped break numerous RCA acts in Miami. The MTV installation, he added, will provide RCA with a video vehicle for promoting its acts in-store.

Miami is served by Storer Cable Communications, the fifth largest multiple system operator (MSO), which is also one of a dozen or so cable systems to have an "MTV coordinator." Mark Greenberg, director of marketing at MTV, is working to increase the number of MTV coordinators nationwide.

The MTV coordinator is part of the cable system's marketing department and is its liaison both with MTV and with local record stores. Greenberg said that the coordinator makes it easier for the company to work with retailers, which is extremely important in exploiting the benefits of MTV for all parties.

The major promotional tool utilized to this effect is the "MTV Survival Kit," which is an in-store merchandising device provided by MTV to cable operators and sometimes directly to retailers. The kit includes four

differently-colored buttons, bumper stickers, in-store posters, guitar picks, handbills, a counter card bin, "As Seen On MTV" album stickers, and marketing information. The operator is then encouraged to distribute the materials directly to local record shops as a way of establishing a cross-promotional relationship valuable to both.

The MTV coordinator then maintains the relationship by re-supplying the retailers with materials as well as concert listings, video playlists, and any other pertinent information provided the company by MTV. The stores benefit by increased traffic seeking giveaway items and by being identified as an MTV location, particularly if the cable operator provides a cable drop for in-store play. The operator benefits by increased awareness of MTV's availability on his system.

Some operators are working special cross-merchandising MTV promotions with retailers. Storer provided MTV tapes at Spec's Records & Tapes mall stores in Hollywood, Fla., and also set up in-store tables for giving out MTV merchandise and subscription information. Cox Cable in Spokane, Wash., runs character-generated blurbs on its information channels promoting MTV-related retail contests.

Continental Cablevision of Lansing, in Lansing, Mich., has borrowed MTV's own "One Night Stand" concert promotions, which flies winners to superstar concerts and back, and provided limousine service to a recent Hall and Oates show at the Lansing Civic Center. The contest was promoted through local record stores with in-store displays and advertising designed to create traffic.

The Lansing cable company is also contracting the two-minute local avails on MTV

to retailers in return for free in-store hookups and giving them free subscription service for the duration of the contracts.

Air Capital Cablevision in Wichita, Kan., is even promoting MTV outside its own market. According to Mike Ball, a salesman at Multi-Media Advertising Services, which owns Air Capital, the company is mailing playlists to retailer chain headquarters, to Camelot stores in other markets, and to anyone involved in music.

"MTV has really backed us up in this market," said Ball, noting that regular orders of 10,000 MTV giveaway buttons are gone in two weeks. He added that his company provided Camelot in North Canton, Ohio, with a half-inch dub of MTV for research purposes.

Not all retailers are satisfied with MTV promotional assistance, however. Jeff Kuykendall, manager of Camelot Music in Wichita, was unaware of the counter cards provided by record labels. Steve Gold, manager of The Music Factory in Des Moines, Iowa, faulted MTV for "dropping the ball" after a big promotional push when the service began.

But most retailers contacted by **Cash Box** were pleased with MTV and many had their own methods for using it as a marketing tool. Some stores with cable hook-ups are discounting albums by artists whose videos are being played on MTV at time of sale. Others have set up special MTV bins and sections. Eucalyptus Records in Spokane, Wash., has linked with MTV and Cox Cable in arena banner contests for J. Geils and Loverboy concerts, where winners received cable hookups, concert tickets, and albums.

MTV's Sykes said that a direct mailing to retailers is now being developed as an additional marketing service for them. "We

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## ON JAZZ

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solo outing by pianist **Bob Neloms** . . . The Danish Storyville label has become the first jazz label we know of to license its product to the Russian State Company for distribution in the Soviet Union. Dropping by **Cash Box** during a recent visit to these shores, Storyville chieftain **Karl Knudson** also mentioned that the label has just acquired the rights to the King masters from the estate of **Mezz Mezzrow**, and will soon be releasing Mezzrow's recordings with **Sidney Bechet**. In addition, Storyville has scheduled 40 (count 'em, 40) titles for release here over the next eight months through its distributor, Moss Music Group. Also down the road is a four-record series of "soundies" recordings. For those of you too young to know, "soundies" were brief-lived film jukeboxes popular in the forties. The label is considering releasing the LPs in a limited box-set edition, broken into single sleeves after the initial sell-off. Oh yes! — almost forgot: Storyville will also bow a video line in the fall, which will include some of the soundies as well as six one-hour programs from "Saturday Night At The Apollo" . . . The Los Angeles-based Combo label has "It's About Time" by cornetist **Jake Porter** for traditional/dixieland fans . . . Brooklyn's Empire Productions Records has issued a two-record live set by saxophonist **Tim Berne** entitled "Songs And Rituals In Real Time." The date, recorded last summer at New York's Inroads, also features drummer **Paul Motlan**, bassist **Ed Schuller** and saxophonist **Mack Goldsbury** . . . The Finesse label has added two new titles: "Very Sinatra" by cornetist **Ruby Braff** and "Make Me Smile & Other New Works by **Bob Brookmeyer**" by **Mel Lewis & the Jazz Orchestra**, recorded live at the Village Vanguard . . . Concord Records' new releases include: "Woody Herman Presents Four Others" featuring **Al Cohn**, **Sal Nistico**, **Bill Perkins** and **Flip Phillips**; "A Work of Art" by the **Art Farmer Quartet**; "First Edition" by **George Shearing** and **Jlm Hall**; "A Fuego Vivo" by **Cal Tjader**; "Paper Moon" by the **Dave Brubeck** quartet; and "Herb Mix" by the **Herb Ellis** trio.

**CLARIFICATIONS** — We recently reported that producer/disc jockey **Bob Porter** had been signed on to work with the Danish Storyville label here in America, but failed to mention that his role is as a consultant. Additionally, the blues show he will be shopping at the upcoming NPR convention in Washington, D.C. is entitled "Portrait in Blue," and is produced by Newark, N.J.'s WBCO.

fred goodman

## Senate Hears Home Taping Debate

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taping was estimated at \$2.85 billion in 1980. This is the equivalent of 455 million albums. In 1981, he said, the record industry produced only 475 million albums, so, he observed, "Taping in short is taking over." Gortikov noted that in 1981 the record industry produced eight percent fewer albums than the year before and 32% fewer than in 1979.

EIA's Wayman, opposing the concept of a copyright fee on audio tapes, challenged the RIAA contention that slackening record sales were due in large degree to home taping. Teenagers, who were the largest buyers of popular records, Wayman said, are no longer buying records; they're spending their money on video games.

MPAA's Valenti and associates noted that VCR is the only medium that doesn't pay a copyright fee and that 75% of VCR owners tape for library use. He also made much of the fact that there are VCR accessories that permit the deletion of com-

mercials. This, he deduced, will cause advertisers to demand lower payments to broadcasters due to lost audience, which in turn will reduce broadcasters' payments for programs, ad infinitum. VCR sales run \$2.2 billion yearly, he said, with three million VCR units in operation now and with some estimates seeing 40 million by the end of the decade. Any royalty fee will be absorbed largely by the manufacturers, because the field is very competitive.

Ferris and his team countered by emphasizing that home video taping is for time-shift viewing principally and not for library use. Copyright fee is already paid when the contract is signed for broadcast of movie or TV show, he said. VCR viewing is counted by Nielsen and Arbitron since the set is on, even though no one is watching, he added. The pre-recorded TV cassette business is now at the \$1 million level in sales, Florida distributor Richard Anderson reported, with rentals running at \$32 million annually.



## Producers Group Label Bowed By Youngstein

LOS ANGELES — The Producers Group LTD, a new company that will feature jazz, R&B, country/western, pop, spoken word, comedy and classical artists, will ship its first releases on July 1. The firm, whose product will be domestically distributed by MCA Distributing Corp., recently opened offices on both coasts and plans to have 15 albums in retail stores within the next 12 months.

Formed by Max Youngstein, Dale Sheets, Norman Schwartz, Cliffie Stone, Mel Torme and Mark Sindeband, the company will offer "quality record labels for discriminating tastes." The first two LPs forthcoming will be a jazz/pop effort from Torme recorded live at Marty's in New York and one by songstress Ruth Brown entitled "The Soul Survives: Ruth Brown is Back." Both albums will list at \$8.98.

The Producers Group LTD's executive roster is headed by Youngstein, founder and past president of United Artists Records and Music, who will act as chairman of the board. Sheets, former vice president at Universal and MCA, has been tapped to serve as president and director of artist relations. Other corporate positions have been filled by Stone, who will serve as vice president, country/western music division; Schwartz, as vice president, chief operating officer and creative director; Torme, who will be chairman of the board of governors; and Sindeband, as treasurer. All of the principals will serve as members of the board of directors.

Members of the company are touting the new firm as an emerging "mini-major" due to the wide spectrum of formats they intend on covering in the near future. According to Schwartz, "In the last 20 years, most independents have represented only one kind of music — either pop or jazz or country or classical. Our roster will encompass across-the-board styles, and possibly the only area we won't cover for a while will be rock 'n roll. We hope to bring back a sense of elegance to the music industry that it's been needing for a while."

The West Coast office of the Producers Group LTD is spearheaded by Youngstein and Sheets, and is located at 3518 Cahuenga Blvd. West in Los Angeles; while the New York bureau is at 200 West 57th Street and is led by Schwartz. The L.A. sector can be reached by calling (213) 876-8242, and the number in Manhattan is (212) 307-0202.

## Atlantic, Island Pact For U.S. Distribution

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wise. We haven't been in any one place for a long time here."

At the time of Island's split from Warner Bros., Blackwell stressed that the controversial One Plus One cassette configuration was not the sole reason for abandoning major distribution. Whether Atlantic will handle the cassettes is still unknown.

Island's affiliated Mango and Antilles labels will continue to be distributed independently. Blackwell predicted that the decision to return Island to major distribution would not adversely affect the way the independents handle the other two labels.

"Obviously, we've spoken with the independents and told them we're not going with them and they're disappointed," he said. "But they haven't been that upset because we hadn't actually sent anything on Island through them yet. Hopefully, they were looking forward to having our product. But then when it didn't happen, it wasn't as if it was taken away."

Blackwell further stressed that there was no intent to mislead the independents. "This deal with Atlantic just happened," he said. "It just came out of a discussion, and there really wasn't any approach at all."

## Court Rules RKO Unfit To Own WNAC-TV

NEW YORK — The U.S. Supreme Court last week upheld a 1980 Federal Communications Commission (FCC) decision stripping RKO General, Inc. of its license to operate WNAC-TV/Boston. The station is expected to be transferred to the New England Television Corp. within 30 days. That company has been competing for the WNAC-TV license since 1968.

On account of what FCC attorney Steve Harris termed "a rather unique and strange procedural situation," the fate of RKO's licenses to operate WOR-TV/New York, KHJ-TV/Los Angeles and its 13 radio properties will be decided in a separate case. Hearings on that case begin May 27 at the U.S. Court of Appeals for the Circuit of Washington D.C.

This legal battle began in June 1980, when the FCC denied RKO General renewal of its broadcasting licenses because RKO had exhibited "a persistent lack of candor" regarding the activities of General Tire & Rubber, its corporate parent, during the renewal hearings. The Securities and Exchange Commission began investigating General Tire & Rubber in 1975 for foreign bribery and illegal political contributions. While General Tire told its stockholders of this investigation in 1976, the FCC reportedly only heard about it from a competitor for the WNAC license.

In July 1980, RKO General took the FCC to the U.S. Circuit Court of Appeals in Washington D.C., charging that candor was not a valid criterion for denying license renewal. In December 1981, that court upheld the FCC ruling for WNAC-TV, but remanded the other cases back to the FCC.

In a corporate statement, RKO said that it was "extremely disappointed with the Supreme Court decision not to review the earlier decision of the Court of Appeals for the District of Columbia affirming the action of the Federal Communications Commission in denying renewal of RKO's license for WNAC-TV/Boston." The statement went on to say that RKO felt it had no opportunity to present testimony about its lack of intention to deceive or withhold information from the FCC.

The fate of the remaining RKO broadcasting properties is uncertain at this point. At this time, oral arguments are set to begin May 27 in the U.S. Circuit Court of Appeals on the merits of the FCC's deciding the fate of each television and radio station on a case-by-case basis in comparative renewal hearings. RKO's radio properties include such stations as urban contemporary-formatted WRKS/New York, outlets WFYV/Chicago and KRTM/Los Angeles, and country KHJ/Los Angeles.

"We expect that the Appeals Court will come to a decision on this case by the early fall," said Steve Harris, special assistant to the FCC general counsel.

## Viacom Int'l, VCA In Agreement On Merger Terms

NEW YORK — Viacom International Inc. and Video Corp. of America (VCA) announced on April 15 that they have reached an agreement in principle for the merger of the two companies. The agreement provides for the exchange of each outstanding share of VCA for .44 shares of Viacom common stock.

The merger agreement has not been finalized, however, and the two companies are seeking appropriate terms and conditions for a definitive agreement, including the grant to Viacom of a limited option to acquire 735,000 new shares of VCA at a cash price equal to the exchange ratio. Furthermore, the merger is subject to the approval of the boards of directors of Viacom and VCA and VCA stockholders.

VCA is a leading video technology firm offering state-of-the-art services to television, cable, pay TV, satellite distribution, home video and videocassette industries. The company, which has offices in New York, Chicago, Los Angeles and Houston, is currently engaged in a joint venture with Sony Corp. of America concerning videocassette duplication.

Viacom International, Inc. is a communications business dealing with television and videocassette program production and distribution, ownership of cable television systems, satellite programming, and broadcasting. One of the nation's biggest multiple system cable operators, Viacom has approximately 550,000 subscribers to its various cable networks.

## AIRPLAY

**THE WARM POWER OF THE SUN** — Ever aware of the 1979 precedent established by Musicians United for a Safe Energy (MUSE), two West Coast indie record promoters and a progressive-rock DJ have rejoined forces with the Solar Lobby, a Washington-based public interest group, to form Radio Organized for Solar Energy (ROSE). Beginning March 6, the ad-hoc group has scheduled such name artists as **Tommy Tutone**, **The Jefferson Starship**, **The Blasters**, **The Grateful Dead** and **Graham Nash** to deliver 20-second PSAs on the U.S. government's action (or inaction) on solar energy between May 2 and May 9. In the remaining 10 seconds, each of the 200 AOR outlets running the PSAs will broadcast the lobby's address for information as well as an 800 number for contribution pledges. "We have started with 37 artists, but we ended up with 52 artists on tape," ROSE organizer and indie promotion man **Eddie Humber** told *Airplay*. Participating stations include AOR big guns **KMET/Los Angeles**, **WMMR/Philadelphia**, **WMMS/Cleveland** and **WBCN/Boston**. "Of course, not all of the tapes are appropriate for every station," continued Humber. "You can't put a Blasters spot on a station that has not heard of them." The idea for promoting solar energy was conceived by Humber along with **Dede Whiteside**, his partner, and **Laurie Cobb**, **KTIM/San Rafael, Calif.** air talent. "For solar energy, our original idea was to get each station to get its local groups to do the spots, but we found that a little too outrageous to deal with," said Humber. "But then, **Danny Goldberg** from MUSE heard about our idea and steered us to **Ty Braswell** of the Solar Lobby, and it kind of snowballed after that. We then went to the labels, who were enthusiastic about letting their artists do these spots, and the artists themselves were also very much into it." To get the PSAs on the air, ROSE has engaged fellow indie promoters **Steve Leeds**, **Craig Lambert**, **Wayne Jackson** and **Ronnie Raphael**. The Solar Lobby is a division of the Center for Renewable Resources. Its address is P.O. Box 1300, Washington D.C. 20013, and the telephone number for contributions is (800) 457-5995. "We just got **Tommy Tutone** to do a promotional spot to run a week before," said Humber. "He sings the 800 number to the tune of '867-5309/Jenny.'"



**WITH WLS** — *Jon Konteau (r) recently visited WLS/Chicago to chat with Jackie Runice (l) on her Beat of Chicago program about her current LP, "I'm With You," on Erect Records.*

Radio Network Assn. (RNA), the trade group recently formed to promote network radio, has added the National Black Network, the Satellite Music Network and the Transtar web to its rolls. It also met with the Radio Advertising Bureau (RAB) at the National Assn. of Broadcasters (NAB) confab in Dallas. While no firm plans were established, the two groups exchanged viewpoints. In addition, the RNA is still seeking an executive director to oversee its daily operations.

**STATION TO STATION** — Winners of a recent **WPLJ/New York** contest who got to see a special preview screening of the film *A Little Sex* got some icing on the cake as **Tim Matheson**, star of the romantic comedy, made a surprise appearance at the theater where the preview was showing. The movie is about a man who wants to get married but is completely unable to resist the temptations of the fruit of another. . . . Meanwhile, back in Cleveland, **Bobby Magic**, program director at B/C-formatted **WDMT**, has moved up to national program director, Beasley Broadcast Group, DMT's parent company. Magic brings experience from **KUTE/Los Angeles**, **KYA/San Francisco** and **WKOQ/Evansville, Ind.**

**SYNDICATION INDICATIONS** — Westwood One has obtained a preliminary injunction prohibiting NBC from using *On The Record* for the music and entertainment industry segment of its *Today Show*. The California-based radio syndicator had sought the injunction because it felt the NBC name was too similar to *Off The Record*, its radio interview spot hosted by **Mary Turner**. . . . The United Stations has invited RCA recording group **Alabama** back to its New York studios to tape more interview segments for its *Weekly Country Music Countdown* show.

**VIDEO SHILLED THE RADIO STAR** — The Bally Corp., manufacturers of the Pac-Man and Ms. Pac-Man video games, have licensed a set of ads for use in radio ad campaigns. The campaign will feature the two machines in radio station print and television and billboard ads. While Applied Marketing Services of Detroit sells the package to stations, Creative Technology of Akron, Ohio, handles the video animation and format and station customization end of the deal. For more information, call (312) 452-5200.

**OOPSI** — In the April 10 edition of *Airplay*, **David Knight**, DIR Broadcasting, was mistakenly identified as Capitol recording artist **Billy Squier**, while **Bob Meyrowitz**, DIR president, was not identified at all. Our apologies to all concerned!

**THE IMMEDIACY OF RADIO COVERAGE** — Please send all radio-related releases to *Airplay*, **Cash Box**, 1775 Broadway, N.Y., N.Y. 10019.

**larry riggs**

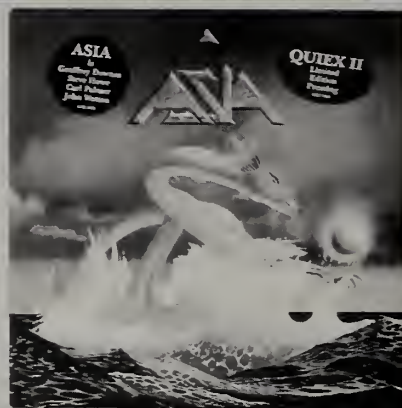


# CASH BOX ROCK ALBUM RADIO REPORT

## — VAN HALEN • DIVER DOWN • WARNER BROS.

**ADDS:** WGRQ, KROQ, WLVQ, KMET, KBPI, KOME, WBLM, KSHE, WBAB, KMG, WYFE, WMMS, WLIR, KNCN, WOUR, WKLS, KLLO, WCOZ, WSHE, WCCC, WKDF, WYSP. **HOTS:** WLVQ, KBPI, WBAB, KMG, WYFE, WLIR, WSHE, WCCC, WKDF, WYSP. **MEDIUMS:** KMET, KLLO. **PREFERRED TRACKS:** Woman.

**SALES:** Just shipped.



## 6 ASIA • GEFEN

**ADDS:** KZAM. **HOTS:** WGRQ, WLVQ, KMET, KBPI, WBLM, KSJO, WYSP, KSHE, WBAB, WYFE, WABX, WPLR, WMMS, WLIR, KNCN, WOUR, WKLS, KEZY, KLLO, WCOZ, WSHE, WCCC. **MEDIUMS:** KROQ, KMG, WKDF. **PREFERRED TRACKS:** Heat, Sole, Dreams, Time. **SALES:** Good in all regions.

### # 1 MOST ADDED

### # 1 MOST ACTIVE

LP Chart Position

LP Chart Position

LP Chart Position

### # 2 MOST ADDED

#### — BLUE OYSTER CULT • EXTRATERRESTRIALS LIVE • COLUMBIA

**ADDS:** WKLS, WOUR, WLIR, WMMS, WPLR, KEZY, KLLO, WSHE, WCCC, KSHE, WYSP, KBPI, WLVQ, KROQ, WGRQ. **HOTS:** None. **MEDIUMS:** WLIR, KEZY, KBPI, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

#### 23 THE CARS • SHAKE IT UP • ELEKTRA

**ADDS:** None. **HOTS:** KMG, KNAC, WMMS, WCOZ, KBPI, KROQ, WGRQ. **MEDIUMS:** WYFE, WABX, WKLS, KLLO, KSJO, KMET. **PREFERRED TRACKS:** Since, Title. **SALES:** Good to moderate in all regions.

### # 3 MOST ADDED

#### 111 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM

**ADDS:** WBAB, WYFE, WMMS, WLIR, KNCN, WKLS, KEZY, WKDF, KOME, KBPI, WLVQ, KROQ. **HOTS:** None. **MEDIUMS:** WBAB, WYFE, WMMS, WLIR, KNCN, WKLS, KEZY, WKDF, KOME, KBPI, WLVQ, KROQ. **PREFERRED TRACKS:** Hurts. **SALES:** Good initial response in all regions.

#### 32 THE CHARLIE DANIELS BAND • WINDOWS • EPIC

**ADDS:** None. **HOTS:** WGRQ, WLVQ, KBPI, WBAB, WYFE, WPLR, WMMS, WLIR, KNCN, WKLS, KEZY, WSHE, WCCC. **MEDIUMS:** WBLM, KMG, WABX, WOUR, KLLO, KSHE. **PREFERRED TRACKS:** Saigon, Moon. **SALES:** Good to moderate in all regions; strongest in Midwest.

#### 195 JAY FERGUSON • WHITE NOISE • CAPITOL

**ADDS:** None. **HOTS:** WBLM. **MEDIUMS:** WBAB, WPLR, WMMS, WOUR, KEZY, KLLO, WCOZ, KNX, KSJO, KBPI. **PREFERRED TRACKS:** Tonight, Title. **SALES:** Fair in Midwest; weak in others.

#### 103 FRANKE & THE KNOCKOUTS • BELOW THE BELT • MILLENNIUM/RCA

**ADDS:** WGRQ, KNX, KZAM. **HOTS:** WYFE, WMMS, KEZY, WYSP, KSJO. **MEDIUMS:** WBAB, WPLR, WOUR, KLLO, WSHE, WBLM, KBPI. **PREFERRED TRACKS:** Without, Better, Fighting. **SALES:** Fair in Midwest and West; weak in others.

#### 90 GAMMA • 3 • ELEKTRA

**ADDS:** None. **HOTS:** WMMS, WOUR, KBPI, WGRQ. **MEDIUMS:** WBAB, WYFE, WLIR, KNCN, WKLS, KSJO, WBLM, KMET, WLVQ. **PREFERRED TRACKS:** Right, Gone, Girl. **SALES:** Fair in West and Midwest; weak in others.

#### 39 GENESIS • ABACAB • ATLANTIC

**ADDS:** None. **HOTS:** KZAM, WCOZ, WYSP, WGRQ. **MEDIUMS:** WABX, KNCN, WOUR, KEZY, KSJO, WBLM, KBPI. **PREFERRED TRACKS:** Corner, Reply, Dark. **SALES:** Good to moderate in all regions; strongest in Midwest.

#### 38 SAMMY HAGAR • STANDING HAMPTON • GEFEN

**ADDS:** None. **HOTS:** WBAB, KMG, WMMS, WCOZ, WSHE, KSHE, WYSP, WBLM, KBPI, KMET. **MEDIUMS:** KLLO, WKDF, KSJO, WLVQ. **PREFERRED TRACKS:** I'll Fall, Piece. **SALES:** Moderate in West and Midwest; fair in others.

#### 26 THE HUMAN LEAGUE • DARE • VIRGIN/A&M

**ADDS:** WKDF, WSHE, KZAM. **HOTS:** WGRQ, WBAB, WHFS, KNAC, WPLR, WMMS, WLIR, WOUR, WYSP, KBPI, KROQ. **MEDIUMS:** KMG, KNCN, WKLS, KMET. **PREFERRED TRACKS:** Don't, Seconds, Open. **SALES:** Good to moderate in all regions; strongest in East.

#### 2 THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA

**ADDS:** None. **HOTS:** WBAB, KMG, WMMS, WLIR, KNCN, KMET. **MEDIUMS:** WABX, WKLS, KEZY, WCOZ, WBLM, KBPI, KROQ. **PREFERRED TRACKS:** Title, Centerfold. **SALES:** Good in all regions.

#### 56 JETHRO TULL • THE BROADSWORD AND THE BEAST • CHRYSALIS

**ADDS:** WKDF, WCCC, WPLR. **HOTS:** WBAB, WMMS, WLIR, KNCN, KEZY, KNX. **MEDIUMS:** WGRQ, WHFS, WYFE, WSHE, KSHE, WYSP, KBPI, KMET, WLVQ. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions; strongest in Midwest.

#### 5 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK

**ADDS:** None. **HOTS:** WGRQ, KROQ, WLVQ, KMET, WBLM, WYSP, KSHE, WBAB, KMG, WYFE, KNAC, WPLR, WMMS, WLIR, KNCN, WKLS, WSHE, WKDF. **MEDIUMS:** KBPI, KSJO, WABX, WOUR, KLLO, WCOZ. **PREFERRED TRACKS:** Title, Crimson, Victim. **SALES:** Good in all regions.

### # 4 MOST ADDED

#### — ELTON JOHN • JUMP UP! • GEFEN

**ADDS:** KBPI, WBLM, KNX, KSHE, WKDF, KEZY, KNCN, WLIR, WPLR, WBAB. **HOTS:** WKDF, KEZY. **MEDIUMS:** KBPI, WBAB. **PREFERRED TRACKS:** Empty. **SALES:** Just shipped.

#### 80 GREG KIHN BAND • KIHNTINUED • BESERKLEY/ELEKTRA

**ADDS:** WKDF. **HOTS:** WMMS, WLIR, WYSP, KSJO, KBPI. **MEDIUMS:** WGRQ, KROQ, WBAB, KNAC, WPLR, KNCN, WOUR, WKLS, WCOZ, WBLM, KMET, WLVQ. **PREFERRED TRACKS:** Testify, Every, Happy. **SALES:** Moderate in West and Midwest; fair in others.

#### 130 KROKUS • ONE VICE AT A TIME • ARISTA

**ADDS:** WGRQ. **HOTS:** WCCC, KMET. **MEDIUMS:** WPLR, WMMS, WLIR, WKLS, KLLO, WSHE, WKDF, KSHE, WYSP, WBLM, WLVQ. **PREFERRED TRACKS:** Stick, American. **SALES:** Fair in all regions; strongest in South.

#### 37 HUEY LEWIS & THE NEWS • PICTURE THIS • CHRYSALIS

**ADDS:** None. **HOTS:** KNAC, WABX, WMMS, KNCN, KEZY, KLLO, KSHE, WYSP, KROQ. **MEDIUMS:** KMG, WLIR, WCOZ, KSJO, WBLM, KMET. **PREFERRED TRACKS:** Believe, Working, Change. **SALES:** Moderate to fair in all regions.

#### 10 LOVERBOY • GET LUCKY • COLUMBIA

**ADDS:** None. **HOTS:** WGRQ, WLVQ, KMET, KBPI, WBAB, KMG, WMMS, WLIR, KNCN, WKLS, WSHE, WYSP. **MEDIUMS:** WYFE, WABX, KLLO, WCOZ, WCCC, KSHE, WBLM. **PREFERRED TRACKS:** When, Workin'. **SALES:** Good to moderate in all regions.

#### 98 THE MOTELS • ALL FOUR ONE • CAPITOL

**ADDS:** KBPI, KOME. **HOTS:** KNAC, KMET, KROQ. **MEDIUMS:** WHFS, WPLR, WMMS, WLIR, KNCN, KEZY, WCOZ, WYSP, WBLM, KBPI. **PREFERRED TRACKS:** Lonely. **SALES:** Good in West; fair in others.

#### 17 ALDO NOVA • PORTRAIT/CBS

**ADDS:** None. **HOTS:** WGRQ, WLVQ, KMET, KBPI, WYSP, WBAB, KMG, WYFE, WMMS, WLIR, KNCN, WKLS, KEZY, WSHE. **MEDIUMS:** KROQ, WBLM, KSJO, KSHE, WABX, WPLR, WOUR, KLLO, WCOZ, WCCC. **PREFERRED TRACKS:** Fantasy, Foolin', Gun. **SALES:** Good to moderate in all regions; strongest in Midwest.

#### 141 POINT BLANK • ON A ROLL • MCA

**ADDS:** WSHE, WPLR, WABX. **HOTS:** KLLO. **MEDIUMS:** WMMS, KNCN, WOUR, WCOZ, KSHE, WYSP, WBLM, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.

#### 9 THE POLICE • GHOST IN THE MACHINE • A&M

**ADDS:** None. **HOTS:** WBAB, KMG, KNAC, WMMS, WOUR, WKLS, KLLO, KSHE, KSJO, KMET, KROQ. **MEDIUMS:** KEZY, WKDF, WBLM. **PREFERRED TRACKS:** Secret, Every, Sun, Spirits. **SALES:** Good to moderate in all regions.

### # 5 MOST ADDED

#### 68 RAINBOW • STRAIGHT BETWEEN THE EYES • MERCURY/POLYGRAM

**ADDS:** WLVQ, KEZY, KNCN, WYFE. **HOTS:** WGRQ, KEZY, WBAB, WPLR, WLIR, WOUR, KLLO, KSHE, WYSP. **MEDIUMS:** WLVQ, WYFE, WABX, WMMS, WKLS, WSHE, WCCC, KSJO, WBLM, KBPI. **PREFERRED TRACKS:** Stone. **SALES:** Major breakouts in all regions.

#### 19 SCORPIONS • BLACKOUT • MERCURY/POLYGRAM

**ADDS:** None. **HOTS:** WGRQ, KMET, KBPI, WPLR, WMMS, WLIR, KNCN, WOUR, KLLO, WCOZ, KSHE, WYSP, KSJO, WBLM. **MEDIUMS:** WLVQ, WBAB, WYFE, WKLS, WSHE. **PREFERRED TRACKS:** No One, Title. **SALES:** Good to moderate in all regions; weakest in East.

#### 41 SOFT CELL • NON-STOP EROTIC CABARET • SIRE

**ADDS:** None. **HOTS:** WBAB, KNAC, WMMS, WOUR, KMET, KROQ. **MEDIUMS:** KMG, WHFS, WPLR, KEZY, KLLO, WBLM. **PREFERRED TRACKS:** Tainted, Dwarf. **SALES:** Moderate in East; fair in others.

#### 4 RICK SPRINGFIELD • SUCCESS HASN'T SPOILED ME YET • RCA

**ADDS:** None. **HOTS:** WGRQ, KBPI, WBLM, WBAB, KMG, WABX, WPLR, KNCN, WOUR, WKLS, KEZY, WKDF, KSHE. **MEDIUMS:** WLVQ, WYFE, WSHE, WCCC, KSJO. **PREFERRED TRACKS:** Strangers, Calling, Black. **SALES:** Good in all regions.

#### 34 TOMMY TUTONE • TUTONE 2 • COLUMBIA

**ADDS:** None. **HOTS:** WGRQ, KROQ, WLVQ, WBLM, WBAB, KMG, WYFE, KNAC, WABX, WMMS, WLIR, WOUR, WKLS, WSHE, WYSP. **MEDIUMS:** KMET, WCOZ, WCCC, WKDF. **PREFERRED TRACKS:** Jenny, Man. **SALES:** Good to moderate in all regions.

#### 45 TOTO • IV • COLUMBIA

**ADDS:** WCOZ. **HOTS:** KBPI, WYFE, WPLR, WLIR, KNCN, WOUR, KEZY, KNX. **MEDIUMS:** WLVQ, WBAB, KMG, KZAM, WMMS, WKLS, KLLO, WKDF, WBLM. **PREFERRED TRACKS:** Rosanna, Afraid, Believe. **SALES:** Moderate to fair in all regions; strongest in West.



## TOP 15 ALBUMS

### Spiritual

Weeks  
On  
4/24 Chart

- 1 **WHEN ALL GOD'S CHILDREN GET TOGETHER**  
REV. KEITH PRINGLE (Savoy SL 14656) 1 20
- 2 **IS MY LIVING IN VAIN**  
CLARK SISTERS (New Birth 7056) 2 52
- 3 **GO**  
SHIRLEY CAESAR (Myrrh MSB 6665) 3 26
- 4 **HIGHER PLANE**  
AL GREEN (Myrrh MSB 6674) 4 23
- 5 **CLOUDBURST**  
MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) 8 64
- 6 **WHERE IS YOUR FAITH**  
JAMES CLEVELAND & THE SO. CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7086) 5 32
- 7 **EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA**  
(Myrrh MSB-6691) 7 30
- 8 **POWER**  
TWINKY CLARK (Sound of Gospel SOG 133) 6 7
- 9 **UNCLOUDY DAY**  
MYRNA SUMMERS (Savoy SL 14594) 9 6
- 10 **I LOVE JESUS MORE TODAY**  
TRINITY ALL-NATIONS CHOIR (Savoy SL 14599) 11 3
- 11 **LET HIM HAVE HIS WAY**  
AL HOBBS & THE INDIANAPOLIS MASS CHOIR (Savoy SL 14640) 13 2
- 12 **HE'LL GIVE YOU PEACE IN THE MIDST OF THE STORM**  
O'NEAL TWINS (Savoy SL 14619) 12 5
- 13 **HE'S WORTHY**  
GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR (Savoy SL 14672) — 1
- 14 **SAINTS HOLD ON**  
SENSATIONAL NIGHTINGALES (Malaco 4373) 10 4
- 15 **I FEEL LIKE SINGING**  
WALTER HAWKINS (Elektra/Light E1-60038) 14 3

### Inspirational

Weeks  
On  
4/24 Chart

- 1 **I SAW THE LORD**  
DALLAS HOLM (Greentree R 3723) 1 20
- 2 **AMAZING GRACE**  
B.J. THOMAS (Myrrh MSB 6675) 2 36
- 3 **UNFAILING LOVE**  
EVIE TORNUQUIST (Word WSB 8867) 3 20
- 4 **AMY GRANT IN CONCERT VOL. II**  
(Myrrh MSB 6677) 4 16
- 5 **THE VERY BEST OF THE IMPERIALS**  
(Dayspring SST 4025) 5 16
- 6 **THE TRAVELER**  
DON FRANCISCO (New Pax NP 33106) 6 28
- 7 **PRIORITY**  
IMPERIALS (Dayspring DST 4017) 7 62
- 8 **HOLM, SHEPPARD, JOHNSON**  
(Greentree R 3583) 9 10
- 9 **JONI'S SONG**  
JONI EARECKSON (Word WSB 8856) 8 20
- 10 **MIRACLE**  
B.J. THOMAS (Myrrh 6705) 11 2
- 11 **COLLECTIONS**  
KEITH GREEN (Sparrow SPR 1055) 10 3
- 12 **TOWN TO TOWN**  
PHIL KEAGGY (Sparrow SPR 1053) 14 2
- 13 **BLESS THE LORD WHO REIGNS IN BEAUTY**  
BILL GAITHER TRIO (Word 8870) 12 6
- 14 **AMY GRANT IN CONCERT**  
(Myrrh MSB 6668) 13 46
- 15 **HEARTS ON FIRE**  
SWEET COMFORT BAND (Light 5794) 15 5



**A SCOTTISH DUDE** — The 3M Scotty Award was recently presented to producer/recording artist Quincy Jones for his LP, "The Dude." One-thousand dollars was donated to the Muscular Dystrophy Assn. in Jones' name, and a \$5,000 scholarship goes to a promising new artist chosen by Jones. Pictured standing during the presentation are (l-r): Gordon Menard, 3M executive; Don Linehan, 3M communications manager; Glenn Phoenix, president, Westlake Studios. Pictured seated are (l-r): Geoffrey McWilliams, Muscular Dystrophy poster child; and Jones.

### CBS To Release CX-Encoded LPs In Single Inventory

(continued from page 6)

causing existing audio equipment or record collections to become obsolete.

While CBS already has approximately 20 licensees featuring the CX circuitry in their hardware, the company announced that Toshiba and Onkyo plan to feature CX in their audio equipment by June. Telefunken, which is a CX licensee, will introduce CX integrated chips later this year.

CX hardware components are already available in a variety of formats and there are plans to release other models featuring CX later in the year. The decoders are or will be obtainable in add-on components, circuitry built into receivers and pre-amps and decoder kits.

In terms of video, Pioneer has already released CX-encoded discs; RCA SelectaVision will release CX videodiscs in conjunction with the launching of its stereo videodisc player later this year and CBS plans to incorporate CX in the production of videodiscs at its Carrollton, Ga. plant in the near future. In the meantime, the company is completing a CX demonstration LP to promote the process to audio retailers. CBS plans to announce product to be released in the CX format and a merchandising scheme in the next few weeks.

### MTV Cross-Promotion

(continued from page 18)

want to provide an 'MTV Guide' of sorts, to help retailers cross-merchandise at point-of-purchase," he said.

The mailing will consist of upcoming concerts, specials, and promotions information, besides the posters and counter cards regularly distributed. It will differ from the monthly newsletter currently sent out to the industry, and will also include current video playlists, along with key oldies to support catalog. The information provided should inform retailers as to which albums to keep in stock, said Sykes.

Sykes hoped that after retailers received the guides, they would coordinate local promotions with their WASEC representatives and local cable operators in the same manner as newspaper and radio promotions.

### CBS Gets Injunction

NEW YORK — A final judgment for permanent injunction was entered on March 17 in the Supreme Court of the State of New York, County of New York, in favor of CBS Inc. and against several International Financial Consultants (IFC) entities and principals. The affiliated International Financial Consultants, IFC Investors, Inc., IFC Leasing Corp. and Music Leasing Co., and their principals Stan Pearson, Jerry Denby and Chris Kulawik, were permanently enjoined from claiming any rights to certain master recordings of George Jones, Peaches and Herb, Barbra Streisand, the Isley Brothers, Boomtown Rats, Cheap Trick and Kansas, which are owned by or licensed to CBS.

The IFC entities and principals had obtained possession of duplicate master recordings, the right to which were owned by CBS. They then asserted rights to the masters and leased them to various investors as part of activity where the investors would get tax benefits.

During the court proceedings, the IFC entities and individuals confirmed that they neither obtained nor conveyed any legal rights in the CBS masters to their respective investors. Pursuant to the final judgment for permanent injunction, all master recordings and related artwork and property must be returned to CBS. CBS has expressly reserved all of its rights against the IFC investors, including its right to recover any benefits that the investors might have received from their use of CBS property.

CBS is now considering further actions to protect its rights.

### Amplification

Regrettably, a number of people involved in Stevie Wonder's various business enterprises were omitted from last week's special Issue saluting Wonder's 20th anniversary in the music industry. At this time Wonder would like to acknowledge the following individuals: Stephanie Andrews, director, Wonderland Studios; Charles T. Collins, director of security; Carolyn Greene, chief bookkeeper; Chrysanthemum James, executive assistant; Gary Olazabal, chief recording engineer; Marsha Smith, publicity director; Reggie Wiggins, tour director; and Dwight Radcliff, special assistant, recordings.

### Sparrow Inks Pact With Christian Artists

LOS ANGELES — Sparrow Distribution has entered a long-term distribution agreement with Continental Ministries' Christian Artists Records. Under the terms of the pact Sparrow will handle all records, tapes, print-and-accompaniment tapes and orchestrations for the former New Life gospel catalogue.

The first Christian Artists Records releases will ship in May and can be ordered directly from Sparrow Distribution field reps, or by calling (800) 423-5052 and, in California, (213) 703-6599.

### Full Sail Prods. Bows Heartland Records

NASHVILLE — Full Sail Prods. out of Orlando, Fla. has formed Heartland Records, an independently distributed gospel label. Initial product is due at the beginning of July.

David E. Brown has been named executive vice president and general manager for the company, and Jon Phelps has been added as president and head of A&R.

Heartland is located at 660 Douglas Ave., Altamonte Springs, Fla. 32701. The telephone number is (305) 788-2460.



**REUNION IN NASHVILLE** — Reunion Records, a contemporary Christian label associated with Word, Inc., opened in Nashville recently. First product for the label, located at 210 25th Ave., N., will be an album from Kathy Troccoli. Pictured are (l-r): Dan Harrell, director, marketing and promotion, Reunion; Jim Sharp, Cash Box vice president; Troccoli; and Mike Blanton, director, A&R and creative development, Reunion.



## Skaggs' 45, LP Success Highlights Higher Level Of Activity In Bluegrass

by Michael Kirk

NASHVILLE — With the recent success of Ricky Skaggs' single, "Crying My Heart Out Over You," which topped the Country Singles chart last week and is still going strong at #3 this week, attention is once again being drawn to the bluegrass style he plays. "Crying . . ." is the third top 10 Country single to come from his debut Epic LP, "Waitin' For The Sun To Shine," which is at #10 this week, and this has sparked a renewed interest in the genre, which is alive and well among a network of small, stubborn independents.

While the biggest names in the field are Bill Monroe on MCA, Emmylou Harris on Warner Bros. and now Skaggs on Epic, much of the action in the genre remains on the level of the indies. Sugar Hill Records of Durham, N.C., for which Skaggs recorded before signing with Epic, for instance, has maintained a strong image as one of the more progressive bluegrass labels today, and it apparently pays off.

"We mainly present the younger guys with a contemporary background," said Barry Poss, president, Sugar Hill. "Basically, we're presenting the traditional music in a contemporary setting." This has resulted in a slow but steady growth for Sugar Hill over the years. "It's not by leaps and bounds," Poss noted, "but we have seen a steady increase in our business."

"All record sales are down, including ours," added Jim Netter of Chicago-based Flying Fish Records. "The last couple of three years have been slow, but this type of music has a real loyal following."

### Typical Sales

Sales of 10,000 LP units are generally considered "good" in bluegrass, with 20-30,000 units considered a "hit." An exception is MCA's Bill Monroe, whose sales from his catalog of 26 albums amount to about 350,000 units a year, with about 25,000 units annually for his 10-year-old "Greatest Hits" album.

Monroe, however, is the only bluegrass artist on MCA. "For the most part, bluegrass just doesn't sell that well for us to be involved," said marketing head Chic Doherty. "Bill Monroe is an exception. In addition to being a legend in his field, he is also a good, consistent seller and profit-maker."

Besides Monroe, Harris and Skaggs, other top bluegrass acts include the Seldom Scene, Ralph Stanley, the old Stanley Brothers product, Tony Rice and J.D. Crowe. In the wake of the success of Harris and Skaggs, more attention has been focused on bluegrass.

"I believe major labels are looking at us more, but they're not really sure what to do with the music," said Sugar Hill's Poss. "We have shown that you can make great music on small budgets." Another former Sugar Hill group, Buck White and the White Girls, signed with Capitol, but, to date, no album has been released. Both Skaggs and White

were associated with Harris and her Warner Bros. "Roses In The Snow" album, a project that broke a lot of ground for bluegrass acts. "Bluegrass sales saw a spurt when that album came out," noted Poss. Harris has to be considered one of the most influential progressive bluegrass acts with two albums, "Roses In The Snow" and "Blue Kentucky Girl," both selling gold.

Bluegrass sales generally center in the southeast (especially traditional bluegrass), the Washington D.C. area and California, with the Midwest, especially Ohio and Michigan, also providing a good market. Surprisingly, there is also a strong foreign market, with Japan leading the way, followed by Sweden, Norway and Holland. Australia, England and Italy also provide smaller markets for bluegrass.

Of the surprising success in the Japanese market, Sugar Hill's Poss noted, "At first we just exported, but now we are licensing product over there. Also, we're starting to get Japanese made albums for the American market." Poss attributed the success in foreign markets to "hard-core, committed fans. I don't know how else to describe them. They just love the music and demand it. Also, the print media over there is much more influential in record sales because the radio stations are limited and controlled by the government. Poss also noted that while a few groups tour in the foreign market, most generally only play folk clubs where the pay is not that good. "It's not really profitable to tour over there right now," he said. Poss added that his company has just signed licensing agreements for Germany, Austria and Switzerland, and a sampler album has been compiled.

### Widespread Market

Selling bluegrass records is not a simple matter, as any of those involved will admit. "The market is spread out," said Dave Freeman of Record Depot in Roanoke, Va. "Promoting and selling an album involves a combination of things like direct mail, selling to stores and chains, the artists themselves selling at concerts, the small ma & pa stores and, probably most importantly, the festivals held during the warm months." Netter of Flying Fish added that "airplay on progressive stations and some syndicated shows like the *Prairie Home Companion* add to sales," while Poss revealed that Sugar Hill keeps a computerized list of radio stations and bluegrass shows as well as working with the specialty bluegrass magazines like *Frets* and *Pickin'* to promote and sell product.

Poss also noted that catalog sales, which used to provide the backbone of a label's record sales, have fallen off the past several years. "They used to carry a label," he said, "but now it's the new releases that provide the significant movement."

The bluegrass market, like the general

(continued on page 26)



**SHYLO SIGNS WITH POLYGRAM** — Memphis-based group Shylo recently signed an exclusive recording contract with Mercury/PolyGram. The band's first single, "Crime In The Sheets," was written by group members Ronny Scaife, Don Singleton, and Jerry Hayes and released in April. Present at the signing, which took place at Lyn-Lou Studios in Memphis are (l-r): Larry Rogers, producer; Jerry Kennedy, vice president, A&R, PolyGram/Nashville; and Reggie Casper, Scaife, Singleton, Hayes and Perry York of the group.

## Reed Album Marks Return To Music

NASHVILLE — Though Jerry Reed has in recent years almost forsaken his recording career in favor of his acting abilities, he has renewed his commitment to his musical career with the release of "The Man With The Golden Thumb." The album is the first release the Georgia native has had in over two years that is not part of a movie project, and he and RCA have jointly made an extensive effort to back the album.

"A radio tour is already under way," said Joe Galante, vice president, marketing, RCA/Nashville. "Press days have been completed in New York and Nashville, and a television blitz is under way to support this release. Since this is the first album by Reed in well over two years not concurrent with a movie project, we have unlimited opportunities for promotion and support available to us. The release of 'The Man With The Golden Thumb' will see Reed actively involved with radio and promotion tours."

Reed involved himself with six motion pictures, including *W.W. & The Dixie Dance Kings*, *Gator*, *Smokey And The Bandit* and *Smokey And The Bandit II*, in the past few years, and also starred in a television series *Concrete Cowboy*, which was dismembered by network officials after a handful of episodes.

The album is the first Reed has recorded under the direction of longtime friend Rick Hall, who has worked with Bobby Gentry, Mac Davis, Aretha Franklin, Wilson Pickett and Otis Redding. He also produced "Patches," the first single taken from Reed's new album, for Clarence Carter, who sold one million copies of the record in 1970. "I'm very serious about Jerry Reed and this album, and so is he," commented Hall. "Reed is one of a kind and I would have to say our association is a real love affair based on mutual admiration. I have been a great fan of his for years and immensely enjoyed this project."

In support of the title cut, which is the current release from the package, Reed visited stations in a nationwide promotional radio tour, and a radio and press campaign was enacted. The Rogers & Cowan Agency in New York coordinated much of the publication coverage, netting the artist interviews with *Golf Digest*, *Country Music Scene*, *Country Rhythms*, *Inside Sports* and *Gallery*. In addition, he was interviewed for several syndicated radio programs.

Television tapings included an appearance on *Good Morning, America* and spots on *The Tonight Show* and *Solid Gold*, plus a guesting role on the recent Dean Martin special. Current plans also call for an extensive summer tour of major markets for personal appearances.

"This is the only project I am involved with now," emphasized Reed, "and I have made a total re-commitment to my career as a recording artist. I am very excited about the album and Rick Hall's production and will do everything I can to ensure the success of this album."

## Urban Cowboy Bull Added To Hall Of Fame

NASHVILLE — The mechanical bull ridden by John Travolta in *Urban Cowboy* is the main attraction in the list of new additions to the country Music Hall of Fame and Museum for 1982.

Along with the bull and a 1947 jukebox, the museum will also be exhibiting costumes worn by Elvis Presley, Kenny Rogers, Emmylou Harris, Merle Haggard and Ricky Skaggs. The Hall of Fame will also feature a new collection of computer games testing the players' knowledge of country music. The museum attracted more than 550,000 visitors during 1981.

Already equipped with handicapped parking and entrance ramps, the facility plans to add braille labels to each of the exhibit areas during the 1982 season as a part of its continuing effort to make the museum more accessible and enjoyable for its patrons. Staffed members are also learning sign language and attempting to develop additional means of accommodating the handicapped.

## Busch Gardens Sets Spring Concert Series

NASHVILLE — Four big name music industry celebrities have been scheduled to appear in the spring concert series of The Old Country — Busch Gardens, an amusement park in Williamsburg, Va.

Dick Clark will take his "Dick Clark's Good Ol' Rock 'N' Roll" show there April 25. The show features Tommy Rowe, Little Anthony and the Imperials and the Drifters. T.G. Sheppard is scheduled for May 2, rock band Quarterflash will appear May 16, and Crystal Gayle will close the series May 31.

## Strait Receives First #1 Record

NASHVILLE — Less than one year after the release of his debut single, "Unwound," MCA recording artist George Strait moved to #1 on the *Cash Box* Country Singles chart with "If You're Thinking You Want A Stranger (There's One Coming Home)," giving him his first single to reach the top position. "If You're Thinking You Want A Stranger . . ." penned by producer Black Mevis and David Wills, is the third single culled from Strait's initial album release, "Strait Country," which has been a consistent seller on the *Cash Box* Country Albums chart.



**GOLDEN MOMENT FOR THE CMA** — Loretta Lynn recently presented the Country Music Assn. (CMA) with its first set of gold records during the awarding of a pair for the Coal Miner's Daughter soundtrack. Pictured honoring the movie package, which featured vocals by Sissy Spacek, are (l-r): Jo Walker-Meador, president, CMA; Lynn; and Bill Ivey, executive director, CMA.



# TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	4/24		4/24
<b>1 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229)	2	<b>38 WHEN WE WERE BOYS</b> THE BELLAMY BROTHERS (Elektra E1-60019)	— 1
<b>2 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951)	3	<b>39 DESPERATE DREAMS</b> EDDY RAVEN (Elektra 5E-545)	40 26
<b>3 BOBBIE SUE</b> OAK RIDGE BOYS (MCA 5294)	4	<b>40 NOT GUILTY</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	28 29
<b>4 BLACK ON BLACK</b> WAYLON JENNINGS (RCA AHL 1-4247)	1	<b>41 YOU DON'T KNOW ME</b> MICKY GILLEY (Epic FE-37416)	34 45
<b>5 SOUTHERN COMFORT</b> CONWAY TWITTY (Elektra E1-60005)	5	<b>42 GREATEST HITS</b> JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	39 22
<b>6 FINALLY!</b> T.G. SHEPPARD (Warner/Curb BSK 3600)	7	<b>43 SEVEN YEAR ACHES</b> ROSANNE CASH (Columbia JC-36965)	31 58
<b>7 THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	8	<b>44 WHEN A MAN LOVES A WOMAN</b> JACK GRAYSON (Koala KOA 15751)	33 7
<b>8 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	15	<b>45 INSIDE AND OUT</b> LEE GREENWOOD (MCA-5305)	— 1
<b>9 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	9	<b>46 I'M GOIN' HURTIN'</b> JOE STAMPLEY (Epic FE 37927)	48 23
<b>10 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	11	<b>47 WITH LOVE</b> JOHN CONLEE (MCA 5213)	47 40
<b>11 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b> (Warner Bros./Viva BSK 3643)	12	<b>48 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	26 2
<b>12 BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	6	<b>49 ESPECIALLY FOR YOU</b> DON WILLIAMS (MCA 5210)	42 41
<b>13 FANCY FREE</b> OAK RIDGE BOYS (MCA 5209)	13	<b>50 GIVIN' HERSELF AWAY</b> GAIL DAVIES (Warner Bros. BSK 3636)	43 8
<b>14 WINDOWS</b> THE CHARLIE DANIELS BAND (Epic FE 37694)	19	<b>51 THERE'S NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA AHL 1-4060)	51 35
<b>15 STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE-37106)	10	<b>52 LOVERS &amp; LOSERS</b> JOHNNY PAYCHECK (Epic FE 37933)	52 3
<b>16 SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	16	<b>53 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	44 157
<b>17 FEELIN' RIGHT</b> RAZZY BAILEY (RCA AHL 1-4228)	17	<b>54 TOWN &amp; COUNTRY</b> RAY PRICE (Dimension DL 5003)	54 3
<b>18 GREATEST HITS</b> OAK RIDGE BOYS (MCA 5150)	14	<b>55 AIN'T GOT NOTHING TO LOSE</b> BOBBY BARE (Columbia FC 37719)	55 3
<b>19 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	24	<b>56 ENCORE</b> MICKY GILLEY (Epic JF-36851)	— 1
<b>20 STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	20	<b>57 LIVE</b> BARBARA MANDRELL (MCA 5243)	57 35
<b>21 BET YOUR HEART ON ME</b> JOHNNY LEE (Full Moon/Asylum 5E-541)	23	<b>58 I LIE</b> LORETTA LYNN (MCA 5293)	58 10
<b>22 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	18	<b>59 TAKE ME TO THE COUNTRY</b> MEL McDANIEL (Capitol ST-12208)	— 1
<b>23 SEASONS OF THE HEART</b> JOHN DENVER (RCA AFL 1-4256)	36	<b>60 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	60 76
<b>24 HIGH NOTES</b> HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	49	<b>61 GREATEST HITS</b> CHARLEY PRIDE (RCA AHL 1-4151)	45 27
<b>25 STRAIT COUNTRY</b> GEORGE STRAIT (MCA 5248)	25	<b>62 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1</b> NASHVILLE RHYTHM SECTION (Koala KOA 15001)	50 24
<b>26 THE DUKES OF HAZZARD</b> VARIOUS ARTISTS (Scotti Bros./CBS E237712)	32	<b>63 FIRE &amp; SMOKE</b> EARL THOMAS CONLEY (RCA AHL 1-4135)	53 21
<b>27 CHARLEY SINGS EVERYBODY'S CHOICE</b> CHARLEY PRIDE (RCA AHL 1-4287)	46	<b>64 GREATEST HITS</b> ANNE MURRAY (Capitol SO-12110)	56 82
<b>28 LISTEN TO THE RADIO</b> DON WILLIAMS (MCA-5306)	35	<b>65 MR. T</b> CONWAY TWITTY (MCA 5204)	59 33
<b>29 JUICE</b> JUICE NEWTON (Capitol ST 12136)	21	<b>66 LIVE</b> TANYA TUCKER (MCA 5299)	61 5
<b>30 YEARS AGO</b> STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	30	<b>67 SURROUND ME WITH LOVE</b> CHARLY McCCLAIN (Epic FE-37108)	68 49
<b>31 CIMARRON</b> EMMYLOU HARRIS (Warner Bros. BSK 3603)	22	<b>68 FRAGILE — HANDLE WITH CARE</b> CRISTY LANE (Liberty LT-51112)	71 28
<b>32 HEARTBREAK EXPRESS</b> DOLLY PARTON (RCA AHL 1-4289)	38	<b>69 I AIN'T HONKY TONKIN' NO MORE</b> JOE SUN (Elektra E1-10010)	62 5
<b>33 HOLLYWOOD, TENNESSEE</b> CRYSTAL GAYLE (Columbia FC 37438)	27	<b>70 STARDUST</b> WILLIE NELSON (Columbia JC 35305)	63 196
<b>34 ME AND MY R.C.</b> LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4059)	29	<b>71 SLEEPING WITH YOUR MEMORY</b> JANIE FRICKE (Columbia FC 37535)	64 13
<b>35 BUSTED</b> JOHN CONLEE (MCA 5310)	41	<b>72 AMAZING GRACE</b> CRISTY LANE (Liberty/LS LT-51117)	65 5
<b>36 IT'S A LONG WAY TO DAYTONA</b> MEL TILLIS (Elektra E1-60016)	—	<b>73 WHERE DO YOU GO WHEN YOU DREAM</b> ANNE MURRAY (Capitol SOO-12144)	66 15
<b>37 GARY MORRIS</b> (Warner Bros. BSK 3658)	37	<b>74 TAKIN' IT EASY</b> LACY J. DALTON (Columbia FC 37327)	67 39
		<b>75 HONEYSUCKLE ROSE</b> ORIGINAL SOUNDTRACK (Columbia S2 36752)	75 9



**WARNER CREW FOLLOWS SHEPPARD TO THE FOX** — T.G. Sheppard met with Warner Bros. executives following his performance at the Fox Theatre in Atlanta with Ronnie Milsap. Sheppard and crew met to discuss his latest single, "Finally," at the finale of the show. Pictured are (l-r): Dave McClellan, southeastern country promotion, Warner Bros.; Howard Rosen, vice president, promotion, Warner Bros.; Bill Biggs, Atlanta branch manager, Warner Bros.; Sheppard; Stan Byrd, director, national sales, promotion, Warner Bros.; Norma Ories, promotion, Warner Bros.; and Danny Davenport, regional promotion, Warner Bros.

## THE COUNTRY COLUMN

**ANDERSON LEAVES NARAS** — Francine Anderson has left her position as the executive director of the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS), a position she had filled since 1975. Following the appointment of a new executive director, Anderson will take on a position in public relations and sales for a local firm involved in cattle investments. The company has also asked her to develop Confederate Valley Entertainment Prods., capitalizing on her knowledge of the music industry.

**COWBOYS OPENS IN TULLAHOMA** — Cowboys, a 1,500-seat nightclub in Tullahoma, Tenn., opened recently with entertainment provided by the Vandells and Red Pony Express. According to owners Jerry Newton and George Wagner, the club expects to draw clientele from Nashville, Chattanooga and Huntsville to the facility, which boasts 19,000 square feet of space, including two stages, a pair of dance floors and a game room. Already slated to appear at the club are Brenda Lee, Johnny Rodriguez, John Conlee, Tom T. Hall and T.G. Sheppard. Jimmy C. Newman, Mel Tillis and Cal Smith were among the first to grace the Cowboys stage.

**SKAGGS TO PLAY FOR THE PRESIDENT** — Following his appearance on the Academy of Country Music (ACM) awards show April 29, Ricky Skaggs will fly to Knoxville to perform on the World's Fair "Grand Opening Extravaganza." Though Skaggs is allowed only one song, President Ronald Reagan will be among the celebrities and dignitaries present for the 6:00 a.m. show. Skaggs will have a one-hour show later in the day at the Plaza of the Flags.

**PROMOTIONAL TOUR IS A CALAMITY** — After opening for Hank Williams, Jr. for two dates and appearing at a sold-out show at 15,000-seat Veterans Memorial Auditorium in Des Moines, Columbia recording group Calamity Jane headed south to Dallas where it met with several local air personalities. The female quartet — known individually as Pam Rose, Mary Ann Kennedy, Linda Moore and Mary Fiedler — had lunch with Bobby Kralg of KPLX-FM and Danny McDuff from KLIF, before moving on to KBOX, where they had an "on-air" interview with Bobby Dark. The group finished with a meeting with program director John Walton and his staff at KIXK-FM and a jaunt to the CBS branch in Dallas to view its "I've Just Seen A Face" video. The ladies also received a specially-designed picture disc from Lieberman Enterprises.

**OAKS BULLISH ON MA BELL** — Frances Bellamy, mother and bookkeeper of the Bellamy Brothers, is in the process of developing the next Oak Ridge Boys act. It seems that four brahma calves were born recently at the Bellamy farm, and she christened the hoofers Joe, Duane, Bill and Richard.

**IN MEMORY OF A FRIEND** — The column is dedicated this week to the memory of Timothy James Stlchnoth, Cash Box country chart coordinator, who died in an auto accident April 18. Tim was a genuine friend as well as a co-worker, and those who knew him will remember him as a steady, timeless, honest and equitable individual, and his reserved demeanor and spontaneous humor will be missed by us all. Cash Box joins the rest of the industry in mourning the loss of a deservedly well-respected member of the Nashville music community. **tom roland**

## SINGLES TO WATCH

- RAY STEVENS** — Where The Sun Don't Shine (RCA PB-13027)
- MARTY ROBBINS** — Some Memories Just Won't Die (Columbia 18-02854)
- THE FOUR GUYS** — Stealin' The Feelin' (Myrtle M 1001)
- BERTIE HIGGINS** — Just Another Day In Paradise (Kat Family ZS5 02839)
- JIM & JESSE AND CHARLIE LOUVIN** — North Wind (Soundwaves NSD/SW4671)
- THE THRASHER BROTHERS** — I Think I Feel A Love Comin' On (MCA MCA-52047)
- BOBBY MACKEY** — Peps! Man (Moon Shine MS 3007)
- KENNY DALE** — I Think I'm Losing You Again (Funderburg F 5001)



# TOP 100 COUNTRY SINGLES

May 1, 1982

	Weeks On 4/24 Chart		Weeks On 4/24 Chart		Weeks On 4/24 Chart
<b>1</b>		<b>IF YOU'RE THINKING YOU WANT A STRANGER (THERE'S ONE COMING COME)</b> GEORGE STRAIT (MCA-51228)	3	14	
<b>2</b>		<b>MOUNTAIN MUSIC</b> ALABAMA (RCA-PB-13019)	6	9	
<b>3</b>		<b>CRYING MY HEART OUT OVER YOU</b> RICKY SKAGGS (Epic 14-02692)	1	15	
<b>4</b>		<b>A COUNTRY BOY CAN SURVIVE</b> HANK WILLIAMS, JR. (Elektra/Curb E-47257)	5	15	
<b>5</b>		<b>ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia 18-02741)	14	9	
<b>6</b>		<b>ANOTHER HONKY-TONK NIGHT ON BROADWAY</b> DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS 50007)	7	13	
<b>7</b>		<b>YOU NEVER GAVE UP ON ME</b> CRYSTAL GAYLE (Columbia 18-02718)	9	11	
<b>8</b>		<b>I LIE</b> LORETTA LYNN (MCA-51226)	8	9	
<b>9</b>		<b>'ROUND THE CLOCK LOVIN'</b> GAIL DAVIES (Warner Bros. WBS 50004)	10	12	
<b>10</b>		<b>BUSTED</b> JOHN CONLEE (MCA-52008)	13	11	
<b>11</b>		<b>SINGLE WOMEN</b> DOLLY PARTON (RCA PB-13057)	12	10	
<b>12</b>		<b>JUST TO SATISFY YOU</b> WAYLON & WILLIE (RCA PB-13073)	15	8	
<b>13</b>		<b>SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)</b> GENE WATSON (MCA-52009)	16	10	
<b>14</b>		<b>TEARS OF THE LONELY</b> MICKEY GILLEY (Epic 14-02774)	17	7	
<b>15</b>		<b>YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)</b> THE STATLER BROS. (Mercury 76142)	22	8	
<b>16</b>		<b>DON'T LOOK BACK</b> GARY MORRIS (Warner Bros. WBS 50017)	18	10	
<b>17</b>		<b>A LITTLE BIT CRAZY</b> EDDY RAVEN (Elektra E-47413)	19	11	
<b>18</b>		<b>FINALLY</b> T.G. SHEPPARD (Warner/Curb WBS 50041)	25	5	
<b>19</b>		<b>YOU'RE NOT EASY TO FORGET</b> DOTTIE WEST (Liberty P-B-1451)	20	11	
<b>20</b>		<b>SOMEDAY SOON</b> MOE BANDY (Columbia 18-02735)	23	10	
<b>21</b>		<b>KANSAS CITY LIGHTS</b> STEVE WARINER (RCA PB-13072)	24	9	
<b>22</b>		<b>FOR ALL THE WRONG REASONS</b> THE BELLAMY BROS. (Elektra/Curb E-47431)	26	6	
<b>23</b>		<b>TAKE ME TO THE COUNTRY</b> MEL McDANIEL (Capitol P-B-5095)	27	7	
<b>24</b>		<b>RING ON HER FINGER, TIME ON HER HANDS</b> LEE GREENWOOD (MCA-52026)	29	6	
<b>25</b>		<b>I DON'T KNOW WHERE TO START</b> EDDIE RABBITT (Elektra E-47435)	35	5	
<b>26</b>		<b>LISTEN TO THE RADIO</b> DON WILLIAMS (MCA-52037)	34	3	
<b>27</b>		<b>I FEEL IT WITH YOU</b> KIERAN KANE (Elektra E-47415)	28	9	
<b>28</b>		<b>I'M GOIN' HURTIN'</b> JOE STAMPLEY (Epic 14-02791)	30	7	
<b>29</b>		<b>ANOTHER CHANCE</b> TAMMY WYNETTE (Epic 14-02770)	32	6	
<b>30</b>		<b>SAME OLE ME</b> GEORGE JONES (Epic 14-02696)	2	13	
<b>31</b>		<b>JUST GIVE ME WHAT YOU THINK IS FAIR</b> LEON EVERETTE (RCA PB-13079)	36	6	
<b>32</b>		<b>TRAVELIN' MAN</b> JACKY WARD (Elektra E-47424)	33	8	
<b>33</b>		<b>FORTY AND FADIN'</b> RAY PRICE (Dimension DS-1031)	37	6	
<b>34</b>		<b>EVERYTIME YOU CROSS MY MIND (YOU BREAK MY HEART)</b> RAZZY BAILEY (RCA PB-13084)	40	4	
<b>35</b>		<b>I DON'T THINK SHE'S IN LOVE ANYMORE</b> CHARLEY PRIDE (RCA PB-13096)	45	2	
<b>36</b>		<b>LAST OF THE SILVER SCREEN COWBOYS</b> REX ALLEN, JR. (Warner Bros. WBS 50035)	38	6	
<b>37</b>		<b>HOLED UP IN SOME HONKY TONK</b> JOE SUN (Elektra E-47417)	39	8	
<b>38</b>		<b>WOULD YOU CATCH A FALLING STAR</b> JOHN ANDERSON (Warner Bros. WBS 50043)	49	4	
<b>39</b>		<b>LOVE IS</b> ALLEN TRIPP (Nashville Records NR 1001)	41	10	
<b>40</b>		<b>THE TWO-STEP IS EASY</b> MICHAEL MURPHEY (Liberty P-B-1455)	42	7	
<b>41</b>		<b>BAD NEWS</b> BOXCAR WILLIE (Main Street B951)	44	8	
<b>42</b>		<b>I NEVER KNEW THE DEVIL'S EYES WERE BLUE</b> TERRY GREGORY (Handshake WS9 02736)	43	8	
<b>43</b>		<b>SLOW HAND</b> CONWAY TWITTY (Elektra E-47443)	58	2	
<b>44</b>		<b>I HAD IT ALL</b> FRED KNOBLOCK (Scotti Bros. ZS 02752)	47	7	
<b>45</b>		<b>LOVE'S FOUND YOU AND ME</b> ED BRUCE (MCA-52036)	57	2	
<b>46</b>		<b>IF I COULD SEE YOU TONIGHT</b> KIPPI BRANNON (MCA-52023)	48	6	
<b>47</b>		<b>WITH THEIR KIND OF MONEY AND OUR KIND OF LOVE</b> BILLY SWAN (Epic 14-02841)	54	4	
<b>48</b>		<b>THE MAN WITH THE GOLDEN THUMB</b> JERRY REED (RCA PB-13081)	53	4	
<b>49</b>		<b>WHEN YOU FIND HER, KEEP HER</b> THE WRIGHT BROTHERS (Warner Bros. WBS 50033)	50	5	
<b>50</b>		<b>BROTHERLY LOVE</b> GARY STEWART & DEAN DILLON (RCA PB-13049)	52	5	
<b>51</b>		<b>KEY LARGO</b> BERTIE HIGGINS (Kat Family WS9 02524)	51	8	
<b>52</b>		<b>THE GENERAL LEE</b> JOHNNY CASH (Scotti Bros. ZS5 02803)	56	6	
<b>53</b>		<b>DEALING WITH THE DEVIL</b> MERLE HAGGARD (MCA-52020)	62	3	
<b>54</b>		<b>ANY DAY NOW</b> RONNIE MILSAP (RCA PB-13216)	—	1	
<b>55</b>		<b>DIAMOND IN THE ROUGH</b> KAREN TAYLOR (Mesa M1111)	55	9	
<b>56</b>		<b>CLOSER TO YOU</b> THE BURRITO BROS. (Curb ZS5 02835)	63	4	
<b>57</b>		<b>'TIL YOU'RE GONE</b> BARBARA MANDRELL (MCA-52038)	—	1	
<b>58</b>		<b>MY LOVE BELONGS TO YOU</b> RONNIE ROGERS (Lifesong LS-45095)	60	6	
<b>59</b>		<b>EVERYONE KNOWS I'M YOURS</b> THE CORBIN/HANNER BAND (Alfa ALF-7022)	61	4	
<b>60</b>		<b>THROUGH THE YEARS</b> KENNY ROGERS (Liberty P-A-1444)	4	14	
<b>61</b>		<b>IN LIKE WITH EACH OTHER</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-02698)	11	13	
<b>62</b>		<b>THE CLOWN</b> CONWAY TWITTY (Elektra E-47302)	21	14	
<b>63</b>		<b>ANOTHER SLEEPLESS NIGHT</b> ANNE MURRAY (Capitol P-A-5083)	31	16	
<b>64</b>		<b>BE THERE FOR ME BABY</b> JOHNNY LEE (Full Moon/Asylum E-47301)	46	15	
<b>65</b>		<b>AFTER THE LOVE SLIPS AWAY</b> EARL THOMAS CONLEY (RCA PB-13053)	59	11	
<b>66</b>		<b>ASHES TO ASHES</b> TERRI GIBBS (MCA-52040)	77	2	
<b>67</b>		<b>TAKE TIME TO KNOW HER</b> DAVID ALLEN COE (Columbia 18-02815)	71	4	
<b>68</b>		<b>NEW CUT ROAD</b> BOBBY BARE (Columbia 18-02690)	64	15	
<b>69</b>		<b>ALL MY LOVING</b> MUNDO EARWOOD (Primer PR-1001)	79	3	
<b>70</b>		<b>LONELY HEARTS</b> YOUNGER BROTHERS (MCA-52030)	75	3	
<b>71</b>		<b>TENNESSEE ROSE</b> EMMYLOU HARRIS (Warner Bros. WBS 49892)	65	16	
<b>72</b>		<b>BOBBIE SUE</b> OAK RIDGE BOYS (MCA-51231)	68	15	
<b>73</b>		<b>BIG CITY</b> MERLE HAGGARD (Epic 14-02686)	69	16	
<b>74</b>		<b>(YOU SURE KNOW YOUR WAY) AROUND MY HEART</b> LOUISE MANDRELL (RCA-PB-13039)	66	12	
<b>75</b>		<b>I'VE JUST SEEN A FACE</b> CALAMITY JANE (Columbia 18-02715)	67	8	
<b>76</b>		<b>SOMEBODY BUY THIS COWGIRL A BEER</b> TANYA TUCKER (MCA-52017)	76	8	
<b>77</b>		<b>OVER THIRTY (NOT OVER THE HILL)</b> CONWAY TWITTY (MCA-52032)	—	1	
<b>78</b>		<b>LYING MYSELF TO SLEEP</b> NOEL (Deep South A.G. 681)	78	5	
<b>79</b>		<b>A THING OR TWO ON MY MIND</b> GENE KENNEDY & KAREN JEGGLUM (Door Knob DK 82-173)	80	6	
<b>80</b>		<b>WASN'T THAT LOVE</b> SUSIE ALLANSON (Liberty P-B-1463)	86	3	
<b>81</b>		<b>I NEVER ONCE STOPPED LOVING YOU</b> LIZ LYNELLE (Koala KOS 335)	85	2	
<b>82</b>		<b>SLOW DOWN</b> LACY J. DALTON (Columbia 18-02847)	95	2	
<b>83</b>		<b>I'M SO LONESOME I COULD CRY</b> JERRY LEE LEWIS (Mercury 76148)	91	2	
<b>84</b>		<b>I'VE NEVER BEEN TO ME</b> CHARLENE (Motown 1611MF)	92	2	
<b>85</b>		<b>BACK IN MY BABY'S ARMS</b> VINCE & DIANNE HATFIELD (Soundwaves NSD/SW 4668)	87	3	
<b>86</b>		<b>I'M IN LOVE WITH A MEMORY</b> DON LEE (Crescent 101)	88	3	
<b>87</b>		<b>SLIPPIN' AND SLIDIN'</b> STEPHANIE WINSLOW (Primer PR-1003)	—	1	
<b>88</b>		<b>EITHER YOU'RE MARRIED OR YOU'RE SINGLE</b> MARGO SMITH (AMI 1304)	—	1	
<b>89</b>		<b>FRAGILE—HANDLE WITH CARE</b> CRISTY LANE (Liberty P-B-1461)	—	1	
<b>90</b>		<b>(WHO'S GONNA SING) THE LAST COUNTRY SONG</b> BILLY PARKER (Soundwaves NSD/SW4670)	—	1	
<b>91</b>		<b>THE LITTLE LADY PREACHER</b> TOM T. HALL (Mercury 76147)	93	2	
<b>92</b>		<b>MY MAN FRIDAY</b> PATTI PAGE (Plantation PL 208)	96	2	
<b>93</b>		<b>WHY DIDN'T I THINK OF THAT</b> DAVE ROWLAND (Elektra E-47442)	—	1	
<b>94</b>		<b>THINK ABOUT YOUR LOVIN'</b> THE OSMONDS (Elektra E-47438)	—	1	
<b>95</b>		<b>CHEATIN' STATE OF MIND</b> BANDANA (Warner Bros. WBS 50045)	—	1	
<b>96</b>		<b>DON'T GIVE UP ON ME</b> EDDY ARNOLD (RCA PB-13094)	—	1	
<b>97</b>		<b>IT'LL BE HER</b> TOMPALL & THE GLASERS (Elektra E-47405)	70	12	
<b>98</b>		<b>SHE DOESN'T BELONG TO YOU</b> TERRY ADEN (AMI 1303)	94	3	
<b>99</b>		<b>NATURAL LOVE</b> PETULA CLARK (Scotti Bros. ZS5 02676)	72	13	
<b>100</b>		<b>THE ARMS OF A STRANGER</b> TENNESSEE EXPRESS (RCA PB-13078)	74	6	

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

A Country Boy (Bocephus — BMI)	4	Everytime You Cross (House Of Gold — BMI)	34	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	51	Someday Soon (W.B. — ASCAP)	20
A Little Bit Crazy (Milene — ASCAP)	17	Finally (Meadowgreen — ASCAP)	18	Last Of The Silver (Peso — BMI)	36	Speak Softly (Booth and Watson — BMI)	13
A Thing Or Two (Door Knob — BMI)	79	For All The (Bellamy Bros./Famous — ASCAP)	22	Listen To (Southwest Words and Music — BMI)	26	Take Me To (Vogue/Partner/Bibo c/o Welk — BMI/ASCAP)	63
After The Love (Blue Moon (adm. by April) Easy Listening — ASCAP)	65	Forty And Fadin' (Millstone—ASCAP/Chevis—BMI)	33	Lonely Hearts (Dick James — BMI)	70	Take Time To Know Her (Al Gallico — BMI)	27
All My Lovin' (Maclen — BMI)	69	Fragile — Handle With Care (Kevin Lee — BMI)	89	Love Is (I.S.P.D. — ASCAP)	39	Tears Of The (Bibo c/o Welk — ASCAP)	14
Always On (Screen Gems-EMI/Rose Bridge — BMI)	5	Holed Up In (Tree — BMI/Golden Opportunity — SESAC/G.I.D. — ASCAP)	37	Love's Found You (Tree/Newkeys w/Sugarplum and Sister John — BMI)	45	Tennessee Rose (Warner-Tamerlane/Babbling Brooks — BMI/Drunk Monkey — ASCAP)	71
Another Chance (First Lady/Sylvia's Mother — BMI)	29	I Don't Know (Briarpatch/DebDave — BMI)	25	Lying Myself To Sleep (Blue Lake/King Cole — BMI)	78	The Arms Of A Stranger (Cross Keys — ASCAP)	100
Another Honky-Tonk (Peso/Wallet — BMI)	6	I Don't Think (Royal Haven — BMI)	35	Mountain Music (Maypop (div. of Wildcountry) — BMI)	2	The Clown (Mammoth Spring/Rose Bridge — BMI)	62
Another Sleepless Night (Chappell — ASCAP)	63	I Feel It (Cross Keys/Liltom — ASCAP)	27	My Love Belongs (Sister John/Sugar Plum/New Keys — BMI)	58	The General Lee (Holy Moley/Jodi Lynn/House of Cash — BMI)	52
Any Day Now (Plan Two — ASCAP)	54	I Had It (Flowering Stone—ASCAP/Legendsongs—BMI)	44	My Man Friday (Blendingwell — ASCAP/Black Thunder — SESAC)	92	The Little Lady (Unichappell/Morris — BMI)	91
Ashes To Ashes (Chaplin — ASCAP)	66	I Lie (Coal Miners — BMI)	8	Natural Love (Flowering Stone — ASCAP/Holy Moley — BMI)	99	The Man With The Golden Thumb (Fame — BMI)	48
Back In My (Hall-Clement c/o Welk — BMI)	85	I Never Knew (Easy Listening — ASCAP/Galleon — ASCAP)	42	New Cut Road (World Song — ASCAP)	68	The Two-Step (Timberwolf — BMI)	40
Bad News (Acuff Rose — BMI)	41	I Never Once (Stallion — BMI)	81	Over Thirty (Cross Keys — ASCAP)	77	Through The Years (Peso/Swanee BRAVO! — BMI)	60
Be There (Chappell/Intersong — ASCAP)	64	I Think About (Blackwood/Magic Castle — BMI)	94	'Round The Clock (Chappell — ASCAP/Tri-Chappell — SESAC)	91	'Til You're Gone (Rick Hall — ASCAP)	57
Big City (Shade Tree — BMI)	73	If I Could (Jeffrey's Rainbow — BMI)	96	Same Ole Me (Silverline — BMI)	3	Travelin' Man (4 Star — BMI)	32
Bobbie Sue (House of Gold — BMI/Bobby Goldsboro — ASCAP)	72	If You're Thinking (Jack and Bill/Welk ASCAP)	1	She Doesn't Belong (Pettibone — BMI)	98	Wasn't That Love (Welbeck/King Coal — ASCAP)	80
Brotherly Love (Forrest Hills/Tree — BMI)	50	I'm Goin' Hurtin' (Baray/Mullet — BMI)	28	Single Women (Least Loved/Velvet Apple — BMI)	11	When You Find Her (Tree/O'Lyric — BMI)	49
Busted (Tree — BMI)	10	I'm In Love (Mapleville/Faniork — BMI)	86	Slipoin' And Slidin' (not listed — BMI)	87	Who's Gonna Sing (Hitkit — BMI)	90
Cheatin' State (Stan Cornelius—ASCAP/Louisville—SESAC)	98	I'm So Lonesome (Fred Rose/Hiriam — BMI)	83	Slow Hand (Algee — BMI)	82	Why Didn't I (Tree — BMI/Cross Keys — ASCAP)	93
Closer To You (Atlantic — BMI)	56	In Like With Each Other (Larry Gatlin — BMI)	61	Slow Hand (Warner-Tamerlane/Flying Dutchman — BMI/Sweet Harmony — ASCAP)	43	With Their Kind (Sherman Oaks — BMI/Music City — ASCAP)	47
Crying My Heart (Cedarwood — BMI)	3	It'll Be Her (Baron/Hat Band — BMI)	97	Somebody Buy (Pescio — BMI)	76	Would You Catch A Falling Star (Tree — BMI)	38
Dealing With (Acuff-Rose/Milene — BMI/ASCAP)	53	I've Just Seen (Maclen — BMI)	75			You Never Gave (Michael O'Connor — BMI)	7
Diamond In The Rough (Bil-Kar — SESAC)	55	I've Never Been (Stone Diamond — BMI)	84			You Sure Know (Bibo c/o Welk Group/Chappell Company — ASCAP)	74
Don't Give Up (Ben Peters/Four Star — BMI)	96	Just Give Me What (Peso — BMI)	31			You'll Be Back (Bibo c/o Welk/Sunflower Country — ASCAP/BMI)	15
Don't Look Back (Gary Morris/WB Music — ASCAP/Warner-Tamerlane — BMI)	16	Just To Satisfy (Irving — BMI/Parody — BMI)	12			You're Not Easy (ATV/Mann and Weil/Braintree/Snow — BMI)	19
Either You're Married (Intersong/Satin Pony — ASCAP)	88	Kansas City Lights (Tom Collins — BMI)	21				
Everyone Knows I'm Yours (Sabel — ASCAP)	59						

⚡ = Exceptionally heavy radio activity this week

💰 = Exceptionally heavy sales activity this week



# GEORGE STRAIT



GEORGE STRAIT • STRAIT COUNTRY



MCA-5320

*The debut album from the most exciting new artist in the country  
featuring the hits*

**“UNWOUND,” “DOWN AND OUT”**

MCA-51104

MCA-51170

*and this week's #1 single*

**“IF YOU'RE THINKIN' YOU WANT A STRANGER”**

MCA-51228

*Congratulations, George, from all your friends at the MCA Record Group*



## MOST ADDED COUNTRY SINGLES

1. ANY DAY NOW — RONNIE MILSAP — RCA — 46 ADDS
2. 'TIL YOU'RE GONE — BARBARA MANDRELL — MCA — 43 ADDS
3. SLOW HAND — CONWAY TWITTY — ELEKTRA — 21 ADDS
4. OVER THIRTY — CONWAY TWITTY — MCA — 20 ADDS
5. LOVE'S FOUND YOU AND ME — ED BRUCE — MCA — 17 ADDS
6. ASHES TO ASHES — TERRI GIBBS — MCA — 15 ADDS
7. SLIPPIN' AND SLIDIN' — STEPHANIE WINSLOW — PRIMERO — 15 ADDS
8. FRAGILE — HANDLE WITH CARE — CRISTY LANE — LIBERTY — 15 ADDS
9. EITHER YOU'RE MARRIED OR YOU'RE SINGLE — MARGO SMITH — AMI — 14 ADDS
10. THE LAST COUNTRY SONG — BILLY PARKER — SOUNDWAVE/NSD — 14 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. FINALLY — T.G. SHEPPARD — WARNER/CURB — 66 REPORTS
2. I DON'T KNOW WHERE TO START — EDDIE RABBITT — ELEKTRA — 61 REPORTS
3. LISTEN TO THE RADIO — DON WILLIAMS — MCA — 48 REPORTS
4. I DON'T THINK SHE'S IN LOVE ANYMORE — CHARLEY PRIDE — RCA — 44 REPORTS
5. WOULD YOU CATCH A FALLING STAR — JOHN ANDERSON — WARNER BROS. — 41 REPORTS
6. YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS) — STATLER BROTHERS — MERCURY — 38 REPORTS
7. TAKE ME TO THE COUNTRY — MEL McDANIEL — CAPITOL — 38 REPORTS
8. JUST GIVE ME WHAT YOU THINK IS FAIR — LEON EVERETTE — RCA — 38 REPORTS
9. RING ON HER FINGER, TIME ON HER HANDS — LEE GREENWOOD — MCA — 37 REPORTS
10. FOR ALL THE WRONG REASONS — BELLAMY BROTHERS — ELEKTRA/CURB — 36 REPORTS

## Wrangler Starsearch Finalists Set

NASHVILLE — The finals for the Wrangler Country Starsearch will take place April 28, with 49 finalists representing every state except Connecticut, Hawaii and New Hampshire competing for the \$50,000 first prize on the nationally televised contest.

The 49 finalists were culled from a field of 30,000 entrants in local contests at 300 country stations across the United States as a part of the Starsearch competition. Rehearsal and elimination at the Grand Ole Opry House begins April 26 and culminates two days later with the selection of the winner from among the top 10 finalists in a show that will be taped for national broadcast at the start of summer.

### Weaver To Host

Television star Dennis Weaver will host the ceremonies, with special appearances by Connie Cato, George Jones, Jerry Reed, T.G. Sheppard, Mel Tillis and Tammy Wynette.

In addition to the \$50,000 cash prize, the winner will receive a one-year recording contract with Dimension Records, to be presented by label president Ken Stiltz, and a 12-month booking agreement with the Shorty Lavender Agency, which will be presented by the talent agency's president, Dan Wojcik.

Ron Nickell and Robert Smith will serve as executive producers for the event with Bill Turner acting as director. Tickets can be obtained by calling (615) 242-8234.

## Bluegrass Action

(continued from page 22)

record market, has seen its audience increase in age. "Most of the buyers now are 30-40," said Record Depot's Freeman. "The college market is still significant, but it accounts for less of the market now than it did 10-15 years ago." Flying Fish's Netter added: "You have to have the production budgets to match the sales so that means less money is spent to record these albums. But we adapt and find some new inroads — like folk societies and bluegrass societies that are promoting concerts now and taking less profit so the artist can have more."

Poss summed up the current bluegrass field by stating, "It's a pretty esoteric market, and it looks like its moving backward and forward at the same time. It looks like the progressive people are taking over, but there are also more traditional acts coming on strong. The progressive acts are coming on strong with old songs, while the traditional sound seems to always find a market."



**CORBIN/HANNER HITS PITTSBURGH** — Members of Alfa act Corbin/Hanner Band met backstage with local radio personnel after an SRO show in Pittsburgh. The band is touring in support of its latest release, "Everyone Knows I'm Yours." Pictured following the performance are (l-r): Randy Miller, WXXK-FM/Pittsburgh; Alan Furst, PD, WEEP; Dave Hanner of the group; Dennis Reed, music director, WEEP; and Bob Corbin of the group.

## THE COUNTRY MIKE

**ELVIS ECHO** — Steve Christopher, a 24-year-old "Elvis expert," has begun an *Elvis On The Air* program, in which he works an eight-hour shift for a station, providing a live *Elvis Presley* special. Armed with a stack of obscure Presley records, Christopher plays Elvis records and provides an endless patter of related trivia. He also solicits requests and promises that if he cannot play any cut asked for that the person who makes the request will win a free trip to Las Vegas or a new Cadillac. Christopher has appeared on 40 southeastern stations, and his shows have been successful enough that 90% of the stations have booked him for repeat engagements. Christopher can be reached toll-free at (800) 633-4898.



Tim Stichnoth

**PERSONALITY PROFILE** — Though the personality profile is usually reserved for radio personnel, we thought it appropriate to provide a final account of the career of **Tim Stichnoth**, *Cash Box* country chart coordinator, who was killed April 18 in an automobile accident. A native of Bettendorf, Iowa, Stichnoth graduated with a Bachelor of Arts degree in history from Vanderbilt University in 1979. While a member of the Vandy student body, he worked in the production of several on- and off-campus concerts and handled public relations and sales for college radio station **WRVU**. He subsequently spent nearly a year as the assistant manager and buyer for Cat's Records and Tapes, in Nashville before landing a position with CBS Records in July of 1979, where he worked in press & public information and acquired a limited taste for promotion. In July 1980, Stichnoth became the country chart coordinator for *Cash Box*, working hand-in-hand with country radio and compiling the country albums and singles charts. He also penned the weekly *Country Mike* column. Interested in marketing or publishing within the music community, Stichnoth, at age 24, had just sprouted his wings and begun to reach new heights when they were tragically clipped in a fatal auto accident, and, though our spirits grieve over his loss, those who knew him were better people for it.

**JOHNSON LEAVES WWOL** — Program director **Ken Johnson** has left **WWOL/**Buffalo to take a brief period of rest. **Dale Mussen**, who has been involved with the New York station for five years, has assumed the MD/PD role along with his midday shift until a replacement can be named.

**SHERWOOD RADIO CAREER 'SKETCHY'** — **Bob Sherwood**, music director at **Mel Tillis**-owned **KIXZ/Amarillo**, has developed talents outside the usual abilities of the average country disc jockey. Not only has Sherwood honed his voice and his ears (he is an MD, ya know), his hands are providing him an extra source of income as he is doing commercial artwork for some local businesses and some music country artists out of Nashville. Sherwood is currently working in graphic design, creating logos for **Ricky Skaggs**, the **Younger Brothers**, **Bandana**, **Shylo** and **Ray Ruff's** **Primero Records**.

**STATION CHANGES AT WQIK** — **WQIK-FM/Jacksonville** has changed its on-air lineup. The new daily schedule features **Neil Linton** and **Frank Thies**, 5-9 a.m.; music director **Lee Shannon**, 9 a.m.-noon; production director **Mike McHeal**, noon-3 p.m.; program director **Big Jon Anthony**, 3-6 p.m.; **A.J. Davis**, 6-10 p.m.; and **Jim Godbold**, 10 p.m.-2 a.m. The Rowland Broadcasting station, in celebration of its 25th year of country programming, is giving away a classic 1957 Chevrolet.

country mike

## PROGRAMMERS PICKS

<b>John Marks</b>	<b>WSAI/Cincinnati</b>	<b>There Ain't No Country Music On This Jukebox</b> — Tom T. Hall & Earl Scruggs — Columbia
<b>Country Joe Flint</b>	<b>KSOP/Salt Lake City</b>	<b>Slow Hand</b> — Conway Twitty — Elektra
<b>Janet Fort</b>	<b>WSM/Nashville</b>	<b>'Til You're Gone</b> — Barbara Mandrell — MCA
<b>Tom "Cat" Reeder</b>	<b>WKCW/Warrenton</b>	<b>Any Day Now</b> — Ronnie Milsap — RCA
<b>Walt Barcus</b>	<b>WDSD/Dover</b>	<b>Why Didn't I Think Of That</b> — Dave Rowland — Elektra
<b>Mark Tudor</b>	<b>WTQR/Winston-Salem</b>	<b>Everytime You Cross My Mind (You Break My Heart)</b> — Razy Bailey — RCA
<b>Al Hamilton</b>	<b>KEBC/Oklahoma City</b>	<b>The Last Country Song</b> — Billy Parker — Soundwave/NSD
<b>Brady McGraw</b>	<b>WQQT/Savannah</b>	<b>Any Day Now</b> — Ronnie Milsap — RCA
<b>Brian Ringo</b>	<b>KNOE/Monroe</b>	<b>Fragile — Handle With Care</b> — Cristy Lane — Liberty
<b>Speedy Perez</b>	<b>KOKE/Austin</b>	<b>Lonely Hearts</b> — Younger Brothers — MCA
<b>Mike Lee</b>	<b>KVOC/Casper</b>	<b>Slow Hand</b> — Conway Twitty — Elektra
<b>Tim Perkins</b>	<b>KCAN/EI Reno</b>	<b>I Don't Think She's In Love Anymore</b> — Charley Pride — RCA
<b>Steve Sander</b>	<b>KSSS/Colorado Springs</b>	<b>Love's Found You And Me</b> — Ed Bruce — MCA
<b>Jim Stricklan</b>	<b>KBRQ/Denver</b>	<b>Any Day Now</b> — Ronnie Milsap — RCA
<b>Rhubarb Jones</b>	<b>WLWI/Montgomery</b>	<b>Hooked On Country</b> — Albert Coleman — Southern Tracks
<b>Mark Allen</b>	<b>KBRQ/Denver</b>	<b>Step In The Right Direction</b> — Judy Taylor — Warner Bros.



## TOP 75 ALBUMS

	Weeks On Chart	4/24
1	FRIENDS	1 11
2	LOVE IS WHERE YOU FIND IT	2 15
3	MR. LOOK SO GOOD	4 11
4	BRILLIANCE	5 6
5	YES IT'S YOU LADY	3 11
6	ALLIGATOR WOMAN	8 4
7	SOMETHING SPECIAL	7 29
8	NIECY	12 3
9	THE DUDE	9 57
10	SKYLINE	6 26
11	THE POET	11 25
12	YOU'VE GOT THE POWER	14 7
13	TOM TOM CLUB	10 16
14	DOIN' ALRIGHT	17 6
15	LIVE & OUTRAGEOUS	13 10
16	YOUR WISH IS MY COMMAND	15 19
17	OUTLAW	18 8
18	THE OTHER WOMAN	28 2
19	WHO'S FOOLIN' WHO	23 7
20	WHY DO FEELS FALL IN LOVE	20 26
21	POINT OF PLEASURE	21 6
22	LIVE ON THE SUNSET STRIP	32 3
23	KEEP IT LIVE	27 7
24	STRAIGHT FROM THE HEART	35 2
25	I AM LOVE	16 23
26	DREAM ON	19 9
27	CONTROVERSY	24 26
28	DOWN HOME	22 12
29	NIGHT CRUISING	25 25
30	REUNION	— 1
31	A LITTLE LOVE	26 11
32	IN A CITY GROOVE	34 5
33	PURE & NATURAL	29 10
34	BREAKIN' AWAY	36 37
35	NEVER TOO MUCH	30 33
36	SATURDAY SATURDAY	38 13
37	GIVE IT UP	44 3
38	THE SISTERS	31 12



**A PARTY FIT FOR A KING** — RCA Records recently celebrated the re-signing of Evelyn King to an exclusive, long-term worldwide recording contract with a party in New York. Pictured at the affair are (l-r): manager Bob Schwaig; Jack Craigo, division vice president, RCA Records, U.S.A. & Canada; King; and Ray Harris, RCA Records division vice president, black music.

## THE RHYTHM SECTION

**COMETH ONE MO' TIME** — Jerry "Ice Man" Butler will be coming to record stores soon on his own label, Fountain Records, with the single "Ice 'N' Hot" from his forthcoming LP, "All The Way." Due in early May, this will be Butler's first product for his Chicago-based label, which last year released an album and single by the group **Omni**, who will be releasing another album this summer. Also signed to the label is Chicago-based singer **Connie Draper**, who will be releasing a single and 12" record at the start of summer. The indie distributed label's marketing and promotion chores are overseen by **Wes Phillips**.

**USING RESTRAINT** — Recent Grammy winner **Al Jarreau** last week obtained a temporary restraining order against Bainbridge Entertainment Co., Inc. from distributing an album by the singer titled, "My Favorite Things." The order was issued in Los Angeles Superior Court after attorneys for the Warner Bros. artist filed a suit April 14. The restraining order stops Bainbridge from "manufacturing, pressing or producing" records, cassettes, cartridges or audio tapes of Jarreau. The order also stops Bainbridge from advertising, promoting or selling Jarreau's recordings. Jarreau claimed in the suit that the recording was taken from a live demonstration tape he made in 1965 in Moline, Ill. The tape was made by **James** and **Anthony Sostos**, described as Jarreau associates, for the purpose of making a demo tape to shop to various labels. Jarreau subsequently signed with Warner Bros. Records and the artist claimed in his complaint that he did not hear from the Sostos brothers again until 1980, when they contacted him about releasing the "My Favorite Things" album. He denied cooperation, claiming that release of the LP would be a violation of his rights. A hearing to determine whether a permanent injunction extending the court order should be issued is set for April 28.

**THE OTHER THING** — Last year it seemed every other woman had papers on him. And this year, the phrase "If It Ain't One Thing . . . It's Another," which is the title of the #1 B/C single will become synonymous with Boardwalk's **Richard "Dimples" Fields**. It seems as though the artist's personal campaign at radio and retail has finally produced dividends.

**FOR RAY** — "A Tribute" to R&B bastion **Ray Charles** is being sponsored by PUSH Foundation and the National Assn. of Black Promoters on May 22 at Chicago's Drury Lane Theatre, Water Tower Palace. **Bill Cosby** is chairing an honorary committee comprised of **Aretha Franklin**, **Jayne Kennedy**, **Stevie Wonder**, **Jerry Butler**, **Billy Davis, Jr.**, **Roberta Flack** and **Peabo Bryson** among others, which will participate in the tribute to Charles. Proceeds from the event will go toward community service programs of Operation PUSH.

**HOT CROSSOVER VINYL** — "Reunion" by Motown group **The Temptations** (#17 bullet); "Ladies Of The Eighties" by Capitol's **A Taste Of Honey** (#127 bullet); "JI" by Mercury/PolyGram artist **Junior** (#135 bullet); and "Attitudes" by Liberty's **Brass Construction** (#168 bullet) are the top crossover debuts this week on the **Cash Box** Top 200 Albums chart . . . Top crossovers on the **Cash Box** Top 100 Singles chart this week are "Friends In Love," the Arista Records duet by **Dionne Warwick** and **Johnny Mathis** (#88 bullet); and **The Dazz Band's** Motown single, "Let It Whip" (#89 bullet).

**IN HONOR OF** — The adoration that late composer/bandleader **Duke Ellington** has received the past year will culminate on his birthday with a celebration party thrown by the L.A. producers of the current hit musical chronicling his work, *Sophisticated Ladies*. Slated for April 28, at high noon outdoors at the ABC Entertainment Center, the event will be hosted by **Gregory Hines** and will feature songs performed by Hines' *Sophisticated Ladies* co-stars **Paula Kelly**, **Dee Dee Bridgewater**, **Hinton Battle**, **Gregg Burge** and **Terri Klausner**. Music will be provided by members of the show's on-stage band. Free to the public, party favors in the form of a giant birthday cake, ice cream, soda and cookies will be available. The first 250 people to arrive at the party will receive copies of the RCA single "Hooked On Ellington," a compilation of some of Ellington's most memorable and popular tunes. Maurice Hines, along with the New York company of the play, will be holding a similar event the same time and date at N.Y.C.'s Shubert Alley.

**'EBONY AND IVORY' ON FRIDAY'S** — What proved a real treat for the ABC audience that watches the late night rude comedy show *Friday's* was the special guest appearance of **Paul McCartney** and **Stevie Wonder** performing their duet "Ebony and Ivory" from McCartney's upcoming "Tug Of War" LP. The pair were on the air April 23.

**SHORT CUTS** — The Elektra/Asylum debut LP for Brit reggae stalwarts **Steel Pulse's** "Democracy," is set for release in early May. Marking their fourth LP overall, the new comes on the coattails of a successful appearance at the International Cultural Festival held in Los Angeles recently . . . **Albert "Master of the Telecaster" Collins** headlined a concert sponsored by Memphis, Tenn.'s new 100,000-watt **KWAC** at the Orpheum Theatre on the legendary Beale Street, the **KWAC-FM** Blues Jam also featured **Tony Troutman** and **Little Johnny Taylor**. Collins used the trip to support his current Alligator LP, "Ice Pickin'." . . . Spring recording group **Black** taking its 13-piece act to Japan for its first appearance in the Land of the Rising Sun back will be playing the Live In '82 Club in Shibuya, Tokyo in support of its new LP "Gigolo," May 3-14.



# TOP 100 BLACK CONTEMPORARY SINGLES

May 1, 1982

	Weeks On 4/24 Chart		Weeks On 4/24 Chart		Weeks On 4/24 Chart
<b>1</b> IF IT AIN'T ONE THING ... IT'S ANOTHER		RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)	2	11	
<b>2</b> THAT GIRL		STEVIE WONDER (Tamla/Motown 1602TF)	1	16	
<b>3</b> CIRCLES		ATLANTIC STARR (A&M 2392)	4	10	
<b>4</b> THE OTHER WOMAN		RAY PARKER JR. (Arista AS 0669)	6	7	
<b>5</b> IT'S GONNA TAKE A MIRACLE		DENIECE WILLIAMS (ARC/Columbia 18-02812)	11	7	
<b>6</b> WORK THAT SUCKER TO DEATH		XAVIER (Liberty P-A-1445)	3	14	
<b>7</b> GET DOWN ON IT		KOOL & THE GANG (De-Lite/PolyGram DE 818)	7	7	
<b>8</b> THE GIGOLO		O'BRYAN (Capitol 5067)	9	16	
<b>9</b> MAMA USED TO SAY		JUNIOR (Mercury/PolyGram 76132)	5	16	
<b>10</b> A NIGHT TO REMEMBER		SHALAMAR (Solar/Elektra S-48005)	16	7	
<b>11</b> JUST BE YOURSELF		CAMEO (Chocolate City/PolyGram CC 3231)	12	6	
<b>12</b> I'LL TRY SOMETHING NEW		A TASTE OF HONEY (Capitol 5099)	13	8	
<b>13</b> FORGET ME NOTS		PATRICE RUSHEN (Elektra E-47427)	18	8	
<b>14</b> ONE HUNDRED WAYS		QUINCY JONES featuring JAMES INGRAM (A&M 2387)	10	20	
<b>15</b> MURPHY'S LAW		CHERI (Venture VD-5019)	19	9	
<b>16</b> TELL ME TOMORROW — PART 1		SMOKEY ROBINSON (Tamla/Motown 1601TF)	8	16	
<b>17</b> HOT ON A THING (CALLED LOVE)		THE CHI-LITES featuring EUGENE RECORD (20th Century-Fox/RCA TC-2600)	15	14	
<b>18</b> I JUST WANT TO SATISFY		THE O'JAYS (Phila. Int'l./CBS ZS5 02834)	23	6	
<b>19</b> LET'S CELEBRATE		SKYY (Salsoul/RCA S7 7020)	22	7	
<b>20</b> YOU GOT THE POWER		WAR (RCA PB-13061)	20	10	
<b>21</b> GENIUS OF LOVE		TOM TOM CLUB (Sire SRE 49882)	14	15	
<b>22</b> MUST BE THE MUSIC		SECRET WEAPON (Prelude PRL 8036-AS)	25	14	
<b>23</b> FREAKY BEHAVIOR		BAR-KAYS (Mercury/PolyGram 76143)	27	6	
<b>24</b> WE GO A LONG WAY BACK		BLOODSTONE (T-Neck/CBS ZS5 02825)	28	5	
<b>25</b> LET IT WHIP		DAZZ BAND (Motown 1609MF)	29	8	
<b>26</b> I WANT TO HOLD YOUR HAND		LAKE SIDE (Solar/Elektra S-47954)	21	19	
<b>27</b> STREET CORNER		ASHFORD & SIMPSON (Capitol P-B-5109)	39	3	
<b>28</b> TRY JAH LOVE		THIRD WORLD (Columbia 18-02744)	30	7	
<b>29</b> IN THE RAW		WHISPERS (Solar/Elektra S-47961)	17	15	
<b>30</b> I KNOW YOU GOT ANOTHER		THE REDDINGS (Believe In A Dream/CBS ZS5 02767)	34	6	
<b>31</b> FLAMETHROWER		THE J. GEILS BAND (EMI America B-8108)	32	6	
<b>32</b> STANDING ON THE TOP — PART 1		THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)	54	2	
<b>33</b> NEVER GIVE UP ON A GOOD THING		GEORGE BENSON (Warner Bros. WBS 50005)	26	10	
<b>34</b> CAN YOU SEE THE LIGHT		BRASS CONSTRUCTION (Liberty P-B-1453)	38	7	
<b>35</b> THERE'S NO GUARANTEE		PEABO BRYSON (Capitol P-B-5098)	35	6	
<b>36</b> THE VERY BEST IN YOU		CHANGE (RFC/Atlantic 4027)	40	4	
<b>37</b> STARS ON 45 III (A TRIBUTE TO STEVIE WONDER)		STARS ON (Radio Records/Atlantic RR 4019)	37	5	
<b>38</b> WHERE DO WE GO FROM HERE		BOBBY WOMACK (Beverly Glen BG-2001)	42	6	
<b>39</b> TAKE A LICKIN' AND KEEP ON KICKIN'		WILLIAM "BOOTS" COLLINS (Warner Bros. WBS 50044)	44	4	
<b>40</b> MAKING LOVE		ROBERTA FLACK (Atlantic 4005)	41	9	
<b>41</b> EBONY AND IVORY		PAUL McCARTNEY (Columbia 18-02860)	56	3	
<b>42</b> EARLY IN THE MORNING		THE GAP BAND (Total Experience/PolyGram TE-8201)	59	2	
<b>43</b> TEACH ME TONIGHT		AL JARREAU (Warner Bros. WBS 50032)	48	8	
<b>44</b> SENDING MY LOVE		PLEASURE (RCA PB-13067)	50	7	
<b>45</b> BABY, COME TO ME		PATTI AUSTIN (Owest/Warner Bros. OWE 50036)	45	6	
<b>46</b> AT THE CONCERT		BILL SUMMERS and SUMMERS HEAT (MCA 52027)	51	5	
<b>47</b> APRIL LOVE		L.T.D. (A&M 2395)	36	12	
<b>48</b> SING A SIMPLE SONG		WEST STREET MOB (Sugar Hill SH 780)	53	5	
<b>49</b> SHINE ON		GEORGE DUKE (Epic 14-02701)	24	13	
<b>50</b> OLD FASHIONED LOVE		SMOKEY ROBINSON (Tamla/Motown 1615TF)	70	3	
<b>51</b> LOVE SEASONS		ZOOM (Polydor/PolyGram PD 2197)	31	10	
<b>52</b> FRIENDS IN LOVE		DIONNE WARWICK and JOHNNY MATHIS (Arista AS 0673)	71	3	
<b>53</b> LET'S WORK		PRINCE (Warner Bros. WBS 50002)	33	14	
<b>54</b> PLAYING HARD TO GET		VERNON BURCH (Spector Records Int'l. 00021)	60	4	
<b>55</b> IT TAKES HEART		GREG PERRY (Alfa ALF-7016)	64	4	
<b>56</b> YOU BRING OUT THE FREAK IN ME		WALDO (Columbia 18-02745)	58	7	
<b>57</b> WHO'S FOOLIN' WHO		ONE WAY (MCA 52004)	49	11	
<b>58</b> LIVE IT UP		THE DRAMATICS (Capitol P-B-5103)	67	4	
<b>59</b> A LITTLE LOVE		AURRA (Salsoul/RCA S7 7023)	72	3	
<b>60</b> LADIES CHOICE		SHOTGUN (Montage P-B-1214)	66	4	
<b>61</b> IT'S GOOD TO BE KING (PART 1)		MEL BROOKS (WMOT AE7 1396)	63	6	
<b>62</b> SOUP FOR ONE		CHIC (Mirage/Atlantic WTG 4032)	—	1	
<b>63</b> BYE GONES		TOM BROWNE (GRP/Arista GS 1519)	65	5	
<b>64</b> IT'S GOOD TO BE THE QUEEN		SYLVIA (Sugar Hill SH-781)	68	4	
<b>65</b> WORK THAT BODY		DIANA ROSS (RCA PB-13201)	78	2	
<b>66</b> JAMAICA		BOBBY CALDWELL (Polydor/PolyGram PD 2202)	75	4	
<b>67</b> ACT LIKE YOU KNOW		FAT LARRY'S BAND (WMOT WS9 02798)	73	4	
<b>68</b> MY GUY		SISTER SLEDGE (Cotillion/Atco 47000)	47	15	
<b>69</b> LITE ME UP		HERBIE HANCOCK (Columbia 18-02824)	76	4	
<b>70</b> YOU'RE #1		NARADA MICHAEL WALDEN (Atlantic 4037)	—	1	
<b>71</b> TASTE THE MUSIC		KLEEER (Atlantic 4024)	52	8	
<b>72</b> I SPECIALIZE IN LOVE		SHARON BROWN (Profile PRO-5006)	80	3	
<b>73</b> MONEY'S TOO TIGHT (TO MENTION)		THE VALENTINE BROS. (Bridge BR-1982)	86	2	
<b>74</b> HEY FELLAS		TROUBLE FUNK (Sugar Hill SH-575)	82	3	
<b>75</b> INNER CITY		MASS PRODUCTION (Cotillion/Atlantic 47004)	77	5	
<b>76</b> LOVE HAS FOUND ITS WAY		DENNIS BROWN (A&M 2407)	83	2	
<b>77</b> STAY WITH ME TONIGHT — PART 1		RICHARD JON SMITH (Jive/Arista VS 101)	84	2	
<b>78</b> DANCE LIKE CRAZY		KLIOUE (MCA 52030)	85	2	
<b>79</b> THIS FEELING MUST BE REAL		SKOOL BOYZ (Destiny 2006)	43	10	
<b>80</b> SIXTH STREET (TURN IT UP)		MIGHTY FIRE (Elektra E-47426)	—	1	
<b>81</b> GIRL		THE TIME (Warner Bros. WBS 50039)	97	2	
<b>82</b> PARTY NIGHT		T-CONNECTION (Capitol P-B-5105)	90	2	
<b>83</b> SHOW YOU MY LOVE		GOLDIE ALEXANDER (Arista AS 0681)	87	2	
<b>84</b> IF I HAD MY WISH TONIGHT		DAVID LASLEY (EMI America B-8111)	—	1	
<b>85</b> MIRROR, MIRROR		DIANA ROSS (RCA PB-13021)	55	16	
<b>86</b> SUGAR AND SPICE (I FOUND ME A GIRL)		LUTHER VANDROSS (Epic 14-02842)	88	3	
<b>87</b> EMERGENCY		WHISPERS (Solar/Elektra S-48008)	—	1	
<b>88</b> HELP (... SAVE THIS FRANTIC HEART OF MINE)		FREDI GRACE & RHINSTONE (RCA PB-13099)	—	1	
<b>89</b> FEEL IT, DON'T FIGHT IT		ATKINS (Warner Bros. WBS 50037)	—	1	
<b>90</b> MAKE THE LIVING WORTHWHILE		GENE CHANDLER (Chi Sound CH-1001)	—	1	
<b>91</b> STILL GOT THE MAGIC (SWEET DELIGHT)		MICHAEL WYCOFF (RCA PB-13055)	46	9	
<b>92</b> JAMMING		GROVER WASHINGTON, JR. (Elektra E-47425)	95	4	
<b>93</b> MY LOVE IS REAL		THE CONTROLLERS (Juana JU 3701)	94	3	
<b>94</b> TELL ME THAT I'M DREAMING		WAS (NOT WAS) (ZE/Warner Bros. 1000)	74	5	
<b>95</b> BRING IT ON HOME		RONNIE DYSON (Cotillion/Atco 47005)	62	5	
<b>96</b> NUMBER ONE		LADY (Mega R-100)	—	1	
<b>97</b> TAKE IT TO THE TOP		MERGE (RCA PB-13050)	69	5	
<b>98</b> ROLL WITH THE PUNCHES		ADC BAND (Cotillion/Atco 47001)	61	10	
<b>99</b> BODY MOVES		RARE ESSENCE (Fantasy 925)	81	4	
<b>100</b> I WANT TO DO SOMETHING FREAKY TO YOU		ST. TROPEZ (Destiny D-2007)	79	7	

## ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Little Love (Lucky Three/Red Aurra — BMI) . . . . .	59	Hey Fellas . . . . .	74	Make The Living (Gaetana/Ensign/Cachand — BMI) 90	Still Got The Magic (Bearbutt — BMI/Pure Love/Ram-A-Lamb — ASCAP) . . . . .	91
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) . . . . .	10	Hot On A Thing (Angelshell/Six Continents — BMI) 17	17	Making Love (20th Century Fox Film/New Hidden Valley — ASCAP/Begonia Melodies/Fedora — BMI) 40	Street Corner (Nick-O-Val — ASCAP) . . . . .	27
Act Like You Know (Framingreg/James Gang — BMI) 67		I Just Want (Mighty Three — BMI) . . . . .	18	Mama Used To Say (Pressure/Aves/EMI — PRS) . . . . .	Sugar And Spice (Uncle Ronnie's — ASCAP) . . . . .	86
April Love (Almo/McRovscood/Key of G — ASCAP/Irving/McDorsoboy — BMI) . . . . .	47	I Know You Got (Dexotis/Band Of Angels — BMI) . . . . .	30	Mirror, Mirror (Bandier-Koppelman/Jay Landers/Gravity Raincoat/Rosstown — ASCAP) . . . . .	Take A Lickin' (Stretchin, Out — ASCAP) . . . . .	39
At The Concert (Wabastone — BMI) . . . . .	46	I Want To Do Something (Jim-Edd — BMI) . . . . .	100	Money's Too Tight (Stan/Flo — BMI) . . . . .	Take It To The Top (Famous/Carleen — ASCAP) . . . . .	97
Baby, Come To Me (Rodsongs — PRS) . . . . .	45	I Want To Hold (Duchess — BMI) . . . . .	26	Murphy's Law (Hygroton/Lopressor-PRO/Paddie — BMI) . . . . .	Taste The Music (Alex/Soufuss — ASCAP) . . . . .	71
Body Moves (Funk — BMI) . . . . .	99	If I Had (Chappell/Ironside — ASCAP) . . . . .	84	Must Be The Music (Trumar/Smootie — BMI) . . . . .	Teach Me Tonight (MCA/Cahn/Hub — ASCAP) . . . . .	43
Bring It On (Sumac — BMI/Louise-Jack — ASCAP) 95		If It Ain't (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) . . . . .	1	My Guy (Jobete — ASCAP) . . . . .	Tell Me (Los Was Cosmopolitanos/Ackee — ASCAP) 94	94
Bye Gones (Rise and Glowing — BMI) . . . . .	63	In The Raw (Spectrum VII/Silver Sounds/Satellite III — ASCAP) . . . . .	29	Never Give Up (O'Lyric/Blackwood — BMI) . . . . .	Tell Me Tomorrow (Chardax — BMI) . . . . .	16
Can You See The Light (One To One — ASCAP) . . . . .	34	Inner City (Two Pepper — ASCAP) . . . . .	75	Number One (Sha-Mel — ASCAP) . . . . .	The Girl (Jobete & Black Bull — ASCAP) . . . . .	2
Circles (Almo/Jodaway — ASCAP) . . . . .	3	It's Gonna Take (Vogue — BMI) . . . . .	5	Old Fashioned Love (Chardax — BMI) . . . . .	The Gigolo (Cortez — ASCAP) . . . . .	8
Dance Like Crazy (Bee — Germaine/George — BMI) 78		It's Good To Be (Bee Bee/Island — ASCAP) . . . . .	61,64	One Hundred Ways (State Of The Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI) 14	The Other Woman (Raydiola — ASCAP) . . . . .	4
Early In The Morning (Total Experience — BMI) . . . . .	42	It Takes Heart Peabody (Peabody + Co./Mekk — ASCAP) . . . . .	55	Party Night (T-Conn Admr. By Irving — BMI) . . . . .	The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) . . . . .	36
Ebony And Ivory (MPL Communications — ASCAP) 41		I'll Try Something New (Jobete — ASCAP) . . . . .	12	Playing Hard (Bayard/Sand B — BMI) . . . . .	There's No Guarantee (WB/Peabo — ASCAP) . . . . .	35
Emergency (Spectrum VII/Silver Sounds — ASCAP) 87		Jamaica (Bobby Caldwell/Happy Stepchild — BMI) 66	66	Roll With The Punches (Bus — BMI) . . . . .	This Feeling (De Note/Skool Boyz/Easley — BMI) . . . . .	79
Feel It (Bull Pen — BMI/Perren-Vibes — ASCAP) . . . . .	89	Jamming (Bob Marley/Almo — ASCAP) . . . . .	92	Sending My Love (360 Music/IPM — ASCAP) . . . . .	Try Jah Love (Jobete/Black Bull — ASCAP) . . . . .	28
Flamethrower (Center City — ASCAP) . . . . .	31	Just Be Yourself (All Seeing Eye — BMI) . . . . .	11	Shine On (Mycenae — ASCAP) . . . . .	We Go A Long Way (Triple Three — BMI) . . . . .	24
Forget Me Nots (Baby Fingers — ASCAP/ Freddie Dee — BMI) . . . . .	13	Ladies Choice (Front Wheel/Funk Rock — BMI) . . . . .	60	Show You My Love (Sicade — ASCAP) . . . . .	Where Do We Go (Ashtray/Mi-Alma) . . . . .	38
Freaky Behavior (Cessess/Electric Apple — BMI) . . . . .	23	Let It Whip (Ujima/Macvacalac — ASCAP) . . . . .	25	Sing A Simple (Warner-Tamerlane — BMI) . . . . .	Who's Foolin' Who (Perk's/Duchess (MCA) — BMI) 57	57
Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP) . . . . .	52	Let's Celebrate (Alligator — ASCAP) . . . . .	19	Sixth Street (Arcturus II — ASCAP) . . . . .	Work That Body (Songs Of Manhattan Island/Olga/Ray-Han/Koppelman-Bandier/Rossville — BMI) . . . . .	65
Genius Of (Metered (Adm. by Ackee) — ASCAP) . . . . .	21	Lite Me Up (Rod Songs/Almo — ASCAP) . . . . .	69	Standing On The Top (Jobete/Stone City — ASCAP) 32	Work That Sucker (Terry Phillips — ASCAP) . . . . .	6
Get Down On It (Delightful/Second Decade — BMI) . . . . .	7	Live It Up (Dramatica/Ron \$Banko\$ — BMI) . . . . .	58	Stars On 45 III (Various — ASCAP/BMI) . . . . .	You're #1 (Gratitude Sky — ASCAP/Irving/Ink/ Baby Shoes — BMI) . . . . .	70
Girl (Tionna — BMI) . . . . .	81	Love Has Found (Irving/Joe Gibbs — BMI) . . . . .	76	Stay With Me Tonight (MCPS/Biem Zomba — BMI) 77	You Bring Out (Diamond In The Rough — BMI) . . . . .	56
Help (Virginia C. — ASCAP) . . . . .	88	Love Seasons (Sextet/Zoom Eight — BMI) . . . . .	51		You Got (Far Out — ASCAP/Milwaukee — BMI) . . . . .	20



# MOST ADDED SINGLES

- YOU'RE #1 — NARADA MICHAEL WALDEN — ATLANTIC**  
WVVO, WLOU, WWDW, WGCI, WTLC, WRAP, WDLA, WAIL, WILD, WRBD, WGIV, WHRK, KSOL, WDAS-FM, WEDR, KGFJ, WDAO
- SOUP FOR ONE — CHIC — MIRAGE/ATLANTIC**  
WAMO, WENZ, WWIN, WWRL, WTLC, WUFO, WJMO, WGPR-FM, WBMX, WWDW, WRKS, KDKO, KPRS
- FRIENDS IN LOVE — DIONNE WARWICK AND JOHNNY MATHIS — ARISTA**  
WEDR, WATV, WRBD, WAIL, WSOK, WLLC, WJMO, WRKS, KDKO, WLOU, WVVO, WGPR-FM
- EARLY IN THE MORNING — GAP BAND — TOTAL EXPERIENCE/POLYGRAM**  
WENZ, WDKB, WRBD, WWIN, WRAP, WJLB, WUFO, WLLC, WRKS, WLOU
- EMERGENCY — WHISPERS — SOLAR/ELEKTRA**  
WBMX, WTLC, WDAS-FM, WENZ, WEDR, KGFJ, WDAO, V103, WPAL, WYLD-FM
- STANDING ON THE TOP-PART 1 — THE TEMPTATIONS FEATURING RICK JAMES — GORDY/MOTOWN**  
WZAK, WENZ, WATV, KMJQ, WUFO, WLLC, WLOU

# MOST ADDED ALBUMS

- REUNION — THE TEMPTATIONS — GORDY/MOTOWN**  
WPAL, WYLD-FM, WGIV, WOKB, WRBD, WILD, WAWA, WSOK, WLUM, WWRL, WTLC, KDKO, KPRS
- THE OTHER WOMAN — RAY PARKER, JR. — ARISTA**  
WAMO, KGFJ, WENZ, KMJQ, WAWA, WLUM, WWRL, WUFO, WLLC
- ALLIGATOR WOMAN — CAMEO — CHOCOLATE CITY**  
WLOU, WWDW, WGPR-FM, WRAP, WSOK, KDAY, KSOL, WENZ, WYLD-FM

# UP AND COMING

- (AEROBIC DANCIN) KEEP DANCIN — R.J.'s LATEST ARRIVAL — ZOO YORK**  
**MONEY IN YOUR POCKET — COLLAGE — SOLAR/ELEKTRA**  
**DON'T MAKE ME WAIT — PEECH BOYS — WEST END**  
**FIRST IMPRESSIONS — HIGH INERGY — GORDY/MOTOWN**

# BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — O'BRYAN**  
 HOTS: R. Parker, R. Fields, D. Williams, Shalamar, Bloodstone, S. Wonder, LTD, Bar-Kays, Secret Weapon, R. Flack, Cameo, Kool & The Gang, Reddings, Dazz Band, Taste Of Honey, Atlantic Starr, Manhattans, P. Rushen, O'Jays, Lakeside. ADDS: L.A. Connection, Whispers, Sister Sledge, S. Robinson, R. Griffith, P. Cowley, Mighty Fire, M. Neal, Starpoint. LP ADDS: "D" Train, B.B. King, P. Upchurch, Pleasure, M. Wycoff.

**WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — CHI-LITES**  
 JUMPS: 14 To 6 — R. Parker, 13 To 9 — Cheri, 24 To 14 — P. Rushen, 18 To 15 — Cameo, 21 To 16 — Shalamar, 25 To 21 — R. Flack, 26 To 22 — Pleasure, 30 To 26 — Third World, Ex To 25 — Change, Ex To 29 — Fat Larry's Band, Ex To 24 — Temptations, Ex To 30 — D. Ross. ADDS: M. Walden, H. Hancock. LP ADDS: P. Rushen, Temptations, One Way, B.B. King, Waldo, Junior.

**WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — CHERI**  
 HOTS: Atlantic Starr, G. Benson, Taste Of Honey, P. Rushen, Dazz Band, One Way, Cameo, S. Wonder, Waldo, Pleasure, R. Parker, Third World, Shalamar, Kool & The Gang, R. Fields, Brass Construction, D. Williams, Rose Royce, O'Jays, Change. ADDS: G. Perry, Valentine Brothers, Lady, Gap Band, Ritchie Family, Temptations, Chic, B. Womack. LP ADDS: "D" Train, R. Parker.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — R. FIELDS**  
 HOTS: Atlantic Starr, Cameo, Secret Weapon, Bar-Kays, D. Williams, P. Rushen, Kleer, Kool & The Gang, O'Bryan, Was (Not Was), War, Shalamar, G. Benson, Brass Construction, O'Jays, P. Austin, R. Parker, B. Summers, Taste Of Honey, Trouble Funk, Cheri, ZZ Hill, Bloodstone, S. Robinson. ADDS: Whispers, Lakeside, W.A.G.B. Band, F. Grace/Rhinestone, L.A. Connection. LP ADDS: Change, Temptations.

**WGIV — CHARLOTTE — CHRIS TURNER, PD — #1 — O'BRYAN**  
 HOTS: P. Rushen, Atlantic Starr, Cameo, M. Brooks, Skyy, Secret Weapon, O'Jays, R. Fields, B. Summers, R. Flack, Xavier, Sylvia, Bar-Kays, Aurra, War, West Street Mob, Cheri, R. Parker, D. Williams, Taste Of Honey. ADDS: T. Troutman, Electric Funk, G. Perry, G. Chandler, M. Walden, Valentine Brothers. LP ADDS: Temptations, D. Brown, Taste Of Honey, Brass Construction.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — ATLANTIC STARR**  
 HOTS: Cheri, Tom Tom Club, D. Ross, P. Rushen, S. Wonder, War, Shalamar, R. Fields, G. Benson, Taste Of Honey, Zoom, S. Robinson, Xavier, Third World, D. Williams, R. Flack, O'Jays, Gemini, O'Bryan, Cameo. ADDS: Whispers, Chic, G. Perry, J. Osborne, B. Womack. LP ADDS: Change, L. Jordan.

**WGCI — CHICAGO — PAM WELLES, PD — #1 — R. FIELDS**  
 HOTS: G. Benson, R. Parker, Atlantic Starr, Dazz Band, P. Rushen, Was (Not Was), C. Earland, Third World, O. Jones, Cheri, O'Bryan, S. Robinson, S. Wonder, Skool Boyz, Magnum Force, War, G. Knight, Shalamar, ZZ Hill, Whatnauts. ADDS: J. Osborne, Lakeside, Queen, L. Smith/M. Clayton, A. Jarreau, M. Walden. LP ADDS: D. Warwick, P. Rushen.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — P. RUSHEN**  
 HOTS: Shalamar, Cameo, Kool & The Gang, R. Parker, D. Williams, Cheri, West Street Mob, O'Jays, Taste Of Honey. ADDS: Lakeside, M. Walden, Sister Sledge, J. Osborne, Whispers.

**KDKO — DENVER — BYRON PITTS, PD — #1 — CHERI**  
 HOTS: Cameo, Atlantic Starr, Bloodstone, Temptations, Gap Band, Ashford & Simpson, B. Womack, M. Walden, Search, Shotgun, D. Ross, P. Rushen, Lakeside, Whispers, Ritchie Family, Change, Mystic Merlin, High Fashion, B. Wright, Taste Of Honey. ADDS: R.J.'s Latest Arrival, N. Pointer, J. Mathis/D. Warwick, The Time, Chic, Foreal People, R. Stewart, A. Edwards. LP ADDS: Temptations, P. Rushen, Brass Construction, Change.

**WGPR — DETROIT — JOE SPENCER, PD — #1 — R. FIELDS**  
 HOTS: One Way, G. Duke, Atlantic Starr, Zoom, Dazz Band, Stone, J. Geils Band, War, A. Jarreau, Whatnauts, R. Parker, Tolivar, Kool & The Gang, Brass Construction, Taste Of Honey, ADC Band, T. Gonzalez, Cheri, Shalamar, P. Rushen. ADDS: Linda, R. Fields, Lady, J. Mathis/D. Warwick, Chic, R.J.'s Latest Arrival, Atkins. LP ADDS: Cameo, J. Ross/Little Milton, Sho-Nuff.

**WJLB — DETROIT — JOHN EDWARDS, PD — #1 — M. FRANKS**  
 HOTS: Reddings, LTD, S. Robinson, Dazz Band, Change, G. Duke, R. Fields, P. Rushen, Zoom, Skyy, D. Williams, Cheri, Valentine Brothers, Pleasure, Rene & Angela, Atlantic Starr, War, G. Benson. ADDS: B. Collins, Thomson Twins, Gap Band, H. Hancock. LP ADDS: Pleasure, P. Rushen, Third World.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — R. FIELDS**  
 JUMPS: 7 To 4 — Cheri, 9 To 6 — Atlantic Starr, 10 To 7 — O'Jays, 12 To 8 — Kleer, 15 To 9 — Cameo, 24 To 10 — P. Rushen, 14 To 11 — Reddings, 16 To 13 — Waldo, 26 To 22 — P. McCartney, 28 To 24 — Bloodstone, 33 To 25 — Trouble Funk, 34 To 26 — D. Brown, 31 To 28 — Skyy, 38 To 29 — V. Burch, 36 To 31 — G. Adams, 37 To 32 — T-Connection, 39 To 35 — Vision, 41 To 33 — Change, 40 To 34 — The Time, 42 To 36 — T. Browne, 46 To 37 — Sylvia, 47 To 38 — Rose Royce, 44 To 39 — Kwick, 45 To 40 — B. Collins, 48 To 41 — Dazz Band, 49 To 42 — Ashford & Simpson, 50 To 43 — D. Ross, Ex To 44 — Grand Master Flash, Ex To 45 — Collage, Ex To 46 — D. Williams, Ex To 47 — R. Smith. ADDS: R. Smith, IM, Walden, J. Mathis/D. Warwick, High Fashion, F. Grace/Rhinestone, Gap Band, B. Caldwell, Bohannon, Lakeside, The Managers, Zalmac. LP ADDS: Taste Of Honey, L. Jordan, Change, Temptations, Change, Temptations.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — R. FIELDS**  
 HOTS: LTD, Dazz Band, R. Parker, Cameo, Brass Construction, P. Rushen, Shalamar, Taste Of Honey, Atlantic Starr, Cheri, Ferrari, D. Williams, Was (Not Was), Stars On 45, Third World, V. Burch, Skyy, O'Jays, H. Hancock, Instant Funk. ADDS: Chic, J. Osborne, Mighty Fire, Whispers, F. Grace/Rhinestone, M. Walden, Dramatics. LP ADDS: Taste Of Honey, Temptations, D. Brown, A. Cherry, Stars On 45, Change, Redd Hott, Collage, Junior, Band A.K.A.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — DAZZ BAND**  
 HOTS: R. Parker, P. Rushen, Atlantic Starr, Third World, D. Williams, Shalamar, Cheri, War, Bloodstone. ADDS: Mighty Fire, Aurra, B. Summers, Atkins, O'Jays, Fat Larry's Band, A. Edwards.

**KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — ATLANTIC STARR**  
 HOTS: R. Fields, P. Rushen, Dazz Band, Cheri, War, Third World, B. Womack, Cameo, D. Williams, Waldo, Valentine Brothers, Shalamar, P. Austin, R. Parker, Taste Of Honey, Bloodstone, Reddings, R. Woods, St. Tropez, Mass Production. ADDS: "D" Train, J. Osborne, A. Jarreau, High Fashion, Whispers, A. Edwards, B. Lavette, One Way, M. Walden, Side Effect, R. Dyson, Lakeside, Trouble Funk, Stars On 45, Tom Tom Club. LP ADDS: R. Parker, D. Williams, Bar-Kays, Xavier, L. Vandross, Aurra.

**WDIA — MEMPHIS — CARL CONNER, PD**  
 HOTS: Cameo, Dazz Band, R. Parker, Reddings, Prince, West Street Mob, War, The Time, B. Always, One Way, Bloodstone, Cheri, O'Jays, S. Robinson, Atlantic Starr. ADDS: M. Walden, P. McCartney, Pleasure, Stars On 45.

**WHRK-FM — MEMPHIS — RON OLSON, PD — #1 — THE TIME**  
 HOTS: Dazz Band, O'Jays, Temptations, O'Bryan, Cameo, Shalamar, R. Fields, P. Rushen, D. Williams, LTD, Kool & The Gang, One Way, S. Wonder, R. Parker. ADDS: M. Walden, Queen, J. Osborne, Sister Sledge, Level 42, Change. LP ADDS: Change, Taste Of Honey.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — R. FIELDS**  
 HOTS: R. Parker, LTD, O'Bryan, One Way, Merge, Instant Funk, G. Benson, Cheri, Cameo, Taste Of Honey, Reddings, Komiko, P. Rushen, Juicy, War, Bloodstone, Atlantic Starr, O'Jays, Zalmac, Kool & The Gang. ADDS: R.J.'s Latest Arrival, J. Ross, W.A.G.B. Band, Funkapolitan, F. Grace/Rhinestone, M. Walden, A. Edwards, Whispers, J. Mathis/D. Warwick. LP ADDS: Collage, Taste Of Honey, "D" Train, Brass Construction, Zoom, Atkins.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — P. RUSHEN**  
 HOTS: O'Bryan, Cameo, Manhattans, Prince, Shalamar, Xavier, G. Knight, Junior, S. Wonder, G. Benson, West Street Mob, Gemini, Atlantic Starr, Lakeside. ADDS: B. Summers, G. Alexander, High Inergy. LP ADDS: R. Parker, Temptations.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — P. RUSHEN**  
 HOTS: Manhattans, Gemini, G. Knight, Shalamar, Atlantic Starr, Lakeside, Zoom, G. Benson, Cheri, D. Williams, Taste Of Honey, LTD, A. Jarreau, Bloodstone. ADDS: D. Moore, Ashford & Simpson, Change, High Inergy, G. Washington. LP ADDS: R. Parker, Temptations.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — R. FIELDS**  
 HOTS: R. Parker, O'Bryan, Junior, Secret Weapon, Human League, P. McCartney, Stars On 45, Taste Of Honey, Cameo, J. Geils Band, Atlantic Starr, Tom Tom Club, Shalamar, D. Williams, Temptations, G. Benson, Chi-Lites, West Street Mob, Gap Band, O. Jones, Bloodstone, Ashford & Simpson, D. Ross, O'Jays, Thomson Twins. ADDS: Cheri, M. Walden, J. Osborne, J. Mathis/D. Warwick, R. Stones, Skyy, R. Stewart, Dazz Band, Queen.

**WYLD-FM — NEW ORLEANS — TONY BROWN, MD — #1 — JUNIOR**  
 HOTS: R. Fields, S. Wonder, Atlantic Starr, S. Robinson, Shalamar, G. Duke, Taste Of Honey, Kool & The Gang, Whispers, D. Williams, G. Benson, O. Jones, War, Third World, P. Rushen, Sister Sledge, Bloodstone, A. Bofill, Lakeside, Bar-Kays. ADDS: Whispers, J. Osborne, D. Brown, Sister Sledge. LP ADDS: Temptations, D. Brown, Sho-Nuff, Cameo, J. Mathis/D. Warwick.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — SHALAMAR**  
 JUMPS: 9 To 4 — R. Fields, 13 To 7 — P. Rushen, 12 To 19 — Atlantic Starr, 21 To 10 — Third World, 19 To 16 — Skyy, 28 To 19 — B.B.C.S. & A., 24 To 20 — Thomson Twins, 25 To 21 — M. Wallace, 27 To 23 — Kwick, Ex To 24 — R. Griffith, Ex To 28 — P. McCartney, Ex To 25 — Booker T., Ex To 29 — Ashford & Simpson, Ex To 30 — R. Parker. ADDS: J. Mathis/D. Warwick, Chic, Cinnamon, "D" Train, Bloodstone, Gap Band. LP ADDS: Whispers.

**WWRL — NEW YORK — WANDA RAMOS, PD — #1 — ATLANTIC STARR**  
 HOTS: Shalamar, B. Womack, D. Williams, R. Fields, Third World, Kool & The Gang, Cheri, Skyy, P. Bryson, P. McCartney, S. Brown, M. Wycoff, Bloodstone, Change, P. Rushen. ADDS: Lakeside, Booker T., S. Woods, B. Collins, V. Burch, Aurra, Randi & The Rainbows, Chic, A. Edwards, B. Caldwell. LP ADDS: Atlantic Starr, Temptations, "D" Train, Change, R. Parker, D. Williams.

**WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — CHERI**  
 HOTS: S. Wonder, R. Parker, O'Bryan, Kool & The Gang, Taste Of Honey, Atlantic Starr, D. Williams, Junior, Shalamar, R. Fields, P. Bryson, Bloodstone, Ashford & Simpson, S. Robinson, Cameo, War, Lakeside, P. Rushen, G. Benson. ADDS: B. Caldwell, M. Walden, Gap Band, R. Dyson, Komiko. LP ADDS: Cameo, B.B. King.

**WOKB — ORLANDO — BILLIE LOVE, PD — #1 — R. FIELDS**  
 JUMPS: 5 To 2 — LTD, 10 To 4 — Dazz Band, 9 To 5 — Cameo, 25 To 13 — T-Connection, 27 To 14 — Reddings, 30 To 16 — Controllers, 24 To 20 — Bar-Kays, 29 To 22 — R. Dyson, 28 To 23 — Kleer, 33 To 27 — Ashford & Simpson. ADDS: Tom Tom Club, The Time, Gap Band. LP ADDS: P. Rushen, Taste Of Honey, Temptations.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — CHERI**  
 HOTS: Third World, Atlantic Starr, Chi-Lites, R. Fields, P. Rushen, O'Bryan, G. Benson, Secret Weapon, War, Skyy, D. Williams, Taste Of Honey, O'Jays, Shalamar, Dazz Band, R. Parker, K. Burke, R. Flack, Bar-Kays. ADDS: Collage, Whispers, M. Walden, G. Perry, Peech Boys, J. Osborne, D. Ross, W.A.G.B. Band. LP ADDS: B. Always, O'Jays.

**WAMO — PITTSBURGH — JON ANTHONY, PD — #1 — P. RUSHEN**  
 JUMPS: 7 To 4 — R. Parker, 9 To 5 — Cheri, 18 To 6 — Xavier, 17 To 7 — Shalamar, 19 To 8 — D. Williams, 18 To 12 — Cameo, 20 To 16 — R. Fields, 21 To 18 — B. Collins, 22 To 19 — Taste Of Honey, 23 To 20 — B. Caldwell, 24 To 21 — Kool & The Gang, 29 To 23 — Dazz Band, 36 To 24 — Temptations, 30 To 26 — P. Bryson, 31 To 27 — War, 37 To 29 — Gap Band, 38 To 35 — Instant Funk, 39 To 37 — C. Jankel, 40 To 37 — Aurra, Ex To 32 — Ashford & Simpson, Ex To 33 — B. Summers, Ex To 38 — R.J.'s Latest Arrival, Ex To 39 — Change, Ex To 40 — Pleasure. ADDS: Chic, G. Chandler, D. Lasley, S. Robinson, S. Brown, F. Grace/Rhinestone. LP ADDS: B.B. King, B. Summers, R. Parker, One Way.

**WLLC — RALEIGH — CHESTER DAVIS, PD — #1 — XAVIER**  
 HOTS: R. Fields, G. Benson, Cheri, S. Wonder, Skyy, Atlantic Starr, P. Rushen, G. Duke, Shalamar. ADDS: Gap Band, P. McCartney, Temptations, J. Mathis/D. Warwick, The Time, Kliq, K. Burke. LP ADDS: M. Jackson, B. Caldwell, C. Staton, Trouble Funk, "D" Train, R. Parker.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — ATLANTIC STARR**  
 HOTS: Skyy, Dazz Band, O'Bryan, S. Wonder, Taste Of Honey, Third World, P. Rushen, Junior, R. Parker, Shalamar, Temptations, P. McCartney, R.J. Smith, Reddings, Change, Chi-Lites, O'Jays, War, Cameo, D. Williams. ADDS: L. Graham, Ferrari, M. Walden, J. Osborne, Bloodstone, R. Jones, Xavier. LP ADDS: Cameo, D. Williams, Dazz Band.

**WSOK — SAVANNAH — JAY BRYANT, PD — #1 — TASTE OF HONEY**  
 JUMPS: 7 To 4 — P. Rushen, 10 To 7 — D. Williams, 11 To 8 — O'Jays, 15 To 11 — Cameo, 17 To 13 — Change, 20 To 15 — Dazz Band, 23 To 17 — West Street Mob, 26 To 19 — Cheri, 29 To 20 — R. Parker, 27 To 22 — The Time, Ex To 24 — Gap Band, Ex To 25 — Temptations, Ex To 26 — Bloodstone, Ex To 27 — O.C. Smith, Ex To 29 — Aurra, Ex To 30 — G. Benson. ADDS: G. Perry, J. Mathis/D. Warwick, Side Effect, S. Robinson, High Inergy, Lady, Atkins. LP ADDS: T. Troutman, Temptations, Taste Of Honey, Cameo.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — D. WILLIAMS**  
 HOTS: Junior, R. Fields, Kool & The Gang, Lakeside, Xavier, A. Jarreau, O'Bryan, Atlantic Starr, O. Jones, R. Parker, Taste Of Honey, Cameo, Shalamar, War, P. Rushen, Cheri, P. McCartney, Bar-Kays, One Way, Brass Construction. ADDS: Ashford & Simpson, Change, Aurra, West Street Mob, Kliq, Kleer, Sharon Brown, B. Caldwell. LP ADDS: Atlantic Starr, Whispers.



## Increased Hit Potential Seen In This Year's Eurovision Entries

by Paul Bridge

LONDON — For the great majority of the year, the Eurovision Television Network links the countries of Europe through landlines and satellite links for the transfer of programs and the live coverage of public events like the Royal Wedding or major sports fixtures. The unique event in the Eurovision calendar, however, is the Eurovision Song Contest.

After national meets to choose each country's entry to the grand final, the network goes on live all over Europe, and

## Foreigner Tops CRIA March Certifications

TORONTO — A quadruple platinum award for WEA recording group Foreigner's "4" LP, signifying 400,000 units sold, was the top March certification by the Canadian Recording Industry Assn. (CRIA). There were also one triple platinum LP, four double platinum albums, seven platinum albums awards, 11 gold album awards, two platinum singles and three gold single awards.

Qualifying for a triple platinum award (300,000 units) was Olivia Newton-John's MCA LP "Physical." The album also captured double platinum honors (200,000 units), along with MCA's soundtrack to the film *Xanadu*, "Stars On Long Play II" released by Quality Records and the Powder Blues' RCA release titled "Uncut."

Platinum album awards (100,000 units) went to The Go-Go's A&M Records debut, "Beauty And The Beat"; "Fancy Free," the MCA LP by the Oak Ridge Boys; "Stars On Long Play II"; "Shake It Up" and "Panorama," a pair of WEA albums by The Cars; Soft Cell's PolyGram LP "Non-Stop Erotic Cabaret"; and "I Love Rock 'N' Roll," the CBS album by Joan Jett and the Blackhearts.

"Stars On Long Play II" also copped a gold album award (50,000 units) along with Vangelis' PolyGram soundtrack to *Chariots Of Fire*; "Raise" by CBS group Earth, Wind & Fire; Burton Cummings' CBS LP "Sweet, Sweet"; "Greatest Hits By The Oak Ridge Boys" on MCA; "Street Songs" by Rick James on Quality Records; Dan Fogelberg's "The Innocent Age" on CBS; the self-titled album Aldo Nova on CBS; "Je Chante avec toi Liberte" by Nana Mouskouri on PolyGram; "Mob Rules" by Black Sabbath on WEA; and Alice Cooper's WEA LP "Flush The Fashion."

Olivia Newton-John's "Physical"; and "Tainted Love" were the platinum singles for March, while Soft Cell's single, joined by The Human League's PolyGram single, "Love Action/Hard Times," and Rick James' "Super Freak," were the CRIA gold single certifications during March.

the battle for the "Song for Europe" is fought before an audience upwards of 300 million. Saturday, April 24, is the day for the 27th annual final, this year to be held in the U.K. at the Narrogate Conference Centre.

As the competition grew in popularity and age, it became general practice for established artists to enter on behalf of their country. More recently, the competition has been increasingly used as the springboard for the start of new careers. ABBA and Bucks Fizz are the two major English-speaking winners to enter the international market through the competition. ABBA has of course, gone on to achieve legendary pop status since its song "Waterloo" won in 1974. Bucks Fizz, which is about to debut in the United States with its second album, "Are You Ready?" won the competition in 1981 in Dublin and has gone on to achieve total record sales upwards of four million LP units.

No doubt encouraged by the potential 300 million audience for the competition and Bucks Fizz's repeat of ABBA's success, bands are now being signed for international territories before the final of the competition. For the U.K., CBS/Epic leads the field, having signed five entries for the U.K. Polydor, Phonogram, EMI and President Records all have signed one overseas song for the U.K.

## CBS Bows 'Nice Price' Series In Europe

NEW YORK — CBS Records has launched its first major European midline series. The program, dubbed Nice Price, is consistent in both name and substance with similar CBS programs operating in North America and the U.K.

The initial release of approximately 40 titles includes back-catalog by Billy Joel, Santana, Bob Dylan, Earth, Wind & Fire, Simon & Garfunkel and others. In addition to the reduced prices, each album will be backed by substantial merchandising and advertising support.

## Bowen Named CRI VP, Business Affairs

NEW YORK — Timothy Bowen has been named vice president, business affairs, CBS Records International (CRI). In this position, Bowen will advise CRI and its subsidiaries on business matters and monitor their business agreements.

Bowen will also negotiate contracts on behalf of CRI for the acquisition of labels and artists and function as a liaison with CBS Records, U.S., in negotiations where international interests are involved.

Bowen joined CBS Records U.K. in 1976. He most recently served there as director, business affairs.

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — Top radio emcee Hector Larrea has started a TV stint on Channel 7 as part of the new programming season on local television. Antonio Carrizo, another longtime radio hero, is returning to the silver screen with a weekly folk & tango music show. The four Buenos Aires channels are trying to recover the potential loss of audience caused by a Government decree limiting to \$3,200 the salary of any TV star, which caused several of the 1981 top names to refuse a contract renewal for this year. One of the reasons for the limit has reportedly been the steady losses incurred by the plants in recent years; two of them will be licensed to private hands during 1982.

The oncoming elections in SADAIC, the author & composer rights collecting society in Argentina, has also caused quite a commotion in the showbiz industry. The society, which in theory is private but has been administered by the Government for several years, has about 1,100 members and an estimated turnover of about \$30 million a year. The election procedure is rather complicated, with "Active" members (who have two votes) and "Administered" members (with one each) electing a board, which will decide who will be the president during its first meeting. Each of the active members belongs to a certain category: pop, classical, folk and movie & advertising.

PolyGram is releasing the "live" album recorded by folk chanteuse Mercedes Sosa during her February dates at the Opera Theatre. The album aims at the 25,000 fans who jammed the gigs during the 10-day stint and includes the appearance of guest artists like Leon Gieco, Ariel Ramirez and Ruben Rada, who performed some tunes with the artist at some of the nights.

Opera Records, one of the largest distributors and one-stops in the market, is releasing its own line of product on tape, focused on the budget market. The cassettes are duplicated by American Recording and Carmusic, the leading indie tape plants, and feature local and foreign product. Labels are Sonoline and Carmusic, and the price is low: around \$2.30 at the current exchange rate.

miguel smirnoff

### Italy

MILAN — Freddy Naggiar, managing director of Baby Records, announced a development of his activity in the English and the U.S. markets for next year, with the system of direct promotion already experienced in all continental Europe. Baby Records in Italy reached a sales volume of \$7.7 million in 1981, an increase of 100% over the previous year.

Mara Malonchi and Alberto Salerno

created a new label, Mara & C., distributed by Dischi Ricordi. The first release is an album by Gruppo Italiano, called "Maccherock" . . . Fonit Cetra announced a licensing agreement with the jazz-oriented American label Freedom/Black Lyon. In the catalog are recordings by Archie Shepp, Sun Ra, and Cecil Taylor . . . Platz Music constituted its own subsidiary company in Italy. Sandro Pieralli, formerly with Sugarmusic, was named managing director of the company.

Dischi Ricordi started a new budget line, Historical Collection, beside its Orizzonte series. The price is \$3.80 to the consumer. Eighteen LPs have already been published by the beginning of April, including recordings by Frank Sinatra, Ella Fitzgerald, Nat King Cole and Bill Haley.

Singer/Songwriter Francesco Guccini renewed his contract with EMI Italiana for the next 10 years . . . Laura Luca, previously with Dischi Ricordi, signed with Fonit-Cetra. Her new single on this label is "Raggi Di Sole."

### Japan

TOKYO — The fight against the record rental shops that have begun to drain the local industry took another step last week with the announcement that the ruling Liberal Democratic Party had established a special task force in the Diet (parliament) to look into the problem. The announcement followed a request by the AARDJ (the national association of record retailers), the Japan Phonograph Record Assn. (JPRA) and the national actors/actresses association that the copyright laws be amended to thwart the record rental trade. According to a recent JPRA study, record rental shops were one of the primary reasons for an 11-14% drop in retail sales last year (Cash Box, April 24). The magnitude of the problem is further illustrated by the fact that while, by JPRA estimates, there were less than 30 record rental shops in the nation at the beginning of 1981, there are over 1,000 today (Cash Box, April 17).

K.K. Nagaoka, one of the larger phonograph needle manufacturers in the country, recently established a business department. The new department will be responsible for creating the marketing strategies for the company, according to president Eiichi Nagaoka.

Toshiba/EMI is expected to come up with a massive promotional push for the new Beatles packages to be released in "commemoration of the group in the 20th year since its formation." The company is expected to release three packages staggered two months apart, beginning with "The Beatles EP Collection" in August. Following will be "The Beatles In Italy" in October and "The Reel Beatles 3" in December.

## INTERNATIONAL BESTSELLERS

### Argentina

- TOP TEN 45s
- 1 Envolverlo De Palabras — Zum Zum — Interdisc
  - 2 Quema Caucho Sobre Mi — Gap Band — PolyGram
  - 3 Si La Vieras — Dyango — EMI
  - 4 Que Idea — Pino D'Angelo — Microfon
  - 5 Alpha Beta — Valhalla — Interdisc
  - 6 Bajo Presion — Queen — EMI
  - 7 No Te Vayas — Los Moros — RCA
  - 8 Menta Y Limon — Roque Narvaja — Discosa/Interdisc
  - 9 Cama Y Mesa — Roberto Carlos — CBS
  - 10 Physical — Olivia Newton-John — EMI

### TOP TEN LPs AND TAPES

- 1 All Stars — various artists — PolyGram
- 2 Escencia Romantica — Maria M. Serra Lima/Los Panchos — CBS
- 3 17 Top Hits — various artists — PolyGram
- 4 Roberto Carlos — Roberto Carlos — CBS
- 5 Superdisco '82 — various artists — RCA
- 6 Al Estilo De . . . — Sergio Denis — PolyGram
- 7 Musica Muy Exclusiva — various artists — K-tel
- 8 La Historia De — Aldo Monges — Microfon
- 9 Hooked On Classics — Royal Philharmonic Orchestra — Interdisc
- 10 Marla Elena Walsh — Maria Elena Walsh — K-tel/ATC

—Prensario

### Italy

- TOP TEN 45s
- 1 Non Succedera Piu — Claudia Mori — CGD/Clan
  - 2 Felicità — Al Bano & Romina Power — Baby
  - 3 Come Vorrei — Ricchi Poveri — Baby
  - 4 Storie Di Tutti I Giorni — Riccardo Fogli — CGD/Paradiso
  - 5 Il Ballo Del Quo Quo — Romina Power — Baby
  - 6 Survival — America — EMI/Capitol
  - 7 Celeste Nostalglia — Riccardo Cocciante — RCA
  - 8 Ping Pong — Plastic Bertrand — Durium
  - 9 5 O' Clock In The Morning — Village People — CGD/Vip
  - 10 Really — Richard Sanderson — Delta

### TOP TEN LPs

- 1 Tutto Sanremo — various artist — EMI
- 2 Cocciante — Riccardo Cocciante — RCA
- 3 La Voce Del Padrone — Franco Battiato — EMI
- 4 Arla Pura — Al Bano & Romina Power — Baby
- 5 30X60 — various artists 8 CGD
- 6 Alibi — America — EMI/Capitol
- 7 Renaissance — Village People — CGD/Vip
- 8 Il Tempo Delle Mele — soundtrack — Delta
- 9 The Concert In Central Park — Simon & Garfunkel — CBS/Geffen
- 10 Collezione — Riccardo Fogli — CGD/Paradiso

—Musica e Dischi

### United Kingdom

- TOP TEN 45s
- 1 Ebony & Ivory — Paul McCartney/Stevie Wonder — Parlophone
  - 2 My Camera Never Lies — Bucks Fizz — RCA
  - 3 Ain't No Pleasing You — Chas & Dave — Rockney
  - 4 Papa's Got A Brand New Pig Bag — Pig Bag — Stiff
  - 5 Give Me Back My Heart — Dollar — WEA
  - 6 More Than This — Roxy Music — E.G.
  - 7 Night Birds — Shakatak — Polydor
  - 8 One Step Further — Bardo — Epic
  - 9 Just An Illusion — Imagination — R&B
  - 10 Ghosts — Japan — Virgin

### TOP TEN LPs

- 1 Love Songs — Barbra Streisand — CBS
- 2 Pelican West — Haircut 100 — Arista
- 3 The Number Of The Beast — Iron Maiden — EMI
- 4 The Gift — The Jam — Polydor
- 5 Sky 4—Forthcoming — Sky — Ariola
- 6 All For A Song — Barbara Dickson — Epic
- 7 The Anvil — Visage — Polydor
- 8 Tin Drum — Japan — Virgin
- 9 James Bond's Greatest Hits — various artists — Liberty
- 10 Five Miles Out — Mike Oldfield — Virgin

—Melody Maker



# CASH BOX TOP 100 ALBUMS

May 1, 1982

		8.98	Weeks On 4/24 Chart
1	<b>CHARIOTS OF FIRE</b>	ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	1 29
2	<b>FREEZE-FRAME</b>	THE J. GEILS BAND (EMI America SOO-17062)	2 25
3	<b>BEAUTY AND THE BEAT</b>	THE GO-GO'S (I.R.S./A&M SP 70021)	3 40
4	<b>SUCCESS HASN'T SPOILED ME YET</b>	RICK SPRINGFIELD (RCA AFL1-4125)	4 6
5	<b>I LOVE ROCK 'N ROLL</b>	JOAN JETT AND THE BLACKHEARTS (Boerwalk NB1-33243)	5 21
6	<b>ASIA</b>	(Geffen SHS 2008)	6 5
7	<b>THE CONCERT IN CENTRAL PARK</b>	SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654)	7 8
8	<b>ESCAPE</b>	JOURNEY (Columbia TC 37408)	8 39
9	<b>GHOST IN THE MACHINE</b>	THE POLICE (A&M SP-3730)	10 28
10	<b>GET LUCKY</b>	LOVERBOY (Columbia FC 37638)	11 25
11	<b>MOUNTAIN MUSIC</b>	ALABAMA (RCA AHL1-4229)	12 8
12	<b>PHYSICAL</b>	OLIVIA NEWTON-JOHN (MCA-5229)	9 27
13	<b>HOOKED ON CLASSICS</b>	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	13 24
14	<b>THE DUDE</b>	QUINCY JONES (A&M SP-3721)	15 57
15	<b>ALWAYS ON MY MIND</b>	WILLIE NELSON (Columbia FC 37951)	19 7
16	<b>BELLA DONNA</b>	STEVIE NICKS (Modern/Atco MR 38-139)	17 38
17	<b>ALDO NOVA</b>	(Portrait/CBS ARR 37498)	21 11
18	<b>4</b>	FOREIGNER (Atlantic SD 16999)	14 41
19	<b>BLACKOUT</b>	SCORPIONS (Mercury/PolyGram SRM-1-4039)	24 6
20	<b>REEL MUSIC</b>	THE BEATLES (Capitol SV-12199)	25 4
21	<b>QUARTERFLASH</b>	(Geffen GHS 2003)	20 28
22	<b>PRIVATE EYES</b>	DARYL HALL & JOHN OATES (RCA AFL1-4028)	16 33
23	<b>SHAKE IT UP</b>	THE CARS (Elektra 5E-567)	18 23
24	<b>SOMETHING SPECIAL</b>	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	28 29
25	<b>DIARY OF A MADMAN</b>	OZZY OSBOURNE (Jet/CBS FZ 37492)	22 24
26	<b>DARE</b>	THE HUMAN LEAGUE (Virgin/A&M SP-6-4892)	33 10
27	<b>PAC-MAN FEVER</b>	BUCKNER & GARCIA (Columbia XRC 37941)	32 7
28	<b>ALLIGATOR WOMAN</b>	CAMEO (Chocolate City/PolyGram CCLP 2021)	42 4
29	<b>WORKING CLASS DOG</b>	RICK SPRINGFIELD (RCA AFL 1-3697)	30 57
30	<b>THE INNOCENT AGE</b>	DAN FOGELBERG (Full Moon/Epic KE2 37393)	23 33
31	<b>THE OTHER WOMAN</b>	RAY PARKER, JR. (Ariste AL 9590)	50 3
32	<b>WINDOWS</b>	THE CHARLIE DANIELS BAND (Epic FE 37694)	37 5
33	<b>FEELS SO RIGHT</b>	ALABAMA (RCA AHL 1-3930)	27 60
34	<b>TUTONE 2</b>	TOMMY TUTONE (Columbia ARC 37401)	51 13
35	<b>FRIENDS</b>	SHALAMAR (Solar/Elektra S-28)	38 11
36	<b>BRILLIANCE</b>	ATLANTIC STARR (A&M SP-4883)	41 6

		8.98	Weeks On 4/24 Chart
37	<b>PICTURE THIS</b>	HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340)	40 10
38	<b>STANDING HAMPTON</b>	SAMMY HAGAR (Geffen GHS 2006)	35 15
39	<b>ABACAB</b>	GENESIS (Atlantic SD 19313)	34 29
40	<b>BOBBIE SUE</b>	OAK RIDGE BOYS (MCA-5294)	29 11
41	<b>NON-STOP EROTIC CABARET</b>	SOFT CELL (Sire SRK 3647)	48 15
42	<b>TOM TOM CLUB</b>	(Sire SRK 3628)	36 28
43	<b>NIECY</b>	DENIECE WILLIAMS (ARC/Columbia FC 37952)	64 3
44	<b>GREAT WHITE NORTH</b>	BOB & DOUG MCKENZIE (Mercury/PolyGram SRM-1-4034)	26 19
45	<b>IV</b>	TOTO (Columbia FC 37728)	65 3
46	<b>THE SECRET POLICEMAN'S OTHER BALL — THE MUSIC</b>	VARIOUS ARTISTS (Island ILPS 9698)	47 7
47	<b>THE NUMBER OF THE BEAST</b>	IRON MAIDEN (Harvest/Capitol ST-12202)	57 4
48	<b>TATTOO YOU</b>	ROLLING STONES (Rolling Stone/Atco COC 16052)	31 34
49	<b>SKYYLINE</b>	SKYY (Salsoul/RCA SA-8548)	46 26
50	<b>LOVE IS WHERE YOU FIND IT</b>	THE WHISPERS (Soler/Elektra S-27)	39 16
51	<b>LIVE ON THE SUNSET STRIP</b>	RICHARD PRYOR (Werner Bros. BSK 3660)	67 3
52	<b>GREEN LIGHT</b>	BONNIE RAITT (Werner Bros. BSK 3630)	45 9
53	<b>FAME</b>	ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)	53 14
54	<b>BREAKIN' AWAY</b>	AL JARREAU (Werner Bros. BSK 3576)	56 37
55	<b>YES IT'S YOU LADY</b>	SMOKEY ROBINSON (Temple/Motown 6001TL)	49 11
56	<b>THE BROADSWORD AND THE BEAST</b>	JETHRO TULL (Chrysalis CHR 1380)	79 2
57	<b>MEMORIES</b>	BARBRA STREISAND (Columbia TC 37678)	43 21
58	<b>WASN'T TOMORROW WONDERFUL?</b>	THE WAITRESSES (Polydor/PolyGram PD-1-6346)	52 14
59	<b>STRAIGHT FROM THE HEART</b>	PATRICE RUSHEN (Elektra E1-60015)	88 2
60	<b>MR. LOOK SO GOOD</b>	RICHARD "DIMPLES" FIELDS (Boerwalk NB1-33249)	66 11
61	<b>INDUSTRY STANDARD</b>	THE DREGS (Ariste AL 9588)	61 6
62	<b>THE NAME OF THIS BAND IS TALKING HEADS</b>	TALKING HEADS (Sire 2SR 3590)	69 3
63	<b>20 AEROBIC DANCE HITS</b>	MARCY MUIR (Parade/Peter Pen 101)	55 16
64	<b>FOR THOSE ABOUT TO ROCK WE SALUTE YOU</b>	AC/DC (Atlantic SD11111)	54 21
65	<b>YOU'VE GOT THE POWER</b>	THIRD WORLD (Columbia FC 37744)	72 7
66	<b>YOU COULD HAVE BEEN WITH ME</b>	SHEENA EASTON (EMI America SW-17061)	44 23
67	<b>KATHY SMITH'S AEROBIC FITNESS</b>	(Muscle Tone MT 72151)	58 9

		8.98	Weeks On 4/24 Chart
68	<b>STRAIGHT BETWEEN THE EYES</b>	RAINBOW (Mercury/PolyGram SPM-1-4041)	— 1
69	<b>WHY DO FOOLS FALL IN LOVE?</b>	Diana Ross (RCA AFL1-4153)	63 26
70	<b>OUTLAW</b>	WAR (RCA AFL1-4208)	75 8
71	<b>REUNION</b>	THE TEMPTATIONS (Gordy/Motown 6008GL)	— 1
72	<b>ENGLISH SETTLEMENT</b>	XTC (Virgin/Epic ARE 37943)	76 7
73	<b>POINT OF PLEASURE</b>	XAVIER (Liberty LT-51116)	74 6
74	<b>SEASONS OF THE HEART</b>	JOHN DENVER (RCA AFL1-4256)	85 8
75	<b>DREAM ON</b>	GEORGE DUKE (Epic FE 37532)	60 9
76	<b>ANOTHER GREY AREA</b>	GRAHAM PARKER (Ariste AL 9589)	90 4
77	<b>CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b>	(Vintage/Mirus VNI 7733)	70 20
78	<b>CONTROVERSY</b>	PRINCE (Werner Bros. BSK 3601)	68 28
79	<b>THE GEORGE BENSON COLLECTION</b>	GEORGE BENSON (Werner Bros. 2HW 3577)	77 24
80	<b>KIHNTINUED</b>	GREG KIHN BAND (Beserkley/Elektra E1-60101)	110 4
81	<b>TONIGHT I'M YOURS</b>	ROD STEWART (Warner Bros. BSK 3602)	62 24
82	<b>KEEP IT LIVE</b>	DAZZ BAND (Motown 600ML)	102 7
83	<b>WHO'S FOOLIN' WHO</b>	ONE WAY (MCA-5279)	101 8
84	<b>SMALL CHANGE</b>	PRISM (Capitol ST-12148)	71 14
85	<b>THE POET</b>	BOBBY WOMACK (Beverly Glen BG 1000)	78 25
86	<b>WILD HEART OF THE YOUNG</b>	KARLA BONOFF (Columbia FC 37444)	92 5
87	<b>DOIN' ALRIGHT</b>	O'BRYAN (Capitol ST-12192)	96 6
88	<b>POP GOES THE MOVIES</b>	MECO (Ariste AL 9598)	93 8
89	<b>IT'S A FACT</b>	JEFF LORBER (Ariste AL 9583)	95 8
90	<b>3</b>	GAMMA (Elektra E1-60034)	91 8
91	<b>JUST ANOTHER DAY IN PARADISE</b>	BERTIE HIGGINS (Kat Family/CBS FZ 37901)	100 11
92	<b>THE FIRST FAMILY RIDES AGAIN</b>	VARIOUS ARTISTS (Boerwalk NB1-33248)	59 12
93	<b>THE JAZZ SINGER</b>	NEIL DIAMOND (Capitol SVAV-12120)	81 9
94	<b>DEATH WISH II</b>	ORIGINAL SOUNDTRACK (Sven Song)	98 6
95	<b>THE ONE THAT YOU LOVE</b>	AIR SUPPLY	47 10
96	<b>THE BLASTERS</b>		104 7
97	<b>WALT DISNEY PRODUCTION MOUSERCIST</b>		104 7
98	<b>ALL FOUR ON THE</b>	(Ariste AL 9588)	— 1
99	<b>DON'T SAY</b>	(Ariste AL 9588)	83 51
100	<b>BLACK ON BLACK</b>	RAYLON (RCA AHL1-4247)	81 9







# CASH BOX

May 1, 1982

## AROUND THE ROUTE

by Camille Compasio

The industry's major manufacturers were expected to turn out in full force at the April 16-18 Florida state convention being held at the Curtis Hixon Convention Center in Tampa. As one of the trade's most successful state organizations, FAVA annually attracts record throngs to this yearly event, which has enjoyed a progressive increase in attendance with estimates for 1982 running at about 3,000, according to association officials.

Game Plan is just about ready to wrap up production of its current video game, "Pot Of Gold," which was released this past February and has been selling quite well. Next up will be "Dribbling," the model that was introduced at AMOA and is scheduled to hit the market in the very near future. Watch for it.

Spoke with Loewen America president **Rus Strahan** just prior to his departure for Florida where he'll be covering the FAVA convention and remaining on the road for about a week to visit distributors and conduct a series of service schools on the current NSM phono line. Program will include sessions at Lawson Music (Winter Haven, Fla.); Palmetto Dist. (Raleigh, N.C.); R.H. Belam (Lake Success, N.Y.); and Atlas Music Co.

(continued on page 35)

## The Industry's First In-Depth Study Is Released By AMOA

CHICAGO — On April 2, the first in-depth Cost of Doing Business Survey of the jukebox and games industry was released to members of the trade who were present at the annual Management Seminar conducted by Notre Dame University for the Amusement and Music Operators Assn. (AMOA). The survey, administered by University of Notre Dame Professor of Accountancy, James F. Gaertner, lent weight to the suspicion that recent "billion dollar" profit figures quoted for the industry owe more to speculation than to reality.

According to Dr. Gaertner (who served for five years as Chief Financial Officer and member of the board of directors of Tex Tan Welhausen, a division of the Tandy Corporation), profit for the typical operator of jukeboxes dropped 36% from a study on jukeboxes conducted in 1980 by Peat, Marwick, Mitchell and Co. By the end of the reporting period of the 1981 survey, the typical operator reported a profit of \$49.45 per jukebox for the year. Fully one-third of the industry reported that they were only breaking even or operating at a loss while an analysis of the survey done by Dr. John R. Malone, Professor of Marketing at Notre Dame University, disclosed that the typical firm earned only 3% on its investment.

Usually the more money put into a jukebox means more plays for the customer, commonly a combination of 1-3-9 (1/25¢; 3/50¢; 9/\$1), 2-5-11 or 1-3-7 as one goes from a quarter to a dollar. However, recent hikes in record

and machine costs plus multi-layered licensing fees means that today's play per selection would have to be 35 cents to match the changes in the Consumer Price Index that have occurred since 1940. In other words, just to stay even, nine plays would have to return \$3.15 instead of the current \$1.

### 'Distributing News'

Even more surprising than the disturbing news for the jukebox industry was what is happening to the video game side of the coin machine industry. The 1981 Cost of Doing Business Survey revealed that the typical video game operator was only receiving a 7.5% return on the net market value of his machines, equipment and other assets dedicated to the business during a period when Certificates of Deposit were realizing 15% plus and interest rates were over 20%.

With the average video game cost pegged at \$3,000, the survey reported that the median revenue per game was \$1,368 and the median expense was \$1,213, leaving a profit of \$155 per year. That results in a return on investment of 7% (when the 1981 three-year depreciation allowance was used). This percentage is quickly being eroded further by local and state federal and state cut-backs, according to the survey.

The video game industry has not only been beset by problems of low return on investment, but also by changes in the social fabric of this country, observed Dr. Malone. Traditionally the industry has placed a heavy

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# COIN MACHINE



# INDUSTRY NEWS



**SEGA/GREMLIN ROADSHOW** — Product presentations, one-on-one discussions with company executives and informal rap sessions highlighted Sega/Gremlin's recent Showcase Tour series. Pictured are (l-r): Sega/Gremlin sales manager Jack Gordon addressing a gathering of operators and distributors in New York; one of the informal sessions where

participants had the opportunity to exchange ideas with company executives; and Sega/Gremlin's Bob Harmon, marketing director; Bob Klinefelter, customer service manager; and Duane Blough, president of Gremlin Industries. The two and a half week tour reached nearly one thousand distributors and ops in seven cities.

## Sega/Gremlin Hosts 7-City Series Of Product Presentations

SAN DIEGO — A traveling exhibition of Sega/Gremlin's most exciting new video games was greeted with enthusiastic response by distributors and operators in seven major U.S. markets. Conducted with the full support of key distributors, the showcase was geared to provide operators the opportunity to meet factory representatives and learn first-hand about the company's line of products.

"The Showcase provided an excellent forum for exchange of ideas and discussion of topics relevant to the industry today," observed Duane Blough, president of Gremlin Industries, Inc. "An industry first, the showcase proved to be of enormous benefit to all who participated."

The two and one-half week tour reached nearly one thousand distributors and operators in seven cities including Dallas, Columbus, Atlanta, Chicago, New York, Boston and San Francisco. Highlighting each show was the unveiling of Sega/Gremlin's new four player model of its challenging "Eliminator" space game. Also featured were the upright and cockpit versions of "Turbo,"



**TOPICAL DISCUSSION** — Frank Fogleman, Sega/Gremlin vice chairman, addresses the subject of the new emerging legislative environment for the video game industry in one of many open forum discussions of topical interest held during the Sega/Gremlin Showcase Tour.

as well as upright and cocktail table models of "Frogger" and "005".

Bob Harmon, Sega/Gremlin marketing director, hosted the shows in Dallas, Columbus

and Atlanta; while Jack Gordon, the firm's sales manager, conducted the Chicago, New York and Boston events. Harmon and Gordon co-hosted the San Francisco showcase.

The agenda for each session began with brief orientation remarks from Sega/Gremlin executives, continued with a question and answer session and concluded with a cocktail reception and buffet dinner with opportunity for game play and one-on-one discussions.

"Operators and distributors were extremely pleased to have this open forum," Blough said. "We consider their input and ideas to be a very important part of our effort in this industry and the showcase was an ideal vehicle for that exchange."

Among participating distributors in Dallas were Southwest Vending Sales, O'Connor Distributing Co., and Commercial Music Co. In Columbus, Shaffer Distributing Co., Cleveland Coin International and Monroe Distributing, Inc. participated. In Atlanta, participating distributors were Greater Southern Distributing Co. and Peach State Distributing Co. with Albert Simon, Inc.,

Coin Machine Distributors, Inc., Betson Inc. and Mondial International co-hosting in New York. Distributors participating in Boston included Bally Northeast Distributing, Inc. and Rowe International; and in San Francisco Advance Automatic Sales and Betson Pacific Distributing Co. were co-hosts.

"The success of this tour and the benefits to both distributors and operator indicate that such showcases and interchanges will become a continuing part of our overall marketing program," stated Blough.

## Cinematronics Pacts With Japan Leisure For 'Naughty Boy'

EL CAJON, Calif. — Cinematronics, Inc., the video game factory based here, and Japan Leisure, Ltd., of Tokyo, Japan, have announced the signing of a licensing agreement whereby Cinematronics will begin production and distribution of Japan Leisure's "Naughty Boy" video game.

"This is a great opportunity for Cinematronics and Japan Leisure Co.," said Cinematronics' president Fred Fukumoto. "We are very pleased and excited to have Naughty Boy joining our lineup of hits. I'm sure this will be the start of a long and mutually profitable relationship between the Japan Leisure Co. and Cinematronics."

According to David Stroud, Cinematronics vice president of marketing, shipments of Naughty Boy will begin in early May.

## Bally Sets Dividend

CHICAGO — The board of directors of Bally Manufacturing Corp. has declared a regular cash dividend of 2½ cents a share on the company's common stock, payable May 20, 1982 to stockholders of record on May 3, 1982.

## Bally/Midway Licenses 'Pac-Man' For Radio Station Promotion Campaign

CHICAGO — The Midway division of Bally Corp., manufacturers of the successful "Pac-Man" video game in the Western Hemisphere, has agreed to license a syndicated ad campaign to promote certain radio station formats. The advertising will feature characters and motifs from both the Pac-Man and "Ms. Pac-Man" machines in television commercials, outdoor and print ads for radio stations.

So far, two firms have been employed to handle the project for Bally Corp. in a joint-ventured syndication deal. Applied Marketing Services, a Detroit marketing firm specializing in syndicated packages for radio stations, will take charge of handling sales to stations; while the Akron, Ohio-based Creative Technology will control the technical video animation and customization for the media ads.

The advertising campaign will be entitled "The A-Mazing Radio Station" and is adapted from the various maze patterns used in the Pac-Man games. Expected to begin airing in April for several stations and in most major U.S. markets by early summer, the ad blitz is just one of over 200 licensed properties connected with the game, which has attracted players in both the arcade and consumer-oriented modules.

According to Roger Berk, president of Creative Technology, the video work done for television commercials will "authentically depict the high resolution and color intensity that is seen on video game screens." Berk further stated that the Pac-Man/radio station TV commercial will be a new innovation technically since plans call for animation to be

taken directly from the computer chip in the game's circuitry.

Stan Jarocki, vice president, marketing, for Midway Manufacturing Co., who made the announcement regarding the radio tie-ins, stated, "We are most pleased to have these two fine companies working on this unique project. We have been approached by dozens of radio stations across the U.S. for a program such as this and we can now offer a first-rate marketing package that meets our standards for the licensing of the 'Pac-Man' characters and game design."



**SCHOOL IN SESSION** — The recently held Midway service school sponsored by Advance Automatic Sales' Honolulu, Hawaii branch drew a full attendance of area operators and service personnel. Classes were held on March 11 and the presentation ran the full gamut of service, maintenance and technology, applicable to

## AMOA Releases Comprehensive Industry Study

(continued from page 33)

reliance on small bars, taverns and restaurants for location sites, but shifts in employment patterns and the closing of numerous manufacturing concerns has driven more and more such locations out of business. Malone suggested that new locations and types of locations need to be established for the operator to survive.

A follow-up survey has been instituted and is scheduled for release in 1983.



Midway products with demo models of current games provided for illustration purposes. Advance president Chet McMurdie was very pleased with the turnout and the response to the program. Pictured are (l-r): Midway's service manager Andy Ducaj conducting the class; and students at one of the sessions.



## AROUND THE ROUTE

(continued from page 33)

(Pittsburgh). **Paul Kasson** of Loewen's engineering staff will conduct a school at Cleveland Coin in Ohio on May 6 following which he will be present at the Ohio Music & Amusement Assn. convention (May 7-8) in Columbus. Rus told us that by late May or early June he expects **Rupert Mosinger**, chief engineer for parent company Loewen Automaten to be coming in from Germany to join Rus on a tour of various factory distributors and, hopefully, do some regional service schools while he is in the states. As for product, the first shipment of the new NSM 2401 phono has already gone out to the domestic market and as subsequent shipments come in from Germany they will be processed accordingly to meet the growing American demand, according to Rus. He said Loewen has been enjoying a "fantastic year" in phono sales, the present situation being that "we can't seem to keep them in stock." Nothing wrong with that.

On the positive side: **Paul Huebsch**, executive director of ADMA, called our attention to a recent article in the Los Angeles Times which accentuates the "academic value" of video games and their potential for providing initial exposure to computer age technology. The article noted that many schools and learning institutions are not equipped to provide formal instruction in computers or programming and that video games very often are the first exposure many people have to this new technology. The article states in part, "Video games are demanding, and require high levels of abstraction, dexterity and hand-eye coordination. . . (to) prepare the user for interaction with more complex computer systems, doing for this generation what the automobile did for an earlier generation. Tinkering with cars and engines prepared Americans for the industrial skills necessary to run complex machines and, eventually, to construct the greatest industrial empire of the 20th Century. The same principle may be true for video games. They may act as an 'advance organizer' for the Information Society." With regard to some of the recent restrictions proposed for arcades and players, the article said: "By reacting so strongly, parents and municipalities may be throwing out the baby with the bath water." How true.

Dateline Santa Clara, Calif. home of Universal U.S.A., where current video "Lady Bug" — a "sleeper," according to national sales manager **Mark McCleskey** — has "taken off like gangbusters" resulting in renewed demand and stepped up production at the factory. Mark anticipates this will continue on the line through July at its present rate of popularity. He noted that Universal is in the process of sample shipping its follow-up entry "Snap Jack," which has been testing just beautifully. Watch for it. Mark, along with the firm's eastern regional sales manager **Joe Furjanic**, were on hand for the FAVA show in Tampa.

## Dauntless Miner

Bursting tomatoes and dragons, an intrepid miner and a garden patch of vegetable delights are highlights of "Dig Dug," a new coin-operated video game introduced by Atari, Inc. It was designed by Namco, creator of the famed "Pac-Man," and is being produced by Atari under license agreement with the firm.

The new machine is a colorful maze game with a special difference, in that the player creates his own maze by digging underground tunnels. In the play process, the player controls Dig Dug, a dauntless miner with three lives who burrows beneath the garden patch. Dig Dug feverishly digs tunnels to avoid the precocious "Pooka," which is a fat red tomato with yellow sunglasses, and the ferocious "Frygar," a fire-spitting green dragon.

There are two ways for eliminating the pursuers. Dig Dug can turn quickly, catching them by surprise, and pump them up until they burst or he can dig a strategic tunnel underneath a waiting rock so that it falls and squashes the unsuspecting enemy. However, if Dig Dug decides that running away is the best option, he can merely stun Pooka and Frygar and then chomp his way to safety.

Special vegetable prizes appear each round for ten seconds in the same spot



in the tunnel where Dig Dug started to dig. The veggies are worth extra points but there's only one per round so Dig Dug must dig quickly to catch it. A round is completed when all the Pookas and Frygars escape above ground or are eliminated by Dig Dug.

Pooka and Frygar are chameleon-like foes that travel through the dirt as invulnerable ghosts but become real and vulnerable when exposed to air in a tunnel or cave.

Players can choose their own skill level. After finishing a game, the player has 16 seconds to begin again at the highest skill level achieved instead of returning to the initial difficulty of Round 1. The top five master miners can enter their initials and scores into the game's high score table. Non-volatile memory retains the score even when power is switched off.

Along with the challenging, fun-filled play action Dig Dug's other enhancements include changing game screen, multi-colored layers of dirt, 21 unusual sound effects and calliope accompaniment.

The machine is available in the standard upright, "mini" cabaret (with optional side panel decals) and cocktail cabinet models.

## New Equipment

### Storybook Video

Cinematronics, Inc. recently introduced "Jack the Giantkiller," its latest one-or-two player video game. The game is available in both upright and cocktail models.

The game follows the story of Jack as he climbs the beanstalk to retrieve treasures from the giant's castle. Six different screens and twelve difficulty levels increase excitement and challenge as the game progresses.

In the first screen, Jack begins his ascent to the giant's castle. Jack must climb the beanstalk without falling off. Along the way, he can gather beans, which later can be used for protection against attacking enemies. This is the only time during the game when he can gather beans. Jack can either jump over or throw beans at his enemies. He also has the ability to jump from branch to branch on the beanstalk. During this scene, Jack must avoid the woodpecker, caterpillar, moth and flying bee.

After climbing the beanstalk, Jack must walk through the cloud pattern. One false step will cause Jack to tumble down to earth. Jack must avoid the lions and attacking birds as he makes his way to the castle's drawbridge. Jack may jump over the lions and birds or hit them with beans to destroy them. Once he has walked through the clouds, Jack must wait until the drawbridge is lowered to allow him to cross and enter the castle.

Upon entering the castle in the third scene, Jack finds himself on the stairway leading to the giant's room. Jack must run up the stairway leaping over the missing stones. Jack must also dodge the steps falling from above. In addition, Jack can jump over or throw beans at the mouse and cat running down the stairway.

Once Jack reaches the top of the stairs safely, he finds himself in the giant's room. A series of platforms and stairs lead up to the giant's table, where the singing harp, a bag of gold, the goose that lays the golden eggs, the

princess and the sleeping gant are seen. Jack must jump from platform to platform and climb the stairs to reach the table. Flying magic lamps will attack Jack. Jack can either throw beans at the lamps or try to avoid them. The goose will move across the table laying golden eggs. If Jack can catch these eggs in the basket he is carrying, he scores extra points. Once Jack reaches the table, he must run to the object flashing (the harp, bag of gold, goose and then the princess) and rescue it.



After rescuing the designated object, Jack must climb back down the beanstalk carrying the object under his arm and reach his cottage. In climbing down the beanstalk, Jack faces the same enemies he did while climbing the beanstalk. When Jack is climbing down the beanstalk with the princess, the giant will awake and begin to chase Jack down the beanstalk.

Once Jack reaches the ground with the princess, he must fetch the axe lying near the beanstalk and begin chopping down the beanstalk. Jack must chop down the beanstalk before the giant reaches him.

When Jack successfully returns to his cottage with an object, a cartoon will appear.

## Arcade Management Opportunities

*Backed by a standard-setting industry leader committed to the success of this venture, our financially sound company is seeking the following people for ground-floor opportunities. The right people will help us establish a nationwide network of exciting amusement centers and build solid, rewarding careers.*

### Arcade Manager

Practical arcade experience is required for this position. Total game room responsibilities include hiring/supervising employees, maintaining equipment and reinforcing our quality image.

### District Manager

*You need arcade management experience to qualify. Travel within your assigned territory to oversee multi-location operations is required.*

*Individuals meeting these qualifications are invited to send their resumes, in confidence, to: Cashbox, Box 101, 1442 S 51st Avenue, Cicero, IL 60650.*



# THE JUKEBOX PROGRAMMER

\* indicates new entry

May 1, 198

## POP

- 1 **EBONY AND IVORY**  
PAUL McCARTNEY (Columbia 18-02860)
- 2 **DON'T TALK TO STRANGERS**  
RICK SPRINGFIELD (RCA PB-13070)
- 3 **DID IT IN A MINUTE**  
DARYL HALL & JOHN OATES (RCA PB-13065)
- 4 **MAIN THEME FROM "CHARIOTS OF FIRE"**  
VANGELIS (Polydor/PolyGram 2189)
- 5 **MOVIE MEDLEY**  
THE BEATLES (Capitol P-B-5100)
- 6 **BABY MAKES HER BLUE JEANS TALK**  
DR. HOOK (Casablanca/PolyGram NB 2347)
- 7 **HANG FIRE**  
THE ROLLING STONES (Rolling Stones/Atlantic RS 21300)
- 8 **867-5309/JENNY**  
TOMMY TUTONE (Columbia 18-02646)
- 9 **'65 LOVE AFFAIR**  
PAUL DAVIS (Arista AS 0661)
- 10 **I'VE NEVER BEEN TO ME**  
CHARLENE (Motown 1611MF)
- 11 **(OH) PRETTY WOMAN**  
VAN HALEN (Warner Bros. WBS 50003)
- 12 **FREEZE FRAME**  
THE J. GEILS BAND (EMI America B-8108)
- 13 **STILL IN SAIGON**  
THE CHARLIE DANIELS BAND (Epic AE7-1414)
- 14 **EDGE OF SEVENTEEN**  
STEVIE NICKS (Modern/Atlantic MR 7401)
- 15 **GET DOWN ON IT**  
KOOL & THE GANG (De-Lite/PolyGram DE 818)
- 16 **WE GOT THE BEAT**  
GO-GO's (I.R.S./A&M IR-9903)
- 17 **MAN ON YOUR MIND**  
LITTLE RIVER BAND (Capitol P-B-5061)
- 18 **DON'T YOU WANT ME**  
THE HUMAN LEAGUE (A&M/Virgin 2397)
- 19 **THE OTHER WOMAN**  
RAY PARKER JR. (Arista AS 0669)
- 20 **EMPTY GARDEN (HEY HEY JOHNNY)**  
ELTON JOHN (Geffen SEF 50049)
- 21 **DO YOU BELIEVE IN LOVE**  
HUEY LEWIS AND THE NEWS (Chrysalis CHS 2589)
- 22 **WAKE UP LITTLE SUSIE**  
SIMON AND GARFUNKEL (Warner Bros. WBS 50053)
- 23 **IT'S GONNA TAKE A MIRACLE**  
DENIECE WILLIAMS (ARC/Columbia 18-02812)
- 24 **RUN FOR THE ROSES**  
DAN FOGELBERG (Full Moon/Epic 14-02821)
- 25 **KEY LARGO**  
BERTIE HIGGINS (Kat Family WS9 02524)
- 26 **FIND ANOTHER FOOL**  
QUARTERFLASH (Geffen GEF 50006)
- 27 **WITHOUT YOU (NOT ANOTHER LONELY NIGHT)**  
FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)
- 28 **HEAT OF THE MOMENT\***  
ASIA (Geffen GEF 50040)
- 29 **GOIN' DOWN**  
GREG GUIDRY (Columbia 18-02691)
- 30 **WHEN IT'S OVER\***  
LOVERBOY (Columbia 18-02814)

## COUNTRY

- 1 **ALWAYS ON MY MIND**  
WILLIE NELSON (Columbia 18-02741)
- 2 **MOUNTAIN MUSIC**  
ALABAMA (RCA PB-13019)
- 3 **JUST TO SATISFY YOU**  
WAYLON & WILLIE (RCA PB-13073)
- 4 **IF YOU'RE THINKING YOU WANT A STRANGER**  
GEORGE STRAIT (MCA-51228)
- 5 **BUSTED**  
JOHN CONLEE (MCA-52008)
- 6 **YOU NEVER GAVE UP ON ME**  
CRYSTAL GAYLE (Columbia 18-02718)
- 7 **TEARS OF THE LONELY**  
MICKEY GILLEY (Epic 14-02774)
- 8 **SOMEDAY SOON**  
MOE BANDY (Columbia 18-02735)
- 9 **TAKE ME TO THE COUNTRY**  
MEL McDANIEL (Capitol P-B-5095)
- 10 **YOU'LL BE BACK (EVERY NIGHT IN MY DREAM)**  
THE STATLER BROS. (Mercury/PolyGram 76142)
- 11 **SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)**  
GENE WATSON (MCA-52009)
- 12 **FOR ALL THE WRONG REASONS**  
THE BELLAMY BROS. (Elektra/Curb E-47431)
- 13 **FINALLY**  
T.G. SHEPPARD (Warner Bros./Curb WBS 50041)
- 14 **'ROUND THE CLOCK LOVIN'**  
GAIL DAVIES (Warner Bros. WBS 50004)
- 15 **SINGLE WOMEN**  
DOLLY PARTON (RCA PB-13057)
- 16 **I'M GOIN' HURTIN'**  
JOE STAMPLEY (Epic 14-02791)
- 17 **EVERYTIME YOU CROSS MY MIND (YOU BREAK MY HEART)**  
RAZZY BAILEY (RCA PB-13084)
- 18 **LISTEN TO THE RADIO**  
DON WILLIAMS (MCA 52037)
- 19 **DON'T LOOK BACK**  
GARY MORRIS (Warner Bros. WBS 50017)
- 20 **DEALING WITH THE DEVIL**  
MERLE HAGGARD (MCA-52020)
- 21 **JUST GIVE ME WHAT YOU THINK IS FAIR**  
LEON EVERETTE (RCA PB-13079)
- 22 **SAME OLE ME**  
GEORGE JONES (Epic 14-02696)
- 23 **ANOTHER CHANCE**  
TAMMY WYNETTE (Epic 14-02770)
- 24 **SLOW HAND**  
CONWAY TWITTY (Elektra E-47443)
- 25 **KANSAS CITY LIGHTS**  
STEVE WARINER (RCA PB-13072)
- 26 **FORTY AND FADIN'**  
RAY PRICE (Dimension DS-1031)
- 27 **THERE AIN'T NO COUNTRY MUSIC ON THIS JUKEBOX**  
TOM T. HALL & EARL SCRUGGS (Columbia 18-02858)
- 28 **I DON'T THINK SHE'S IN LOVE ANYMORE\***  
CHARLEY PRIDE (RCA PB-13096)
- 29 **I DON'T KNOW WHERE TO START\***  
EDDIE RABBITT (Elektra E-47435)
- 30 **BROTHERLY LOVE\***  
GARY STEWART & DEAN DILLON (RCA PB-13049)

## BLACK CONTEMPORARY

- 1 **CIRCLES**  
ATLANTIC STARR (A&M 2392)
- 2 **THE OTHER WOMAN**  
RAY PARKER, JR. (Arista AS 0669)
- 3 **IT'S GONNA TAKE A MIRACLE**  
DENIECE WILLIAMS (ARC/Columbia 18-02812)
- 4 **I'LL TRY SOMETHING NEW**  
A TASTE OF HONEY (Capitol P-B-5099)
- 5 **IF IT AIN'T ONE THING... IT'S ANOTHER**  
RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)
- 6 **A NIGHT TO REMEMBER**  
SHALAMAR (Solar/Elektra S-48005)
- 7 **JUST BE YOURSELF**  
CAMEO (Chocolate City/PolyGram CC 3231)
- 8 **GET DOWN ON IT/STIPPIN' OUT**  
KOOL & THE GANG (De-Lite/PolyGram DE 818)
- 9 **FREAKY BEHAVIOR**  
BAR-KAYS (Mercury/PolyGram 76143)
- 10 **LET'S CELEBRATE**  
SKYY (Salsoul/RCA S7 7020)
- 11 **WORK THAT SUCKER TO DEATH**  
XAVIER (Liberty P-1-1445)
- 12 **I JUST WANT TO SATISFY**  
THE O'JAYS (Phila. Int'l./CBS ZS5-02834)
- 13 **THE GIGOLO**  
O'BRYAN (Capitol P-A-5067)
- 14 **TRY JAH LOVE**  
THIRD WORLD (Columbia 18-02744)
- 15 **FORGET ME NOTS**  
PATRICE RUSHEN (Elektra E-47427)
- 16 **YOU GOT THE POWER**  
WAR (RCA PB-13061)
- 17 **MAMA USED TO SAY**  
JUNIOR (Mercury/PolyGram 76132)
- 18 **NEVER GIVE UP ON A GOOD THING**  
GEORGE BENSON (Warner Bros. WBS 50005)
- 19 **STREET CORNER**  
ASHFORD & SIMPSON (Capitol P-B-5109)
- 20 **FLAMETHROWER**  
THE J. GEILS BAND (EMI America B-8108)
- 21 **WE GO A LONG WAY BACK**  
BLOODSTONE (T-Neck/CBS ZS5-02825)
- 22 **MUST BE THE MUSIC**  
SECRET WEAPON (Prelude PRL 8036-AS)
- 23 **CAN YOU SEE THE LIGHT**  
BRASS CONSTRUCTION (Liberty P-B-1453)
- 24 **WHERE DO WE GO FROM HERE**  
BOBBY WOMACK (Beverly Glen BG-2001)
- 25 **WORK THAT BODY**  
DIANA ROSS (RCA PB-13201)
- 26 **STANDING ON THE TOP — PART 1\***  
THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)
- 27 **THERE'S NO GUARANTEE**  
PEABO BRYSON (Capitol P-B-5098)
- 28 **EARLY IN THE MORNING\***  
THE GAP BAND (Total Experience/PolyGram TE-8201)
- 29 **PLAYING HARD TO GET**  
VERNON BURCH (Spector Records Int'l. 00021)
- 30 **MURPHY'S LAW\***  
CHERI (Venture V-149)

## OPERATORS PICKS

Russ Mawdsley Jr. (Russell-Hall Inc., Holyoke)  
**DID IT IN A MINUTE** — Daryl Hall & John Oates — RCA  
 Vic McCarthy (Catskill Amusements, Inc., Hurleyville)  
**EBONY AND IVORY** — Paul McCartney — Columbia  
 Irene Camen (Black Hills Novelty Co., Pierre)  
**FINALLY** — T.G. Sheppard — Warner/Curb

## RECORDS TO WATCH

**CRIMSON AND CLOVER** — Joan Jett & The Blackhearts — Boardwalk  
**ANY DAY NOW** — Ronnie Milsap — RCA  
**'TIL YOU'RE GONE** — Barbara Mandrell — MCA  
**LOVE'S FOUND YOU AND ME** — Ed Bruce — MCA  
**THE VERY BEST IN YOU** — Change — RFC/Atlantic  
**FRIENDS IN LOVE** — Dionne Warwick and Johnny Mathis — Arista

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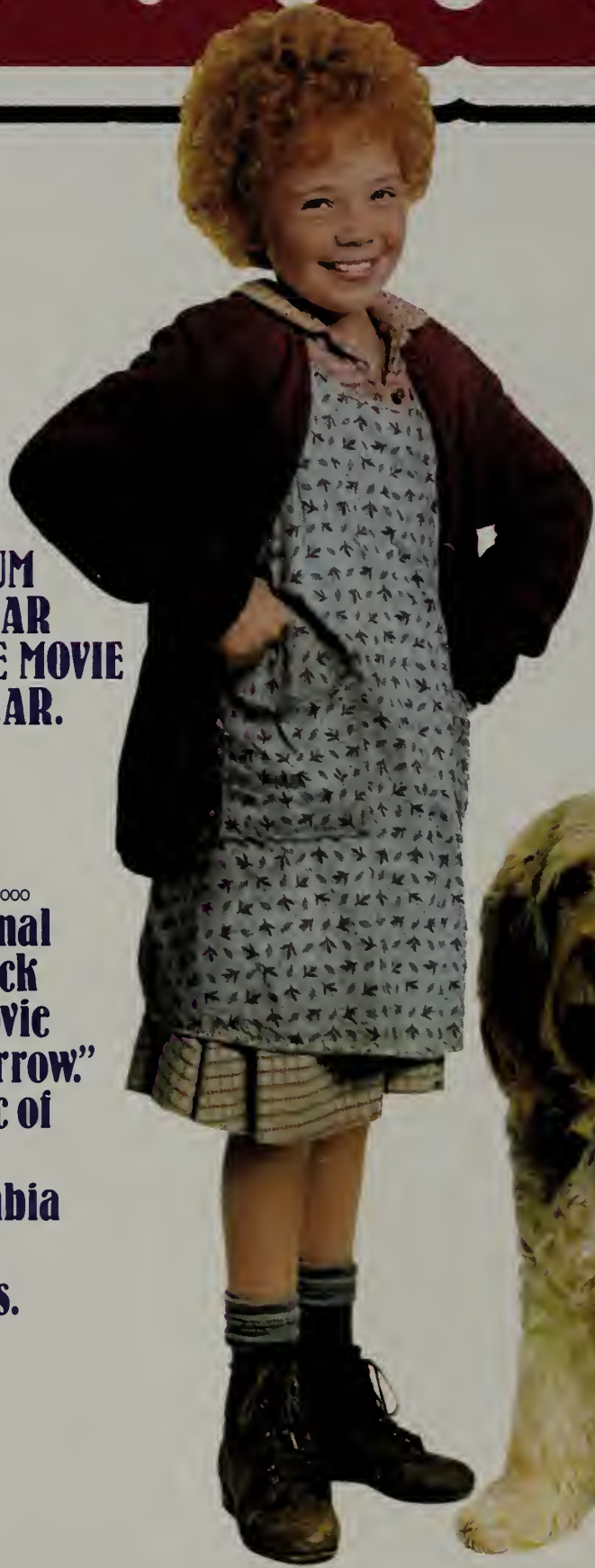
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