

CASHBOX

February 12, 1983

NEWSPAPER \$3.00



U.S. CD ROLLOUT SET FOR MARCH
SOLOMON, GEFEN NARM KEYNOTERS
VIDEODISCS: DEALERS STOCKING UP
ARKANSAS PASSES 'BACKWARD MASKING' BILL
PRESSING COSTS STABLE DESPITE OIL GLUT

Triumph



25th Annual Convention

April 10-14, 1983

Fontainebleau Hilton Hotel
Miami Beach, Florida



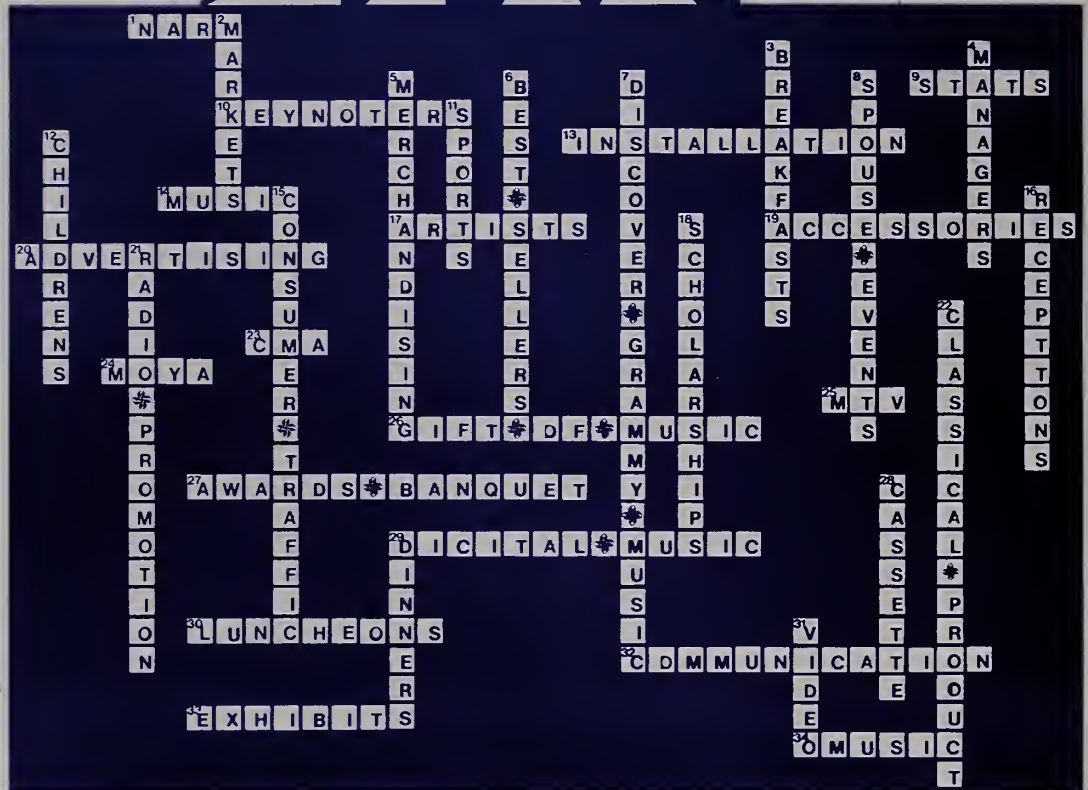
THE CONVENTION CROSSWORD PUZZLE

ACROSS

1. The trade association for marketing music
9. Industry _____ unveiled at NARM
10. "Spotlight" speakers
13. Luncheon honoring NARM officers
14. NARM Markets _____
17. Performers at luncheons and dinners
19. Exhibit area highlights
20. Inform via broadcast and print media
23. Host of spectacular luncheon show
24. Merchandiser of the Year Award
25. More about this promotion alternative
26. Super industry marketing campaign
27. Convention climax
29. Outstanding new opportunity
30. Mid-day Convention showtime
32. What happens at NARM
33. Convention meeting place
34. In Ireland, "Gift _____"

DOWN

2. NARM _____ Music
3. Convention eye-openers
4. New participants
5. What NARM members do best
6. Honored at NARM Awards Banquet
7. NARM's newest market expansion program
8. Special interest Convention schedule
11. Tennis, golf and running on Miami Beach
12. Product line getting first-time Convention program
15. Key to retailer's success
16. Relax here after Convention business day
18. Awarded at Foundation Dinner
21. Hot topic of Convention program
22. "Class" topic for a Convention program
28. Profound packaging opportunity
31. Software and games



"NARM MARKETS MUSIC" CONVENTION THEME

"NARM Markets Music" encompasses in a short but very meaningful phrase, the focus of the program for the 1983 NARM Convention.

The Convention gets off to its traditional start with a Welcoming Reception on Sunday evening, April 10. The "Gift of Music" Best Seller Awards Banquet closes the program on Wednesday evening, April 13. In between will be days packed full of programming featuring such "NARM Markets Music" expansion opportunities as "Gift of Music"; "Discover Grammy Music"; promotion alternatives such as MTV; the compact disc; new product lines to increase store traffic (video, video games, home computer software); and the merchan-

dising of specialty product (children's and classical). An exciting new dimension is added to the Convention programming, as artists' managers will be involved in a panel session on their role in increasing pre-recorded music sales.

Afternoons will be reserved for the meetings between customers and suppliers, which will take place outdoors in the Fontainebleau's pool and beach area, where a cabana/exhibit booth set-up will provide the unique environment for inter-company communication.

Luncheon shows will feature outstanding recording artists, as will the Scholarship Foundation Dinner and the Awards Banquet.

You should be there! Register today!

Call or write: NARM, 1008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J., 08034 (609) 424-7404

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EDITORIAL

So Now It Begins

All of the hoopla that has surrounded the introduction of the new Compact Disc (CD) system will finally be confronted with the realities of marketing a product during a worldwide recession. Hailed in many quarters as a possible "saviour" of the recorded music industry, the CD will soon face the acid test — consumer acceptance.

Already introduced in Japan and soon to bow in Europe, the CD will make its commercial debut in the U.S. the first week in March with the simultaneous release of hardware and software by CBS and Sony. In addition, PolyGram is set to enter the fray during the third quarter. So now the stage has been set.

Over the past months, the CD has been hailed for its high fidelity (from being the first laser-read,

digital audio disc), its convenient size (only 4.7 inches in diameter), its resistance to wear and tear (no stylus ever physically touches the disc) and a host of other characteristics. In addition, if the price were right, the CD could even put a dent in home taping by offering an audio quality virtually impossible to duplicate with analog-style magnetic tape.

With a product of such potential on the horizon, it is imperative that all of the lessons gained over the years by selling records, tapes, videocassettes and videodiscs be utilized to the fullest. If the CD is to make it, as little as possible should be left to chance. This is an opportunity for everyone — from labels, artists and hardware manufacturers to publishers, retailers, distributors and so on — so let's give this new "saviour" the best possible chance to set the future straight.

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ON THE COVER

The media has often focused on the preponderance of things evil in heavy metal music's lyrical imagery, but that can't be said of Canadian power trio Triumph. Indeed, the band may be a hard rock anomaly; since 1975, guitarist Rik Emmett, drummer Gil Moore and bassist Mike Levine have approached composing, recording and performing their brand of pyrotechnical rock with a positiveness that's reflected in their very name, Triumph. It's also forcefully illustrated throughout the group's new album, most appropriately titled "Never Surrender."

"Never Surrender" represents the latest step forward in a career that has gained momentum with each successive LP, the latest peak having been Triumph's first U.S. gold for 1981's "Allied Forces" (the band has released six albums in Canada, five of which went gold and two of those reaching platinum). Money accrued from these endeavors, as well as the band's constant touring, is channeled back into perfecting their craft; they built a state-of-the-art studio, The Metalworks, and created one of the most elaborately staged rock shows ever.



TOP POP DEBUTS

SINGLES

49 MR. ROBOTO — Styx — A&M

ALBUMS

42 PYROMANIA — Def Leppard — Mercury/PolyGram

POP SINGLE

DOWN UNDER
Men At Work
Columbia

B/C SINGLE

OUTSTANDING
The Gap Band
Total Experience/PolyGram

COUNTRY SINGLE

INSIDE
Ronnie Milsap
RCA

JAZZ

THE BEST IS YET TO COME
Grover Washington, Jr.
Elektra

NUMBER ONES



The Gap Band

POP ALBUM

BUSINESS AS USUAL
Men At Work
Columbia

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

MOUNTAIN MUSIC
Alabama
RCA

GOSPEL

PRECIOUS LORD
Al Green
Hi/Myrrh

CASH BOX TOP 100 SINGLES

February 12, 1983

	Weeks On Chart	2/5
1 DOWN UNDER	1	15
MEN AT WORK (Columbia 38-03354)		
2 BABY, COME TO ME	2	20
PATTI AUSTIN (Owest/Werner Bros. OWE50036)		
3 AFRICA	3	16
TOTO (Columbia 38-03335)		
4 MANEATER	4	18
DARYL HALL & JOHN OATES (RCA PB 13354)		
5 STRAY CAT STRUT	15	8
STRAY CATS (EMI America B-8122)		
6 DO YOU REALLY WANT TO HURT ME	11	11
CULTURE CLUB (Epic 34-03368)		
7 SHAME ON THE MOON	9	9
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)		
8 THE OTHER GUY	8	13
LITTLE RIVER BAND (Capitol B-5185)		
9 BILLIE JEAN	24	4
MICHAEL JACKSON (Epic 34-03509)		
10 YOU ARE	18	5
LIONEL RICHIE (Motown 1657)		
11 HUNGRY LIKE THE WOLF	23	8
DURAN DURAN (Capitol B-5195)		
12 GOODY TWO SHOES	12	13
ADAM ANT (Epic 34-03367)		
13 ALL RIGHT	19	4
CHRISTOPHER CROSS (Warner Bros. 7-29843)		
14 SEXUAL HEALING	5	16
MARVIN GAYE (Columbia 38-03302)		
15 HEART TO HEART	16	12
KENNY LOGGINS (Columbia 38-03377)		
16 ALLENTOWN	17	12
BILLY JOEL (Columbia 38-03413)		
17 MICKEY	6	23
TONI BASIL (Chrysalis 2638)		
18 BACK ON THE CHAIN GANG	32	9
PRETENDERS (Sire 7-29840)		
19 WE'VE GOT TONIGHT	27	3
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)		
20 YOU AND I	20	18
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)		
21 PASS THE DUTCHIE	25	9
MUSICAL YOUTH (MCA-52149)		
22 HEART OF THE NIGHT	22	12
JUICE NEWTON (Capitol B-5192)		
23 ROCK THE CASBAH	13	19
THE CLASH (Epic 34-03245)		
24 YOU CAN'T HURRY LOVE	10	15
PHIL COLLINS (Atlantic 7-89923)		
25 ONE ON ONE	44	3
DARYL HALL & JOHN OATES (RCA PB-13421)		
26 DIRTY LAUNDRY	7	16
DON HENLEY (Asylum 7-69894)		
27 YOUR LOVE IS DRIVING ME CRAZY	29	11
SAMMY HAGAR (Geffen 7-29816)		
28 BREAKING US IN TWO	35	5
JOE JACKSON (A&M 2510)		
29 I KNOW THERE'S SOMETHING GOING ON	33	15
FRIDA (Atlantic 7-89984)		
30 I KNEW YOU WHEN	30	10
LINDA RONSTADT (Asylum 7-69853)		
31 BAD BOY	28	12
RAY PARKER, JR. (Arista AS 1030)		
32 YOU GOT LUCKY	26	14
TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)		
33 WHAT ABOUT ME	21	22
MOVING PICTURES (Network/Elektra 7-69952)		

	Weeks On Chart	2/5
34 THE GIRL IS MINE	14	15
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)		
35 TWILIGHT ZONE	38	12
GOLDEN EARRING (21/PolyGram T 1103)		
36 ON THE LOOSE	39	11
SAGA (Portrait/CBS 37-03359)		
37 I'M ALIVE	40	5
NEIL DIAMOND (Columbia 38-03503)		
38 THE WOMAN IN ME	41	9
DONNA SUMMER (Geffen 7-29805)		
39 SEPARATE WAYS (WORLDS APART)	58	2
JOURNEY (Columbia 38-03513)		
40 TRULY	31	19
LIONEL RICHIE (Motown 1644)		
41 LOVE IN STORE	34	12
FLEETWOOD MAC (Warner Bros. 7-29848)		
42 FALL IN LOVE WITH ME	48	4
EARTH, WIND & FIRE (Columbia 38-03375)		
43 MY KIND OF LADY	53	3
SUPERTRAMP (A&M 2517)		
44 TIED UP	49	5
OLIVIA NEWTON-JOHN (MCA-52155)		
45 I CAN'T STAND STILL	50	5
DON HENLEY (Asylum 7-69931)		
46 I'VE GOT A ROCK 'N ROLL HEART	59	3
ERIC CLAPTON (Warner Bros. 7-29780)		
47 ALL THOSE LIES	37	10
GLENN FREY (Asylum 7-69857)		
48 TWO LESS LONELY PEOPLE IN THE WORLD	42	14
AIR SUPPLY (Arista AS 1004)		
49 MR. ROBOT	—	1
STYX (A&M 2525)		
50 COME ON EILEEN	67	4
DEXYS MIDNIGHT RUNNERS (Mercury/PolyGram 76189)		
51 DREAMIN' IS EASY	57	5
STEEL BREEZE (RCA PB-13427)		
52 BETCHA SHE DON'T LOVE YOU	63	4
EVELYN KING (RCA PB-13380)		
53 SHOOT FOR THE MOON	55	8
POCO (Atlantic 7-89919)		
54 THE BLUES	56	5
RANDY NEWMAN and PAUL SIMON (Warner Bros. 7-29803)		
55 SPACE AGE LOVE SONG	45	13
A FLOCK OF SEAGULLS (Jive/Arista VS2003)		
56 ROCK THIS TOWN	43	22
STRAY CATS (EMI America B-8132)		
57 MEMORY	47	13
BARRY MANILOW (Arista AS 1025)		
58 POISON ARROW	70	3
ABC (Mercury/PolyGram 810 340-7)		
59 BURNING HEART	64	8
VANDENBERG (Atco 7-99947)		
60 LIES	69	4
THOMPSON TWINS (Arista AS 1024)		
61 DON'T TELL ME YOU LOVE ME	68	4
NIGHT RANGER (Boardwalk NB-11-171-7)		
62 WINDOWS	65	5
MISSING PERSONS (Capitol B-5200)		
63 IT'S RAINING AGAIN	36	16
SUPERTRAMP (A&M 2502)		
64 JEOPARDY	74	3
GREG KIHN BAND (Beserkloy/Elektra 7-69847)		
65 SHOCK THE MONKEY	51	16
PETER GABRIEL (Geffen 7-29883)		
66 SO CLOSE	86	2
DIANA ROSS (RCA PB-13424)		

	Weeks On Chart	2/5
67 WINDS OF CHANGE	76	3
JEFFERSON STARSHIP (Grunt/RCA FB-13439)		
68 MAKE LOVE STAY	85	2
DAN FOGELBERG (Full Moon/Epic 34-03525)		
69 IT MIGHT BE YOU (THEME FROM "TOOTSIE")	81	3
STEPHEN BISHOP (Warner Bros. 7-29791)		
70 LOVE ME AGAIN	77	3
THE JOHN HALL BAND (EMI America B-8151)		
71 NEW FRONTIER	75	3
DONALD FAGEN (Warner Bros. 7-29792)		
72 IT'S RAINING MEN	79	3
THE WEATHER GIRLS (Columbia 38-03354)		
73 I GOTTA TRY	52	14
MICHAEL McDONALD (Warner Bros. 7-29861)		
74 LITTLE TOO LATE	87	2
PAT BENATAR (Chrysalis/CBS VS4 03536)		
75 NICE GIRLS	88	2
MELISSA MANCHESTER (Arista AS 1045)		
76 LITTLE THING CALLED LOVE	78	3
NEIL YOUNG (Geffen 7-29887)		
77 ALWAYS	84	5
FIREFALL (Atlantic 7-89916)		
78 GLORIA	62	33
LAURA BRANIGAN (Atlantic 4048)		
79 I LIKE IT	90	2
DeBARGE (Motown 1645)		
80 I DO	54	13
THE J. GEILS BAND (EMI America B-8148)		
81 TOO MUCH LOVE TO HIDE	89	2
CROSBY, STILLS & NASH (Atlantic 7-89888)		
82 STEPPIN' OUT	46	26
JOE JACKSON (A&M 2428)		
83 RIGHT BEFORE YOUR EYES	61	12
AMERICA (Capitol B-5177)		
84 HEARTBREAKER	60	19
DIONNE WARWICK (Arista AS 1015)		
85 SOMETHING TO GRAB FOR	—	1
RIC OCASEK (Geffen 7-29784)		
86 THE LOOK OF LOVE (PART ONE)	66	23
ABC (Mercury/PolyGram 78168)		
87 THE CLAPPING SONG	—	1
PIA ZADORA (Elektra 7-69889)		
88 DER KOMMISSAR	—	1
AFTER THE FIRE (Epic 34-03559)		
89 SHE'S A RUNNER	—	1
BILLY SQUIER (Capitol B-5202)		
90 I DON'T CARE ANYMORE	—	1
PHIL COLLINS (Atlantic 7-89877)		
91 GOT TO BE THERE	80	5
CHAKA KHAN (Warner Bros. 7-29881)		
92 LET'S GO DANCIN' (OOH LA, LA, LA)	72	16
KOOL & THE GANG (De-Lite/PolyGram DE824)		
93 HAND TO HOLD ON TO	71	15
JOHN COUGAR (Riva/PolyGram R211)		
94 1999	82	15
PRINCE (Warner Bros. 7-29896)		
95 SHADOWS OF THE NIGHT	73	17
PAT BENATAR (Chrysalis CHS 2647)		
96 GOODBYE TO YOU	91	14
SCANDAL (Columbia 38-03234)		
97 ON THE WINGS OF LOVE	83	20
JEFFREY OSBORNE (A&M 2434)		
98 NOBODY	93	26
SYLVIA (RCA PB-13223)		
99 UP WHERE WE BELONG	95	25
JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)		
100 PSYCHOBABBLE	94	11
THE ALAN PARSONS PROJECT (Arista AS 1029)		

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Africa (Hudmar/Cowbells — ASCAP)	3
All Right (Another Page — ASCAP)	13
All Those Lies (Red Cloud — ASCAP)	47
Allentown (Joel Songs — BMI)	16
Always (Fumunda/Big Fat — BMI)	77
Baby, Come (Rodsongs — PRS/Admin. by Almo — ASCAP)	2
Back On The Chain (Al Gallico — BMI)	18
Bad Boy (Raydiola — ASCAP)	31
Bad Boy (Music Corp. of America/Kashif — BMI)	52
Billie Jean (Mijac — BMI)	9
Breaking Us In Two (Albion — ASCAP)	28
Burning Heart (WB Music — ASCAP)	59
Come On Eileen (Colgems/EMI — ASCAP)	50
Der Kommissar (Chappell — ASCAP)	88
Dirty Laundry (Cass Country/Kortchmer — ASCAP)	26
Do You Really Want (Virgin/Chappell — ASCAP)	6
Don't Tell Me (The Boardwalk/Rough Play — BMI)	61
Down Under (Blackwood — BMI)	1
Dreamin' Is Easy (Toneman/Wood Street — ASCAP)	51
Fall In Love (Saggifire/Youngoulet/Wenkew — ASCAP)	42
Gloria (SugarSongs — BMI)	78
Goodbye To You (Zacko Songs)	96
Goody Two Shoes (EMI/Colgems-EMI — ASCAP)	12
Got To Be There (Jobete/Glenwood — ASCAP)	91
Hand To Hold On To (Riva — ASCAP)	93
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	22
Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI)	15

Heartbreaker (Gibb Bros. Adm. by Unichappell — BMI)	84
Hungry Like The Wolf (Tritac Ltd.)	11
I Can't Stand Still (Cass Country/Kortchmer — ASCAP)	45
I Do (Music Corp. of America — BMI)	80
I Don't Care (Pun — ASCAP)	90
I Gotta Try (Genevieve/Milk Money — ASCAP)	73
I've Got A Rock 'N' Roll (WB/Warner-Tamerlane/Diamond Mine/Face The Music — ASCAP/BMI)	46
I Knew You When (Lowery — BMI)	30
I Know There's (Russ Bailyard Ltd./Island Ltd.)	29
I Like It (Jobete — ASCAP)	79
I'm Alive (Stonebridge — ASCAP/Foster Frees — BMI)	37
It Might Be You (Gold Horizon — BMI/Golden Porch — ASCAP)	69
It's Raining Again (Delicate — ASCAP)	63
It's Raining Men (Songs of Manhattan Island/Oiga — BMI/Postvalda — ASCAP)	72
Jeopardy (Rye Boy/Well Received — ASCAP)	64
Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	92
Lies (Point Ltd. — PRS)	80
Little Thing Called Love (Silver Fiddle — ASCAP)	76
Little Too Late (Unichappell/Roseynotes — BMI)	74
Love In Store (FleetwoodMac — BMI)	70

Love Me Again (Siren Songs — BMI)	70
Make Love Stay (Hickory Grove — ASCAP)	68
Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI)	4
Memory (Koppelman — Bandler/Deco — BMI)	57
Mickey (Chinnichap/Careers — BMI)	17
Mr. Robot (Stygian Songs Adm. by Almo — ASCAP)	49
My Kind Of Lady (Delicate adm by Almo — ASCAP)	43
New Frontier (Freejunkt — ASCAP)	71
Nice Girls (House of Gold/Pullmen/Delicebo/Warner-Tamerlane — BMI)	75
1999 (Controversary — ASCAP)	94
Nobody (Tom Collins — BMI)	98
On The Loose (Pocket — ASCAP)	36
On The Wings (Lincoln Pond/Almo/Merch — ASCAP)	97
One On One (Hot-Cha/Unichappell 8 BMI)	25
Pass The Dutchie (Virgin/Hel Shaper — ASCAP)	21
Poison Arrow (Virgin/Chappell — ASCAP)	58
Psychobabble (Woolfsongs/Careers — BMI)	100
Right Before (Mark-Cain — CAPAC)	83
Rock The Casbah (Ninaden Ltd. — PRS)	23
Rock This Town (Zomba — BMI)	56
Separate Ways (Weed High Nightmare — BMI)	39
Sexual Healing (April — ASCAP)	14
Shadows Of The Night (Inner Sentum — BMI)	95
Shame On The Moon (Coolwell/Granite — ASCAP)	7
She's A Runner (Songs of the Knight — BMI)	89

Shock The Monkey (Peter Gebrlrel Ltd. — ASCAP)	65
Shoot For The Moon (Pirooting — ASCAP)	53
So Close (Rossville — BMI/mel-day 8 ASCAP)	66
Something To Grab For (Ric Ocasek — BMI)	85
Space Age Love Song (Zomba Ent. — BMI)	55
Steppin' Out (Albion — ASCAP)	82
Stray Cat Strut (Zomba Ent. — BMI)	5
The Blues (Six Pictures — BMI)	54
The Clapping Song (Al Gallico — BMI)	87
The Girl Is Mine (Mijac — BMI)	34
The Look Of Love (Virgin/Chappell — ASCAP)	86
The Other Guy (Screen gems — EMI/BMI)	8
The Woman In Me (Warner-Tamerlane/Reshldel/Flying Dutchman/Sweet Harmony — ASCAP)	38
Tied Up (John Farrar/Rit of Hebeas — BMI/ASCAP)	44
Too Much Love To Hide (Gold Hill — ASCAP/TeleComm — BMI)	81
Truly (Brockman BMI)	40
Twilight Zone (Faver — ASCAP)	35
Two Less Lonely (Unart/Big Parade — BMI)	48
Up Where We (Famous — ASCAP/Ensign — BMI)	99
We've Got Tonight (Gear — ASCAP)	19
What About Me (Australian Tumbleweed — BMI)	33
Windows (Private Life/Life After Music — ASCAP)	62
Winds Of Change (Allen Music — BMI)	87
You And I (Four Way — ASCAP)	20
You Are (Brockman — ASCAP)	10
You Can't Hurry Love (Stone Agate — BMI)	24
You Got Lucky (Gene Gotor/Wild Gator — ASCAP)	32
Your Love Is Driving (Warner Bros./Benline — ASCAP)	27



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

Solomon, Geffen Keynote Speakers At 25th NARM Meet

by Jim Bessman

NEW YORK — The goal of expanding the prerecorded music market is the major thrust of the National Assn. of Recording Merchandisers (NARM) 25th annual convention, set for April 10-14 in Miami Beach (Cash Box, Jan. 15). The "NARM Markets Music" theme of the convention will be explored primarily in updates and projections regarding the association's "Gift of Music" and "Discover Grammy Music" campaigns, to be presented during the opening business session on Monday morning, April 11.

Other topics on the agenda include the emergence of MTV as a promotional tool, the changing role of radio, the growth of cassettes, compact discs and record and tape counterfeiting. In addition, six specific marketing and merchandising workshops are being offered to the NARM regular membership.

Keynoting the convention are Russ Solomon, Tower Records president, who will speak at the opening session, and David Geffen, Geffen Records chairman, who will address the Tuesday morning business session.

The convention will begin Sunday, April 10, with registration from 9 a.m.-5 p.m. The regular members annual meeting will be held from 4 p.m.-5 p.m., and a welcoming reception will follow from 7:30 p.m.-8:30 p.m.

Following breakfast Monday morning, the opening business session from 9 a.m.-12 noon will address the major issue of the convention: how to expand the market for prerecorded music. After both welcoming remarks from Western Merchandisers president and convention chairman John Marmaduke and delivery of the NARM president's annual report by Lieberman Enterprises president Harold Okinow, NARM executive vice president Joseph A. Cohen will focus on the convention's theme: "NARM Market's Music." He will offer a progress report and future projections for the "Gift of Music" and "Discover Grammy Music" campaigns, as well as discuss "Expanding the Prerecorded Music Market: The Unexplored Potential."

Solomon Keynotes

Solomon's keynote address will be followed by discussions of "The Numbers Game: An Update on Industry Statistics," and "Music Television — MTV: The Hot Sound in Promotion." Ending the session will be a report from the Retailer Advisory Committee by committee chairman and Stark/Camelot Music executive vice president Jim Bonk.

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CBS, Sony To Bow CD Units, Software First Week In March

by Michael Glynn

LOS ANGELES — Sony digital audio Compact Disc (CD) player units will be available in limited quantities, along with 16 pop and classical CD software titles from CBS, beginning the first week of March. According to a spokesman for Sony Corp. of America, a network of 50 audio specialty dealers around the country, "chosen for their ability to demonstrate the (CD) player and their knowledgeability of digital audio in general," will carry hardware and software during the initial marketing period, dubbed the introductory educational phase.

"Hopefully, by April we will expand this dealer structure to 200 outlets," said the spokesman, speaking for Sony Consumer Audio Products marketing vice president John Briesch. "By June, we hope to have increased the number of titles to 40, including (software) by Telarc and Nautlius."

While each dealer in the network will initially have a small number of player units for sale, the basic thrust of the introductory educational phase is to provide consumers with "hands on" demonstrations of the CD.

"We're restricting the hardware to complement the number of titles which will be available at first," the Sony spokesman

pointed out. "We're buying titles directly from CBS, which will include some of those already being sold in Japan."

Among the acts that will be represented in the opening CD pop, R&B and jazz catalog, according to CBS, are Barbra Streisand, Billy Joel, Bruce Springsteen, Michael Jackson, Earth, Wind & Fire, Santana and Miles Davis. On the classical side, Lorin Maazel, Leonard Bernstein, Zubin Mehta and Isaac Stern are among the names whose recordings will be involved in the launch.

Supported By Literature

"We will begin to supply software retailers as soon as there is a significant population base of (CD) players," noted the CBS spokesman. "The production of discs will initially be handled by CBS/Sony in Japan, but we will begin manufacturing in the U.S. in 1984."

The introductory educational phase will be "supported by literature," according to Sony, including "a small book explaining the CD player, how it works, and digital audio in general," along with in-store point-of-purchase displays and sales training by Sony field technicians for audio specialty

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MIDEM HIGHLIGHTS — Among the many activities of MIDEM were the numerous occasions for industry members to get together to mingle, make new friendships and renew old ones. Pictured at MIDEM are (l-r): George Albert, Cash Box president and publisher; Lonnie Simmons, president, Total Experience Records;



Drees Van Der Schuyt; Kees Van Weyen; Mattieu Van Sweewelt; Mrs. George Albert; Robert Wilson of Total Experience/PolyGram recording group The Gap Band; Albert; Charles Wilson of The Gap Band; Frankie Crocker, PD, WBLS/New York; and Simmons. The Gap Band performed for TV at MIDEM.

Videodiscs Making Comeback At Record And Tape Stores

by Michael Martinez and Michael Glynn

LOS ANGELES — Record dealers are gearing up for more active involvement in videodisc software merchandising during 1983, citing greater saturation of the hardware in the marketplace, a wider selection of titles and the potential for more sales rather than rentals as key factors for their renewed enthusiasm.

Simultaneous with the renewed enthusiasm expressed by record retailers, the two major disc and player manufacturers — Pioneer Laserdisc and RCA SelectaVision — are developing more aggressive promotion, advertising and exchange programs to maintain sales momentum and to encourage wider merchandising of the discs at the retail level.

RCA SelectaVision boasts more than 600 titles in its repertoire, while Pioneer Laserdisc has more than 300, with plans to have about 500 titles by Christmas 1983. Price range for both systems' software is between \$15 and \$39.

The number of videodisc hardware units in the marketplace appears to be the key factor in the resurgence, though, with its

greater market presence sparking higher demand for the software and prompting many dealers who have not been involved with the line before to at least test market.

"With RCA practically giving away their machine, naturally there is a greater demand," remarked Dwight Montjar, director of video purchasing at the 142-store Camelot Music chain based in Canton, Ohio. "When we first considered the disc, we wanted to make sure that there was enough hardware in the marketplace to create a demand for software products."

He said that Camelot was currently testing the disc at six of its stores, four strictly sales and two renting the disc. But Montjar added that the renting aspect is too complex.

Monitoring Demand

"We'll probably expand our video disc involvement to 15-20 stores during the second quarter," he said. "It will depend largely on the demand." He noted that early reaction to the disc titles was "pretty good."

Manufacturers have been aggressive in campaigns to get hardware in the homes of consumers by running special advertising and discounting the product to an attractive price range.

At RCA, hardware sales have been led by the SelectaVision SGT-075 model, which lists for \$299, but the company is also in the midst of promotion that offers customers two out-of-stock videodisc titles worth \$70 with the purchase of any of the other three models, including the \$499 stereo model. RCA also plans to introduce another model later this year that will feature interactive and rapid access capabilities.

According to Frank McCann, vice president of public affairs, RCA Consumer Electronics Division, there will be distributors meetings in the coming weeks to set further player promotions.

Pioneer Video spokesman Ron Petty noted that a liquidation promotion on the Pioneer Laserdisc player model VP-1000 (pricing the model as low as \$399) spurred a sales surge of both the player and disc.

With the promotion running through July, August and September, Petty said, the fall catalog then came out with 230 titles and that seemed to trigger some more activity saleswise.

Viable Source

But despite Pioneer's efforts, most dealers contacted said that they would stock the RCA CED line heavier because of its market penetration. "The CED right now is a viable entertainment source," said Bruce Shurtz, vice president of retail at the

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'82 Record, Tape Sales Increase At Military Outlets

by Michael Martinez

LOS ANGELES — Record, tape and video sales through the International U.S. Armed Services stores network were \$74 million in 1982, representing an increase of six percent over the 1981 figure of \$70 million and an 18% increase in revenues from the last two years, according to figures obtained from the federal government's Record Distribution Activity (RDA) Center in Atlanta, Ga.

Like last year, gross sale of prerecorded videocassettes showed the most dramatic increase, totalling \$9 million in 1982, a 29% jump over the \$7 million posted in 1981. According to Steve Fair, RDA chief, the distribution center will begin to sell videodisc software to the 650 PX (army stores) and BX (air force outlets) it services during the coming year. "We believe that there is more of the disc hardware available now and that the software product can generate sales now," Fair observed.

"Despite rental programs in our leading prerecorded video market, which is Germany," Fair said, "our sales in this area have grown." He said this should continue to improve with inclusion of both the laser and CED systems and the growing presence of the hardware on U.S. Armed Service bases around the world.

He said that along with the spiraling growth of prerecorded video, two other factors were strong contributors to RDA sales growth in 1982. Fair explained that institution of an "automatic distribution system," which allowed RDA to ship a balance of LP and cassette product, gave the service stores first shot at available stock on new titles in both album and cassette configurations. He said after the new releases are out, the RDA processes recorders to each store based on stocking needs. "We can more readily meet a store's demands employing this new system," Fair said, adding that with cassettes comprising 100% of RDA's total tape sales and grabbing a bigger share of the total sales picture each year, it was important to develop a

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BUSINESS NOTES

Coalition Backs Home Taping Bills

NEW YORK — The Coalition to Save America's Music has issued a statement supporting passage of the home taping and record rental legislation introduced in Washington last week by Sen. Charles Mathias (R.-Md.) and Rep. Don Edwards (D.-Calif.) (**Cash Box**, Feb. 5). The coalition asked all members and supporters of the U.S. music industry to urge their representatives to immediately enact the bills.

The coalition represents over two million people and hundreds of groups within the music industry. Co-founders and co-spokespersons Stanley Gortikov, president of the Recording Industry Assoc. of America (RIAA), and Leonard Feist, president of the National Music Publisher's Assn. (NMPA), emphasized the need for passage of the home taping bill, which would allow consumer taping for private use while compensating the taped product's creators and copyright holders. Gortikov blamed the current level of audio home taping, which is estimated as costing the record industry \$1 billion annually, for creating "a severe economic crisis for the recording industry."

Both Gortikov and Feist also noted the growing problem of unauthorized commercial record rentals. Feist said that the record rental bill, which would amend the copyright laws to allow copyright owners to control such rentals, is the coalition's immediate priority since Congress is not expected to act on the home recording problem until the Supreme Court decides the so-called "Betamax case," which involves the practice of home taping TV programs off the air specifically, and the question of copyright liability for all home taping generally (**Cash Box**, Jan. 22).

"Unless this practice is controlled," commented Gortikov on the record rental situation, "it will exact a fatal toll on the retail marketplace as we know it, and the creators and copyright owners whose efforts give birth to the wide array of music available today."

January Certifications Released

NEW YORK — Five albums were certified platinum and 12 were awarded gold in January by the Recording Industry Assn. of America (RIAA). In addition, three singles were also certified gold.

Albums certified platinum for sales in excess of one million units included "Daylight Again," by Atlantic recording group Crosby, Stills and Nash; "Combat Rock," by Epic recording group The Clash; "Welcome To My World," by RCA recording artist Elvis Presley; "The Jane Fonda Work Out Album," by various artists on CBS Records; "Thriller," by Epic recording artist Michael Jackson.

Albums certified gold for sales in excess of 500,000 units included "Seven Year Ache," by Columbia recording artist Rosanne Cash; "Famous Last Words," by A&M recording group Supertramp; "The Eagles Greatest Hits Volume II," on Elektra/Asylum; "1999," by Warner Bros. recording artist Prince; "Showtime," by EMI America recording group The J. Geils Band; "Here Comes The Night," by Arista recording artist Barry Manilow; "Still Live," by the Rolling Stones; "Spring Session M," by Capitol recording group Missing Persons; "Speak Of The Devil," by Jet/Epic recording artist Ozzy Osbourne; "Thriller," by Epic recording artist Michael Jackson; and "Standing Hampton," by Geffen/Warner Bros. recording artist Sammy Hagar.

Singles certified gold were "Gloria," by Atlantic recording artist Laura Branigan; "The Girl Is Mine," by Michael Jackson and Paul McCartney on Epic; and "Maneater," by RCA recording duo Hall & Oates.

Grammy Awards Guests Announced

LOS ANGELES — When John Denver hosts the 25th annual Grammy Awards telecast 8-11 p.m. E.S.T. on CBS-TV Feb. 23, he'll be joined by a legion of superstar entertainment personalities, including Count Basie, Ray Charles, Jerry Lee Lewis, Lena Horne, Eddie Murphy, Elton John, Bill Monroe, The Spinners, Ricky Skaggs and Kenny Rogers, each of whom will be making special appearances honoring the Grammy's quarter-century birthday. Broadcast live from the Shrine Auditorium here, the awards event will include musical performance segments by such artists as Miles Davis, Marvin Gaye, Men At Work, Joe Cocker & Jennifer Warnes, Willie Nelson and Alabama and feature guest presenters like "Bob and Doug McKenzie" (Dave Thomas and Rick Moranis of SCTV), Anne Murray, Rick Springfield, Andy Williams, Dionne Warwick and Olivia Newton-John.

Executive producer of the three-hour show, encompassing CBS's entire prime time schedule for that evening, is Pierre Cossette Prods., and Walter C. Miller will direct the broadcast. The Grammy Awards, voted on by members of the National Academy of Recording Arts & Sciences via secret ballot, cover 62 categories.

CMA Plans For 25th Anniversary Year Revealed

LOS ANGELES — The Country Music Assn. (CMA) last week announced plans for its 25th anniversary activities this year at a press luncheon at the Century Plaza Hotel. In addition to a gala 90-minute network television special to be taped this March in Washington, D.C. to commemorate the CMA's 25-year involvement with country music, 1983's activities will also include a special display at the Smithsonian Institute, a reception at the White House hosted by President and Mrs. Reagan, and a new jingle and logo for the group.

According to CMA officials, the special television program will be taped in Constitution Hall and feature such country artists as Roy Acuff, Willie Nelson, Loretta Lynn, June & Johnny Cash, Chet Atkins, Eddy Arnold, the Oak Ridge Boys, Charley Pride, Minnie Pearl and CMA director Barbara Mandrell. The show, entitled *Kraft Salutes the 25th Anniversary of the Country Music Association*, will be aired on CBS Television April 13 and sponsored by Kraft Foods.

NARM Mails Ballots For Best Seller Awards

NEW YORK — The National Assn. of Recording Merchandisers (NARM) has mailed out the ballots for its "Gift Of Music" Best Seller Awards to its retailer, one-stop and rack jobber members. The awards cover 18 separate categories, with emphasis placed on recognition of new artists. The votes will be tabulated by the accounting firm of Goldenberg Rosenthal and the results will be presented at the NARM convention, April 13 at Miami's Fontainebleau Hotel.

"The Best Seller Awards have a very special place in our industry since they are the only ones which directly reflect actual over-the-counter sales in the country's prerecorded music outlets," stated NARM vice president Dan Davis. "Accordingly, we at NARM intend to generate a tremendous amount of publicity as to their significantly unique meaning."

NMPA, ASCAP
Fox Agency Set
For Japan Meet

by Kozo Otsuka

TOKYO — Top officials representing American songwriters and publishers will meet here with their Japanese counterparts to discuss a variety of copyright-related issues as part of a visit set for the last week in March. The meeting between officials of the National Music Publishers Assn. (NMPA), American Society of Composers, Authors and Publishers (ASCAP) and the Harry Fox Agency and members of Japan's Music Publishers Assn. (MPA) will be one of the highlights of a 12-day visit here by the American officials, beginning March 22.

Heading the American delegation to the meeting will be NMPA chairman Salvatore Chiantia, ASCAP president Hal David and Harry Fox Agency managing director Al Berman.

Among the many issues to be discussed will be the proliferation of record rental shops in Japan (and beginning in the U.S.), home taping and the fight against the piracy and counterfeiting rampant through many portions of the Far East. Publishers in both Japan and the U.S. have already claimed that revenue losses from the above-mentioned practices have steadily increased in severity.

"We expect to achieve positive results by joining in a series of meetings with intensive concentration on mutual problems and the future potential of the industry," said Shoichi Jusano, chairman of the MPA, which is sponsoring the meetings. "There are a number of matters of pressing impor-

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LP Vinyl Prices
To Remain Stable
In Spite Of Oil Glut

by Jeffrey Ressler

LOS ANGELES — Although the inability by the Organization of Petroleum Exporting Countries (OPEC) to set price or production levels during late January has the world expecting cheaper oil prices soon, that reduction apparently won't be enough to affect the vinyl industry, record pressing plants or record labels, according to spokespersons for major suppliers of petroleum-derived vinyl resins and PVC pellets. At presstime, depending on the grade and amount purchased, vinyl costs 57½ cents per pound, each pound capable

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ITA Update To Spotlight
Progress In Videodiscs

NEW YORK — New developments in the videodisc field will be discussed at the 13th annual audio/video update seminar of the International Tape Assn. (ITA) at the Diplomat Hotel in Hollywood, Fla.

At the session, James M. Alic, RCA Videodisc group vice president, will provide details about the interactive CED videodisc player, which the company plans to introduce in the second half of 1983.

Another session, entitled "The Financial Analyst/An In-Depth Look At Home Video" will take place at the seminar. James Chung, director of finance at Fuji Photo Film, will moderate the session. Speakers include Tom Howard, financial analyst at First Boston Corp., and Robert Schmitt, financial analyst and vice president at Drexel, Burnham Lambert.

The seminar will also include sessions embracing video games, home computers, computer software, video for business and industry, and new developments in audio.

For more information, call the ITA at (212) 956-7110.

REVIEWS

ALBUMS

OUT OF THE BOX



ANOTHER PAGE — Christopher Cross — Warner Bros. 23757-1 — Producer: Michael Omartian — List: 8.98 — Bar Coded

Not only did Christopher Cross' 1979 self-titled first album give him four Top 20 singles and five Grammy Awards, but it also earned the distinction of enjoying one of the longest chart runs in the history of **Cash Box**. "All Right," the initial 45 from this LP, has already penetrated the Top 20 on singles charts, copping scads of radio play from A/C, MOR and soft pop programmers. Guest artists like Michael McDonald, Art Garfunkel, Ernie Watts, Don Henley, Karla Bonoff and Tom Scott all contribute to this collection of mostly ballads and easygoing rock numbers.

FEATURE PICKS

POP

SEARCHPARTY — The John Hall Band — EMI America ST-17082 — Producer: John Hall — List: 8.98 — Bar Coded

Hall, former leader of the '70s pop-rock combo Orleans, composed most of the songs on this follow-up to last year's "All of the Above" LP with his wife Johanna, and the music speaks chiefly about the boundaries of male-female relationships. On "Little Miss Maybe" and "On Hold," the tension between the sexes is fierce, while "Ipso Facto" and "Security" portray the more positive aspects of romance. Another Top 40 single like 1982's "Crazy (Keep On Falling)" could help this venture click.

LOVE OVER AND OVER — Kate & Anna McGarrigle — Polydor/PolyGram 810 042-1 Y-1 — Producers: Kate, Anna and Jane McGarrigle — List: 8.98 — Bar Coded

After releasing a few critically lauded albums together during the late-'70s and individually inking several ditties for Linda Ronstadt and Maria Muldaur, these Canadian sisters took a hiatus from the recording scene. Fortunately, they've returned in fine form with this eclectic assortment of folk ballads ("On My Way To Town," "I Cried For Us"), uptempo poppers ("Love Over and Over," "Tu Vas M'accompagner") and even a touch o' gospel ("Jesus Lifeline"). The siblings' witty observations and vocal sharpness have lost none of their sting, and this project may prove to be their most accessible yet.

THE ART OF FALLING APART — Soft Cell — Sire 23769-1 — Producers: Mike Thorne and Soft Cell — List: 8.98 — Bar Coded

Mark Almond and David Bell, the British mates who comprise the DOR techno-pop act known as Soft Cell, follow up last year's "Non Stop Erotic Cabaret" LP and

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Shounks, Grammy!

Optical Programming Associates and MCA would like to thank the National Academy of Recording Arts and Sciences for nominating *Olivia: Physical* and *Fun & Games* for the coveted Video of the Year Award.

Physical, available on videocassette and laser disc, is a high energy concert specially designed to offer the home audience the ultimate in musical involvement. *Fun & Games*, on laser disc, is participative programming at its best, engaging children in everything from tap dancing and tongue twisters to palmistry and puppets.

We're proud that both of these unique productions are appreciated by the public and recognized by our peers.



Optical Programming Associates is a joint venture of MCA VIDEODISC, INC., Pioneer Video, Inc., and Magnavox Productions, Inc.; formed to create, develop or produce programming that makes the best use of the unique features of the Laser Vision videodisc system.

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REVIEWS

(continued from page 6)

smash single "Tainted Love/Where Did Our Love Go" with this slick effort incorporating a disc of original material plus a bonus EP featuring a medley of Jimi Hendrix songs done in electronic fashion. While none of the fresh compositions have the powerful hooks of the team's 1982 45, several tunes here — such as the title track and "Loving You, Hating Me" — are naturals for prog play.

FIRST . . . — Klein & M.B.O. — Atlantic 800401 — Producers: Mario Boncaldo and Tony Carrasco — List: 8.98 — Bar Coded

Klein & M.B.O. sounds more like the name of a public relations firm than a band, but actually the act is the concept of the Milan, Italy, dance-oriented team of Mario Boncaldo and Tony Carrasco, who wrote, arranged and produced this disc. The key cut on this aptly titled premiere album is "Dirty Talk," a non-stop leg-shaker that lit up discotheques in Europe and Canada as an independent single. Synths and rhythm boxes abound here, along with an assortment of fancy studio and echo moves.

SEIZE THE MOMENT — Bill Wray — Liberty LT-51140 — Producer: John Ryan — List: 8.98 — Bar Coded

Louisiana rocker Bill Wray began as a protege of BTO's Randy Bachman, billed as "the next Elton John," but a lot has changed since 1976 when Wray put out his initial product. For one thing, his sound has gotten much more rugged, although it still retains the pop sheen. On his second Liberty album, Wray is joined by keyboard wizard Nicky Hopkins, potent percussionist Lenny Castro and the five-man Tower of Power horn section for additional impact.

BLACK CONTEMPORARY

ALFONZO — Larc/Ice LR-8101 — Producer: Clay McMurray — List: 8.98

Though he strikes a Michael Jackson pose on the front cover and assumes a Lionel Richie stance on the back, the posturing by the photographer is where the similarity between Alfonzo Jones and those two artists ends. Primarily a collection of disco movers, the album sports at least one footloose number — "Your Booty Makes Me Moody" — that has started to elicit a thumbs-up from B/C radio outlets. The rest of the package, with the exception of the fine heart-wrenching lone ballad "I Wanna Give You My Love 'Till You Scream," contains standard dance club R&B cum funk riffs.

NEW AND DEVELOPING

MODERN ROMANS — The Call — Mercury/PolyGram 810 307-1 M-1 — Producers: Michael Been and The Call — List: 8.98

Dark, moody feelings permeate the second album by this apoco-rock quartet, and the result is a waxing that recalls the desperation of such intense artists as

The Doors, The Who and Talking Heads. Fronted by guitarist/vocalist/composer/producer Michael Been, The Call picked up some alternative FM response from its first LP and with this sojourn may yet get the wider attention from AOR it so richly deserves. Urgent, gutsy cuts like "Turn a Blind Eye" and "Time of Your Life" are the prime picks for PDs off of this powerful recording.

BLINDED BY SCIENCE — Thomas Dolby — Harvest/Capitol MLP-15007 — Producers: Tim Friese-Greene and Thomas Dolby — List: 5.98 — Bar Coded

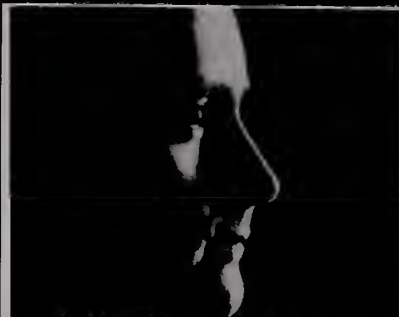
Known for his synth work with Foreigner, Joan Armatrading and Lene Lovich (for whom he scribed and arranged the dance floor waver "New Toy"), Dolby comes through on this second solo experiment with an album that may earn his a new audience thanks to progressive radio and MTV airplay on the single track, "She Blinded Me With Science." That's one of two new songs on this mini-LP filled with allusions to high tech lifestyles; the B-side has extended versions of three oscilloscope odes lifted from last year's "Wireless" material. The compupop here is provided by Dolby's masterful use of Wave computers and drum programs, as well as his strangely soothing vocals.

CHECK IT! — Mutabaruka — Alligator AL 8306 — Producers: Earl "Chinna" Smith and Mutabaruka — List: 8.98

Jamaican protest poet Mutabaruka utilizes the trance-like instrumental mixing studio technique of dub on this album, which successfully combines a percussive-oriented sound with politically inflammatory lyricism. Heavily influenced by the writings of Malcolm X and Eldridge Cleaver and the music of British reggae vanguard Linton Kwesi Johnson, Mutabaruka's passionate songs of struggle and revolution are inspiring, intriguing and involving. Highly recommended cuts include "Everytime A Ear de Soun''," "Sit Dung Pon de Wall" and "De System."

SINGLES

OUT OF THE BOX



PHIL COLLINS (Atlantic 7-89877)
I Don't Care Anymore (4:45) (Pun Music — ASCAP) (Phil Collins) (Producer: Phil Collins)

Phil Collins turns angry on the second single from "Hello, I Must Be Going." With sparse synthesizer and guitar arrangements, Collins lets us know his feelings principally through his stickwork.

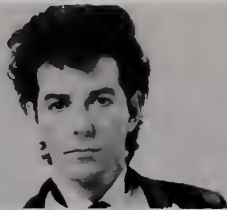
FEATURE PICKS

POP

TRIUMPH (RCA JB-13443)
A World Of Fantasy (3:57) (Jukebox Music/Triumphsongs — CAPAC) (Triumph — Tam Patrick) (Producers: Triumph and David Thoerner)

The first single from the Canadian metalers' "Never Surrender" LP is a standard

NEW FACES TO WATCH



Robert Hazard

The four original songs on Robert Hazard's self-titled five-song debut RCA EP show the watchful eye and skilled craftsmanship of, say, a jewelry engraver, which as it turns out, was Hazard's day gig back in the late-'70s. "My father is a jeweler," he says, explaining his induction into the business and a shop in Philadelphia's "Jewelers' Row." "I did Zero Mostel's watches, and also worked for Groucho Marx, Peggy Fleming, Joe Frazier and Jersey Joe Walcott. I also had a couple antique stores at the time."

This knack at and appreciation for quality handiwork has been manifest throughout Hazard's long singing/songwriting career, which has just now culminated in the resounding buzz surrounding his new release. The 31-year-old artist began writing songs when he was 10, then influenced by an older sister's record collection featuring the likes of Elvis Presley, Carl Perkins, the Platters and Gene Vincent. But when Hazard was ready to perform some 10 years later, Bob Dylan and old folk bluesmen like Robert Johnson were the primary models, and his solo folkie act utilized Dylan's technique of playing a guitar and also having a harmonica racked around his neck.

Never one to stay too long in one place, Hazard soon switched to country music and such stylists as Waylon Jennings and Conway Twitty, and found that he needed other musicians to support his growing repertoire. Shortly thereafter he experienced a striking "change reaction," to use the title of one of his best songs.

"My whole life started to change," he explains. "I grew up, got a divorce,

travelled a lot and matured. Instead of looking inside, I started looking outside at the world itself."

Hazard began writing rock 'n' roll songs instead of his more "personal" self-examinations. "I got tired of crying and dwelling on it. I was like James Taylor — a sad and lonesome guy. I started reading Jerzy Kosinski and changed my whole point of view."

In 1977, having already established a reputation as a songwriter, Hazard was asked to join a Philly party band that wanted to expand its range from strictly cover material. "Then I decided that I wanted to do this seriously," he continues. "In 1978, I met a girl in a bar and followed her to Jamaica. I got into Bob Marley and Big Youth, and when I came back, I put together a new band, Robert Hazard and The Pride, which was an all black reggae band, except me. We got thrown out of every bar in Philadelphia!"

After hooking up with manager Bill Eib, Hazard formed Robert Hazard and The Heroes, which "went through about 10 changes" before becoming the current Robert Hazard unit comprised of three-year associates Jerry Weindel on keyboards, Michael Pilla on guitar and Ken Bernard on drums, and six-monthers Peter Smith on guitar and Michael Radcliff on bass. Last summer he released a self-produced EP on his own RHA Records and sold 50,000 copies in the Philadelphia area. Radio station WMMR, which had played Hazard's tapes prior to the record's release, continued its support, and the disc's lead track, "Escalator Of Life," was picked up for use on TV broadcasts of Philadelphia 76ers and Flyers games.

Local and national music publications helped spread the word, as did an hour special on the USA Cable network and a performance at last summer's JFK Stadium event featuring Elvis Costello, Blondie, Genesis and A Flock Of Seagulls. When RCA's A&R department caught wind of the mounting buzz, the label hurriedly re-released the EP, rightly confident that Hazard's appeal, like his talent, couldn't be confined.

rock tune, replete with a soft acoustic guitar intro and angelic back-up vocals which set the stage for a hard-driving rocker. "A World Of Fantasy" breaks no new ground but is bound to serve AOR radio its meat and potatoes.

GREG KIHN BAND (Berserkley 7-69847)
Jeopardy (3:46) (Rye Boy/Well Received Music — ASCAP) (Kihn, Wright) (M.K. Kaufman)

A cult figure for years, Greg Kihn has found another single to make him a hot radio item. With a sound somewhere between Steve Miller and vintage Creedence Clearwater Revival, "Jeopardy" is a low-key but non-stop rocker.

LENE LOVICH (Stiff/Epic 34-03499)
It's You, Only You (Mein Schmerz) (3:29) (Screen Gems — EMI Music, Inc. — BMI) (H. Sinzheimer-F. Bakker-A. Danielson-J. Voster-J. Tarenskeen-E. DeZwann) (Producers: Lene Lovich and Les Chapell)

Originally released late last year as a 12-inch dance record, this shortened version certainly deserves a listen from programmers who may have been weirded away in the past. Lovich's penetrating vocal about "My Heartache" benefits from Bob Clearmountain's mixture of her own horn riffs, harp-like synth figures and urgent "Flock of Seagulls" rhythms.

BLACK CONTEMPORARY

THE COMMODORES (Motown 66721)
Reach High (3:30) (Hanna Music/Cambrae Music/Macawrite Music/Old Fashion Publ./Walter Orange Music — ASCAP) (W. King, R. Lapread, T. McClary, M. Williams) (Producers: M. Williams & The Commodores)

In an inspirational tune sheathed in a catchy, well-produced R&B coat, the Commodores advise their audience that "some midnight oil has got to burn/so much in life has got to be learned." "Reach High" is a sure bet for both pop and B/C airplay.

HIGH INERGY (Gordy 1662GF)
He's A Pretender (3:36) (Chardax Music — BMI) (G. Goetzman, M. Piccirillo) (Producer: George Tobin in association with Mike Piccirillo)

Lead singer Barbara Mitchell both burns and yearns for the "devil in disguise" subject of this brisk entry.

BOHANNON (Compleat Records CP-103)
Make Your Body Move (3:58) (Raydiola Publ. Co. — ASCAP) (Ray Parker, Jr.) (Producer: Hamilton Bohannon)

Ray Parker, Jr. does Bohannon a good turn on this title track from Bohannon's latest LP. Bohannon is found here at the head of a romantic dance/exercise class, smoothly commanding the slow funk action to the echo of a he-man chorus.

JAZZ

MILES DAVIS (Columbia 38-03605)
Star On Cicely (3:43) (Jazz Horn Music — BMI) (M. Davis) (T. Macero)

Although the abrupt start on this side will make it a programming nightmare for anyone but jazz radio, the churning bottom provided by bassist Marcus Miller and drummer Al Foster will delight sophisticated dance floor mavens, and the long fluid melody line harkens back to the trumpeter's pre-"Shout" compositions.

NEW AND DEVELOPING

ROBERT HAZARD (RCA JH-13449)
Escalator Of Life (3:30) (Heroic Music — ASCAP) (Robert Hazard) (Producer: Robert Hazard)



With a dark-strained synthesizer-heavy rocker Philadelphia native Robert Hazard comes on strong in the first single from his debut EP. Hazard's slow, sci-fi synth intro breaks abruptly into a fast-paced commentary on modern life.

Arkansas Bill Hits 'Masked' LPs

by Fred Goodman

NEW YORK — The Arkansas State Legislature has passed a bill requiring record and tape manufacturers to place a warning on the cover of any recording that contains backward masking. Any such album not featuring a warning will be subject to forfeiture or seizure. It was not known whether Arkansas Governor Bill Clinton would sign the bill, or if the Legislature would be able to muster enough votes to override a possible veto.

Sponsored by Arkansas State Representative Jack McCoy, the bill defines backward masking as "the process of pressing or otherwise making an impression on a phonograph record or tape which impression when the record or tape is played backwards makes an audible verbal statement." Although the bill does not provide any specific guidelines for determining whether or not a recording contains backward masking, it did cite albums by The Beatles, Pink Floyd, ELO, Queen, Black Oak Arkansas, Styx and Led Zep-pelin.

Record retailers in Arkansas were predictably annoyed with the new bill. "It seems like every time there's a dummy bill that somebody has to get passed they bring it to Arkansas and get it passed," said Mike Baugh, manager of one of Little Rock's two Discount Records stores. "I can't believe that the record companies would decide not to ship records to Arkansas or that they would label them just for this state. Our stand is that if it passes and we have to do it, we'll sticker every record in the store. Gospel records, country records, everything. Until somebody decides to fight it."

Although the bill makes manufacturers responsible for placing a warning on recordings, retailers may be liable for seizure of non-labeled product.

"I cannot really come up with a bill in Arkansas to reach the manufacturer," said McCoy. "He's really out of my reach. My bill has to be directed towards the retailer, but written in such a way that he is not going to be the man that is hurt. In other words, I'm trying to encourage the manufacturer to go ahead and put it on."

Despite McCoy's intentions, retailers found little consolation in the bill's wording. "It says if we sell them without the stickers, they can come in and confiscate them," said Mike Hook of Little Rock's Peaches outlet.

Although two CBS acts — Pink Floyd and ELO — were specifically mentioned in the Arkansas bill, Bob Altschuler, vice president, press and public affairs, said that the company "does not put out records that have backward masking."

Queried on the impetus for the bill, McCoy said it has come from no particular organization or lobby, but rather from his general constituency.

In a related incident, *The Arkansas Gazette* published a photo on the eve of the legislature's vote that showed the cover of the Polydor/Ze EP "I Could Rule The World If I Could Only Get The Parts" by The Waitresses. That cover carries a backward masking warning that conforms to the requirements of the Arkansas bill. The photo's caption made mention of the fact that The Waitresses' warning was originally meant as a joke. But the group's Chris Butler allows that it may be a bigger joke than even the *Gazette* had realized.

"There is in fact a background message on there," said Butler. "It says, 'anybody who worries about subliminal messages on a phonograph record is a fool. Everybody else have a real nice day.'"

Dealers Turn Bullish On Videodiscs

(continued from page 5)

96-store Hastings Books, Records & Video chain in Texas. "The demand for the laser disc at my stores is just not there yet."

Dick Justham, owner of the 17-store DJ's Sound City web in Seattle, disagreed, saying, "Pioneer finally got it together and is coming out with more product." He also noted that the company has managed to sell more hardware in his market areas than RCA.

"Up until November, I had the laser disc in 17 stores," Justham said. "But the supply was putrid and the products exchange programs were poor."

The dealer said that "as business on the disc picks up again and sustains itself, we'll get back into it."

Pioneer is setting up to encourage this attitude among more dealers by increasing point-of-purchase materials for Laserdisc dealers and instituting a joint hardware/software promotion on the LD-660 Laserdisc player.

The joint promotion offers hardware dealers a chance to purchase 10 Laserdiscs at the regular price and get \$75 off their normal cost for the LD-660. The program, set to run through February, also features an improved exchange program under which "a dealer purchases 200 (discs) and he or she can exchange up to 20% of the stock after 90 days, so that slower product can be deleted and replaced by better selling titles," according to Petty.

One dealer poised to take advantage of such an offer is L.A.-based Nickelodeon video buyer Chaz Austin, who said that the ratio of Laserdisc to CED sales is about "two or three to one. We may be the only store in the country where that kind of situation exists."

Austin attributed the Laserdisc's popularity in his market to his customer mix. "Basically, I think our clientele probably has more money than the average video

customer, and we cater to many people who are more hi-tech-oriented, people who work in the film, television and recording industries.

"A lot of people carry CED; you can get it at Sears or any number of stores, and I think it's not that discriminating a market."

Other dealers, though relying more on the CED system to spur sales of this configuration, are also planning to more aggressively promote the line. Testing disc sales at only two stores currently, but planning to expand the chain's involvement to 10, Hastings' Shortz said, "We hope to begin a strong institutional ad campaign and let people know we carry this product."

He said that the web started with 100 CED titles three months ago and has expanded its coverage to 180. Other dealers report videodisc inventories ranging from 100-250, with those carrying both CED and Laserdisc stocking the RCA product heavier.

RCA should improve its apparent market penetration lead with a pending cross-promotion involving the McDonald's fast food chain. As described by Nickelodeon's Austin, the promotion is set to start the middle of March and will be backed by \$250,000 ad campaign. Under the promotion, people who come hear and see the CED at retail stores will receive coupons redeemable at McDonald's for a free Big Mac hamburger. (RCA was unavailable for comment at press time.)

But hardware proliferation, deep catalogs and growing promotional incentives aside, dealers contacted thought the biggest advantage of the videodisc is that it allows record retailers to ease out of the cumbersome video rental business and make prerecorded video a seller's market.

Many dealers, however, feel that prices on prerecorded videocassettes, which currently range from \$29.95 to near \$100, will eventually gain some parity with

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TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	10	15 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	30
2 TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	15	16 RADIANCE JEFF TYZIK (Capitol ST-12224)	17
3 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	9	17 LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	13
4 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	16	18 CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	13
5 INCOGNITO SPYRO GYRA (MCA-5268)	18	19 KENNY G (Arista AL 9608)	18
6 RIT/2 LEE RITENOUR (Elektra 9 60186-1)	12	20 OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	25
7 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	33	21 70 MILES YOUNG CHUCK MANGIONE (A&M SP-4911)	8
8 MUSIC SPOKEN HERE JOHN McLAUGHLIN (Warner Bros. 9 23723-1)	4	22 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38066)	27
9 HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	11	23 DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	24
10 LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	12	24 FINESSE JOHN KLEMMER (Musician/Elektra 9 60197-1)	1
11 CASCADES AZYMUTH (Milestone M-9109)	8	25 TOUCH THE FEELING STIX HOOPER (MCA-5374)	14
12 QUARTET HERBIE HANCOCK (Columbia C2 38375)	3	26 PETER ERSKINE (Contemporary 14010)	1
13 TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	12	27 WELCOME TO MY LOVE DIANNE REEVES (Palo Alto PA 8026)	1
14 OFFRAMP PAT METHENY GROUP (ECM-1-1216)	39	28 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	29
		29 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	32
		30 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	78

ON JAZZ

KIM'S FLIGHT — Over the last few years, several children of jazz artists have established themselves in their own right. Mtume, T.S. Monk, Jr. and Amin Ali are just a few of the second generation musicians making their own names. Now add to this list Kim Parker, who, as step-daughter to both Charlie Parker and Phil Woods, can recount a musical family environment second to none. But despite her upbringing, Parker had to travel her own road before returning to music. "Maybe I would have gone out there sooner if my parents were square," Parker recently told us. "But I'm obstinate, and as a child, we moved every year. I wanted something solid. I'm a product of the '50s, and I grabbed marriage. It didn't actually provide the stability I had hoped for, but I didn't have the patience or courage to become a musician. I knew very well



JARREAU DOES IT FOR THE KIDS — Warner Bros. recording artist Al Jarreau donated the \$1,000 he received as part of the Ampex Golden Reel Award for the LP "Breaking Away" to ColorSounds, a unique musical educational program to develop the reading skills of children.

Most of Parker's development has taken place in Europe, where she spent the better part of the last two years. While there, Parker was introduced to Giovanni Bonandrini, producer and owner of the Black Saint and Soul Note labels. "I had worked with Kenny Drew in Paris," said Parker, "and my mother had met Giovanni, who had heard a tape of me. He checked with Kenny, who said he should record me. We were touring in Italy at the time, and when we were in Milan to record the album, I thought it was going to be Kenny's date. It wasn't until the morning of the session when Kenny asked me what tunes I wanted to do that I found out it was my record. I was thrilled but terrified, and I only had an hour to select the tunes." The rushed circumstances under which the album was planned are nowhere in evidence on the finished product, "Havin' Myself A Time" on Soul Note, distributed here by PolyGram Special Imports. Instead, it demonstrates the abilities of a confident, mature and relaxed singer. "I'm very glad it's coming now," Parker said of the album and her career. "I'm doing it slow and steady. I really haven't changed much over the years — I think I was born to sing. Even as a kid, I

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Robert Wright

Wright, Staton Named To RCA Black Music Posts

NEW YORK — RCA Records has promoted Robert Wright to the position of division vice president, black music A&R, and has re-hired Bill Staton as division vice president, black music marketing. Both will report to Jack Craigo, division vice president, U.S. and Canada, RCA.

In his new position, Wright will carry full responsibility for signing, recording and developing artists on RCA's black music roster.

Wright joined RCA as an A&R producer, black music, in November of 1980. During the past two years, he began to restructure RCA's black music artist roster and helped develop Evelyn King as an artist. He has also worked with Hall & Oates and participated in the signings of Fonzi Thornton, Nona Hendryx, Glenn Jones, Alfie Silas and Tease.

Before joining RCA, Wright worked as an independent producer and writer for such artists as the Emotions, Deniece Williams, Stargaard and Pockets. He had also been A&R director for Kalimba Prods. and the ARC/Columbia label.

Multi-Talented

"With his record of achievement, Wright has already demonstrated the kind of multi-talents needed in the artist and repertoire (A&R) arena of an industry on the verge of new technology and new growth," said Craigo on the promotion. "Equally at ease in the studio and on the street, he has won the respect not only of his peers in black music, but also of his contemporaries across-the-board in pop. His promotion confirms RCA's commitment to the growth of its black music team."

Staton, meanwhile, will be responsible for creating, instituting and administering marketing programs for RCA's black music function. The black music promotion, product management and publicity departments will all report to him.

Staton rejoins RCA from Elektra/Asylum Records, where has served as vice president of promotion for the past two years. He first joined RCA in February 1978 as manager, national R&B promotion, and was responsible for the nationwide promotion of all black music singles and albums. In 1979, he was promoted to the position of director, national black music promotion, following his success in promotion. In August 1980, Staton was named division vice president, black music promotion, at RCA.

Before first joining RCA, Staton was vice president, promotion at Creed Taylor, Inc. (CTI), where he worked with Grover Washington, Jr., Patti Austin and Seawind. Before that, he worked at Atlantic Records for approximately 17 years.

"Staton is recognized by artists, managers and his peers as one of the most aware and experienced record men in our industry," said Craigo. "His expertise touches every facet of the record business, and together with Robert Wright, he gives us the strongest executive front line in black music today."

Record & Tape Dealers Bullish On Videodiscs

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videodisc prices. Noting that Paramount Home Video's price reduction experiment was a success, with introduction of *Star Trek II: The Wrath of Khan* at \$39.95 list spurring healthy sales, Mike Brown, video buyer at the 33-store L.A.-based Licorice Pizza, said, "Many videocassette manufacturers are looking over their catalog of titles very carefully to see what they can sell at disc-like prices. I think they want to be more involved in a sellers' market as well."



Bill Staton

Loch Promoted At WEA International

LOS ANGELES — Siegfried E. Loch has been appointed to the post of senior vice president, European operations, for WEA International during a major realignment of the company's European structure. Effective March 1, all WEA European managing directors will report to Loch, who will report directly to WEA international president Nesuhi Ertegun.

Loch, 42, was previously managing director of WEA Germany, and in his new position will initially split his time between Europe and New York as he begins the consolidation of the European operation. According to Ertegun, Loch will be responsible for developing a fully staffed WEA Europe office by the end of the year distilled from the existing executive management figures in WEA's 10 European affiliate companies.

Having started in the music industry during 1960 in the sales division of EMI-Electrola in Hanover, Germany, over the years Loch also served as repertoire manager for Philips Records, co-founded the German Record Academy, formed the German subsidiary of the Liberty label, and is currently chairman of the German IFPI Group.

Commenting on his recent appointment, Loch (known to his friends as Sigg), remarked, "I am looking forward to putting WEA Europe together without killing off the strengths of the individual companies which have been so well established over the past twelve years."



CHANGES AT WEA — WEA International president Nesuhi Ertegun (r) discusses projects pursuant to the company's revamped European operations with newly named WEA International senior vice president Siegfried (Sigg) Loch.

EXECUTIVES ON THE MOVE



Lukin



Strickland



Cook



Ritchie

Lukin Appointed — Topflight Records has announced the appointment of Irv Lukin as vice president and general manager of the label. Irv comes to Topflight after five years as Arista Records marketing manager.

Changes At Altec — Altec Lansing has announced the addition of Charles V. Kish as vice president of finance for the Anaheim, Calif.-based sound products firm. Kish received his degree in Accounting from Cal State Long Beach and maintains his Certified Public Accountant status within the state of California. He has been with Price Waterhouse & Company and has served as controller/treasurer for the City of Industry. He replaces James Ashby, who resigned recently.

Strickland Appointed — Robert W. Strickland has been appointed vice president of sales of Odyssey N.A.P. Consumer Electronics Corp. brand. He previously was the Odyssey national sales manager.

Changes At CBS — Steven Cook has been appointed manager, pop distribution for CBS Records. He joined CBS in 1978 as a field merchandiser for the CBS Records Chicago branch. And Jennifer Ritchie has been appointed manager, pop fulfillment. She joined CBS Records, customer merchandising department in 1979 and since 1980 has been the Merchandising Coordinator.

Arista Names Carplin — Arista Records has appointed David Carplin director, East Coast A&R. Prior to joining the label, he was with RCA Records for 2½ years in A&R and staff production.

Laurino Promoted — David Laurino has been promoted to district manager for general licensing for the Chicago District Office for ASCAP. He has been field representative for ASCAP since 1977.

CBS/Fox Video Names Templeton — Anne Templeton has been named associate product manager for CBS/Fox Video. Before joining CBS/Fox Video, she was the video rights manager for United Artists Corporation and served as the liaison between United Artists Corporation and its video licensees.

Electro-Sport Names Francischetti — Electro-Sport, Inc. has announced the addition of Vincent Francischetti as eastern regional manager. From 1979 to present, he served as manager of customer relations for R.M.I., Warminster, Pennsylvania.

Carpanzano Named at Vestron — Jo-Anne Carpanzano has been promoted to national sales coordinator for Vestron Video. She has been with Vestron since 1982.

Three Executives Confirmed In E/A Move To New York

LOS ANGELES — Elektra/Asylum recently revealed the first three executives confirmed for relocation to New York City when the label opens new headquarters there later this year. The executives are Lou Maglia, who has been promoted to senior vice president of marketing; Randy Edwards, who was also promoted to vice president of creative services; and Bryn Bridenthal, vice president of publicity and artist development.

Maglia, who will report directly to E/A president Bruce Lundvall, started in the record business 15 years ago. He started with E/A nine years ago as regional marketing manager for the Midwest and New England. Maglia was later promoted to national singles sales manager, then national sales manager. In 1980 he was promoted to vice president of sales.

Edwards will oversee merchandising, advertising and video for the label and will report directly to Maglia. In 1975, Edwards began his career handling national advertising for the Chicago-based distributors Heilicher Bros. He later joined WEA's Chicago branch as Midwest marketing coordinator, a post he held until joining E/A in 1979 as merchandising director. He was promoted to national advertising director in 1982.

Bridenthal, who recently assumed artist development duties to augment her public relations responsibilities, will now handle publicity, television, tour support and artist relations, reporting directly to Lundvall. Prior to joining E/A in 1977 as national publicity director with a series of political and consumer-oriented advertising/public relations agencies. She also worked at radio stations KMPX-FM and KSFY-FM in San Francisco and as a public relations director for *Rolling Stone* magazine.



Frank Jones

Jones Named To Head PolyGram's Nashville Office

NASHVILLE — Following the restructuring of the label last week into five separate music divisions (**Cash Box**, Feb. 5), Frank Jones has been named senior vice president of country music for PolyGram Records. Jones will report directly to Guenter Hensler, president and chief operating officer.

Jones most recently served as director of operations for the Warner Bros. country division and acted before that as vice president and general manager of Capitol's country office. He has also served as the chairman of the board for the Country Music Foundation and as director of the Country Music Assn. (CMA). During his career, Jones has produced a number of country artists, including Johnny Cash, Marty Robbins, Ray Price, Lefty Frizzell and John Anderson.

Last Week, PolyGram reshuffled its corporate structure, establishing five independent music divisions that maintain responsibility for their own A&R and marketing functions. Senior vice presidents were named at that time for the pop, rock, black and classical divisions (**Cash Box**, Feb. 5), and Jones' appointment in the country division rounds out the five posi-

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LP Vinyl Prices To Remain Stable Despite Oil Glut

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of being made into approximately 3.3 albums.

"Not much has really happened in OPEC," remarked Guy Disch, vice president and general manager of the polymer division of Tenneco, Inc., one of the largest suppliers of the compounds that go into records. "There's a lot of talk and a lot of smoke, but we don't see anything happening yet. Unless there's a significant change, we don't see any change really in the vinyl compound economics. If there's no shortage, we don't think the economics are going to be dramatic enough to cause any major price adjustments."

Keysor-Century Corp. of Saugus, Calif., another major supplier of the vinyl compounds, concurred that shortages of oil, not price drops, have the most impact on the LP trade. Regarding OPEC's latest controversy, Keysor's Gary Norman explained, "There is a bearing, but the relationship between record compound price to OPEC pricing is not directly related, except in periods of great shortage."

Besides the balancing of supply and demand, Norman also placed great importance on monomer manufacturers over the OPEC price structures as being a key fac-

tor in determining fixed costs of vinyl. "Every PVC supplier involved in supplying resins or compound to the record industry is not basic; they have no backward integration," he remarked. "Therefore, they're very vulnerable to the whims of the vinyl chloride monomer suppliers who are the driving mechanism behind price increases. And lately, they've been very cavalier in their pricing modus operandi. They've tried several price increases and have gotten beaten back, but not by the record industry because they only represent about two percent of the total PVC business." (The last price hike instituted by monomer companies took its toll in July 1982, causing the chief suppliers of vinyl compounds to raise prices 3½ cents per pound and causing the charge for pressing a record to climb approximately 1½ cents per 12" disc.)

Pressers, who've been forced to lay off staffs, drastically reduce overhead and take other measures in the wake of the troubled economy and music industry, agree that the confusion among the 13 member countries of OPEC regarding production and pricing will have little, if any, bearing on the cost of producing records.

"Vinyl prices have been pretty stable since the increase last year," commented Greg Speer, executive vice president of L.A.-based PRC Recording Co. "If there's been a change in world commodity prices, it hasn't hit us yet."

Solomon, Geffen Are NARM Keynoters

(continued from page 5)

NARM vice president Dan Davis will be the speaker at the installation and awards luncheon, during which NARM directors and officers will be installed and the Merchandiser of the Year award presented. Exhibit and cabana area visiting is set from 2 p.m.-6 p.m., coinciding with the spouse hospitality center scheduled at poolside from 2 p.m.-5 p.m. The 8 p.m. scholarship foundation dinner will feature entertainment and the presentation of the annual NARM scholarships.

Tuesday's schedule begins with a rack jobbers breakfast meeting from 7:30 a.m.-9 a.m., followed by a business session from 9 a.m. - noon keynoted by Geffen. Following his address, Lieberman Enterprises chairman David Lieberman will moderate a panel discussion of artists' managers on the topic "The Creative Community and Music Merchandising." Other discussions will include "The Changing Role of Radio in the Recorded Music Industry," "Cassettes: The Growth Configuration," "The Compact Disc: The Ultimate Sound Sensation" and "Winning the Counterfeit Battle." A country music luncheon with entertainment follows from noon - 2 p.m., and the afternoon schedule is the same as Monday's.

Wednesday starts off with a one stop breakfast meeting from 7:30-9:00 a.m. The

rest of the morning will feature the six marketing and merchandising seminars, staggered two at a time. They are: "Merchandising Pre-recorded Video Software," "Integrating Video Games Into the Retail Record and Tape Store," "The Promises and Pitfalls of Home Computer Software," "Marketing Children's Music," "Marketing Classical Music" and "Alternative Product Lines." A carnival luncheon is set for 12:15 p.m.-1:30 p.m., though independent distributors and manufacturers will hold a luncheon meeting from 12:15 p.m.-2:30 p.m. The rest of the afternoon schedule follows the previously set pattern.

The convention closes with the 8 p.m. "Gift of Music" awards banquet at which awards will be presented for the best selling product of 1982, along with the entertainment to be announced.

According to Dan Davis, NARM vice president, Monday's business session will "set the tone" for the entire session. "The 'NARM Markets Music' theme is direct and straight to the point," he said. "The major concern is market expansion of the prerecorded audio business. The specifics of that expansion obviously include the Gift of Music campaign and the 'Discover Grammy Music' campaign. Not only will we show where we are now, but we will also present plans for what we hope to do next year."

Activision Bows 'Spider Fighter'

LOS ANGELES — Release of the new home video game cartridge "Spider Fighter" was recently announced by Activision, Inc. The single player action game is the first designed by Larry Miller.

The game's object is to defend a fruit orchard from pesky spiders trying to plunder the player's harvest. The game is compatible with the Atari Video Computer System and the Sears Tele-games Video Arcade and will carry a suggested list price of \$31.95.

Activision plans advertising support for "Spider Fighter," including national and local television buys, and advertising in consumer magazines. A special counter card designed by illustrator Gahan Wilson will be available for retailers.



Herb Horowitz

Horowitz Named At Cerwin-Vega

LOS ANGELES — Herb Horowitz has been named vice president of sales and marketing for Cerwin-Vega, worldwide. Horowitz will be involved in the sales of all Cerwin-Vega products, including high-fidelity, professional sound and musical in-

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SESSION MIX

At **Salty Dog Recording** in Van Nuys, Calif., **Crusaders Wilton Felder** and **Joe Sample** are producing Michael Smotherman, with **David Devore** engineering. Also at Salty Dog, **Devlin Payne** is producing his own solo album, with engineer **Larry Brown** behind the boards; Damian is being produced by **Galen Senogles** and **Ralph Benetar**, with **David Coe** mixing the tracks; **Boys Town Gang** is cutting six sides with producer **Bill Motley** and engineer **Coe**; **Coe** is producing **Charlene Ambrose** with engineer **Brad Aaron**; **Aaron** is producing and engineering four cuts for **Sarge**.

Over at **Group IV Recording** in Hollywood, producer **Phil Ramone** and engineer **Lee DeCarlo** are laying rhythm tracks for the soundtrack LP from the motion picture **Flashdance**. Meanwhile, **Michel Legrand** is mixing a new Pablo LP with producer **Norman Granz** and engineer **Dennis Sands**. Scoring projects include **Cagney & Lacey** TV series for Orion (composer **Dana Kaproff**, with **Dennis Sands** engineering); **Seven Brides For Seven Brothers** for Gerber Prods. (composer **Ian Freebairn-Smith**); **Ripley's Believe It Or Not** for Columbia Pictures (composer **Allyn Ferguson**); and **Dukes of Hazzard** for **Hanna Barbera Prods.** (composer/arranger **Hoyt Curtin**).

Sunset Sound in Hollywood, Calif., remains active with a number of mixing and overdubbing sessions. **ARC/Columbia** recording artist **Deniece Williams** has been mixing down a new LP, co-produced by **Bill Neale**. **Don Murray** engineered, with assistant engineer **Terry Christian** . . . **Geffen** recording artist **Elton John** is doing overdubs for a project produced by **Chris Thomas** and engineered by **Bill Price**. Assisting is **Peggy McCreary** . . . Singer **Brenda Russell** has been mixing an album for **Warner Bros.** with **Tommy Lipuma** as producer. **Al Schmitt** engineered, with **Christian** assisting . . . **Prism** is polishing up a live recording for **Capitol** with producer **Carter**, **Warren Dewey** engineering, with **Richard McKernan** assisting . . . Others working on projects at **Sunset Sound** include **E. Yazawa** (for **WEA International**) and **Brock Walsh**, with producer **Andrew Gold**.

In **Boston**, at **Syncro Sound**, **Ministry** recently completed its **Arista** LP, produced by **Ian Taylor** and **Vince Ely**, engineered by **Taylor** and **G.S.** The **Cars'** **Greg Hawkes** has finished mixing his LP, which was engineered by **Walter Turbitt**, while fellow **Cars** member **Elliot Easton** laid down tracks with **Stephen Hague** and **Jules Shear** producing and **Turbitt** engineering. **Hague** himself has produced projects for

Altec Lansing Bows Loudspeaker Lines

LOS ANGELES — Altec Lansing has introduced six new high performance loudspeakers for the professional musician as part of the Extended Range (ER) Series Musical Instrument and 3000 Series Sound Reinforcement lines. Both speaker groups were developed by Altec Lansing to meet the unusually rigorous acoustic and physical demands of performing artists.

Designed primarily as guitar, piano and vocal PA drivers, the ER series 10- and 12-inch models are high end speakers capable of handling up to 300 watts (continuous program); they feature special high temperature voice coils tested to 450 degrees. The 15-inch ER 15 is a low end speaker for bass, keyboard and full-range applications, handling up to 500 watts and featuring a new large diameter, heavy-duty spider.

The new 3000 Series Sound Reinforcement line includes the 12-inch 3127, the 15-

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Posh Boys' **Gleaming Spires**, **I.R.S.'s R.E.M.** and **Hilary**. Yet another **Cars** member, **Ric Ocasek**, has been producing **Alan Vega's** LP for **Ze Records**, with **Thom Moore** engineering and **G.S.** assisting.

Others at **Syncro** have included **The Vinyl Band** (**David Robinson** and **Ralph Fatello** producing, **Thom Moore** engineering); **Hi Beams** (**Walter Turbitt** engineering); **Ooh Aah Aah** (**David Robinson** producing, **Thom Moore** engineering); **November Group** (**Thom Moore** engineering); and **Duke Robillard** (**Scott Billington** producing, **Walter Turbitt** engineering and **Roger Merritt** assisting).

In **Nashville**, **Boxcar Willie** turned up at **Sound Emporium** to cut his fourth album for **Main Street Records**, with **Jim Martin** producing and **Rick Horton** engineering. **Mark Sherrill**, cousin of **CBS's Billy**, has been producing **Zella Lehr** for the **Columbia** label, with **Ron Reynolds** and **Ed Hudson** engineering. **Tony Joe White** is still in laying down tracks in **Studio C**, with **Reynolds** producing and engineering, along with **Hudson**.

Over at **Randy's Roost** (soon to be known as **Disc Mastering, Inc.**), the forthcoming **RCA** projects are presently being mastered: **Alabama's** forthcoming LP and new single, produced by **Harold Shedd**; **Waylon Jennings'** new, self-produced album; **Charley Pride's** "Radio Heroes" LP and single, produced by **Norro Wilson**; **Eddy Arnold's** new album, also produced by **Norro Wilson**; and a single by newcomer **David Wills**, produced by **Blake Mevis**.

Folks who've recently been recording at **Nashville's Emerald Sound** include: **Warner Bros.'s Kieran Kane**, **Conway Twitty**, **Rick** and **Janis Carnes** and **Gail Davies**. If you can believe this, a vocal mix for a record by **Dean Martin** & **Merle Haggard** was being done at **Emerald Sound**, along with an LP by **Johnny Lee**.

In **Nashville**, at **Woodland Sound**, **Barbara Mandrell** has been cutting tracks for a new **MCA** album with producer **Tom Collins**. **Les Ladd** and **Rick McCollister** are behind the boards, with **Ken Corlew** assisting . . . **Columbia** recording artist **Moe Bandy** has recently been in with producer **Ray Baker**, with **McCollister** engineering and **Ken Criblez** assisting . . . Also at **Woodland**, **The Cannon** has been recording for the **Cannont** label with producer **Eddie Kilroy**.

Outside of **Nashville**, at **Franklin, Tenn.'s The Bennett House**, **Columbia** femme country group **Calamity Jane** is working with producer **Norbert Putnam** . . . In **Memphis**, **Tony Joe White** recently completed tracks for his debut **Columbia/Sherrill, Inc.** LP with producer **Ron Reynolds** at **Cotten Row Studios**.



WILLIAMS PACTS WITH ATV — **Mentor Williams** recently entered an exclusive long-term writing/co-publishing pact with **ATV Music Group**. **Williams** has written for or produced artists such as **Dobie Gray**, **Rod Stewart**, **Rita Coolidge** and **Kim Carnes**. Pictured at the **ATV L.A. offices** are (l-r): **Steve Stone**, general professional manager, **ATV**; **Steve Love**, vice president, **ATV Music Group**; and **Williams**.

AOR Has Mixed Reaction To Abrams Format Change

by Larry Riggs

NEW YORK — Despite AOR consultant Lee Abrams' massive format change for his SuperStars stations and fellow consultant John Sebastian's impending withdrawal from AOR consulting (**Cash Box**, Feb. 5), many AOR program directors nationwide still don't subscribe to speculation that a massive national retooling of the format is under way, according to a **Cash Box** survey. While many PDs say they are rethink-

Phung Heads Changes At CBS International

NEW YORK — Terence Phung has been named to the post of managing director, CBS Singapore (Pte.) Ltd. Phung will also continue to serve as area controller for CBS Singapore and CBS Malaysia.

In addition, several changes have been made at CBS Records Australia, and one at CBS Records Switzerland. In Australia, Chris Moss has been named to the post of national promotions manager, where he will be responsible for the company's promotional activities supporting all international and local product released. Reporting to Moss are Vivienne Hudson, who has been appointed manager, international artist relations/publicity promotions coordinator; Peter Vitols, named as promotions manager, Victoria; Kevin Gow, named promotions manager, NSW; and Rick Scott, named promotions manager, West Australia.

Andy Yavasis has been appointed to the post of product manager, CBS label, and Ben Steer has been named as product manager, local artists. Both will report to Denis Handlin, director, marketing, CBS Records Australia.

At CBS Records Switzerland, Hanna Diethelm has been appointed to the post of promotion manager.

Audio Inks P&D Deal With John Hammond

NEW YORK — Audio Records, Inc., the newly created record arm of Audio International Prods., has entered into a pressing and distribution agreement with the John Hammond Organization, which in turn is distributed by CBS Records. The label's first release will be "Fiesta," the single by Michael Cody. When it is released next month, the single will be available in both English and Spanish versions. An album is expected 60 days thereafter.

ing their programming strategies, others felt that Abrams overreacted to AOR's aggregate loss of Arbitron numbers in the 1982 Fall Book, and attributed that to the rating service's questionable measurement practices.

One such PD is Joe Krause, newly appointed to that post at WAPP in New York. "It's true that AOR had a down book, but that could very well have been caused by Arbitron's DST (Differential Survey Treatment) and there are some biases in that," he said. "But I think that we'll take a harder look at new music. A lot of coincidental events have happened recently like Sebastian's leaving to formulate a new format, as well as Lee's decision. In light of all that, we've opened our eyes to new music like Duran Duran and the Stray Cats."

In the same vein, Larry Berger, program director at WPLJ/New York discounted Abrams' format restructuring. "I'm skeptical about grandiose pronouncements," he said. "They make good headlines and create a lot of excitement in the music industry, but I don't think a station could play 80% of new music unless it included a lot of recurrences. Besides, if I had to program 80% new music, I couldn't know what to play because I don't think there's that much good stuff out there, not to take away anything from the new bands."

Different Stance

Berger also took a different stance towards playing AOR oldies. "We have to decide on a song-by-song basis what we'll discontinue," he added. "But 'Stairway To Heaven,' 'Whole Lotta Love' and 'Roundabout' still hold up here."

While Berger did not express an adventurous attitude towards playing modern rock, he did pay credit to the effect of MTV on the market. "It has certainly exposed a lot more people and I also think it legitimized playing The Who and the Culture Club on the same station." That band, however, has not made it onto the WPLJ playlist. At presstime, new music by such acts as Duran Duran, Men At Work, Ric Ocasek, the Pretenders and Neil Young was in hot rotation at the station.

While no strong Top 40 station currently exists in the New York market, Berger did pay the format its due. "In '82 and '83, I think that Top 40, with hit songs in hot rotation, has made a comeback and there is certainly a lot of shared listening between AOR and that kind of format," he said.

(continued on page 16)



BOWIE SIGNS WITH EMI AMERICA — David Bowie has signed an exclusive long-term worldwide recording contract with EMI America Records. Bowie is currently completing work on his new studio album, which is set for release during the spring. Announcement of this signing, which took place recently at New York's Carlyle Hotel, comes as Bowie plans his first world tour in over five years, and before the imminent release of two films in which he stars, *The Hunger* and *Merry Christmas Mr. Lawrence*. Pictured standing at the signing are (l-r): Helmut Fest, director, A&R and marketing, EMI Music International; Mark Levinson, vice president, business affairs, EMI/Liberty; Gary Gersh, vice president, A&R, EMI/Liberty; Rupert Perry, president, EMI/Liberty; Don Zimmerman, chief operating officer, Capitol/EMI/Liberty Recorded Music Group; Dick Williams, vice president, promotion, EMI/Liberty; and Jim Mazza, president, Capitol Records, and chairman, EMI/Liberty. Pictured seated are (l-r): John Eastman, Bowie's attorney; Bowie; and Bruce Dunbar, Bowie's business representative.

COAST TO COAST

EAST COASTINGS — "There are no discussions being held with RCA for Arista to be distributed by them nor for me to leave Arista. I'm weary of all these rumors so please stop them and go on to someone else." Thus spake **Clive Davis** in a statement last week . . . Remember lying on the beach every summer and getting baked while your transistor radio ran a seemingly endless string of ads for **Guy Lombardo** at the Jones Beach Theater? Well **Guy, Murray The K**, and **WABC's Top 40** format are all gone, and New York promoter **Ron Delsener** has been signed on by the New York State Parks Commission to present between 20 and 50 shows this summer at Jones Beach. The deal is for three years and guarantees New York a minimum of \$100,000 . . . Mirage Records has inked **Nile Rodgers** to a solo contract . . . The New York State legislature



CAR MAKES TRACKS — Former **Polar Bears Jules Shear** (l) and **Stephen Hague** (c) lend a hand to **Elliot Easton** of *The Cars* as he works on his first solo tracks in Boston. Shear and Hague co-produced five songs for Easton.

recently voted Jan. 8 as **Elvis Presley Day** in the State. According to a story in the *New York Times*, the proclamation was the result of a petition signed by 15,000 Presley fans, and was passed by supporters who admitted that while the singer's death "may have been brought on by drug abuse, he was the king" . . . Chances are you never heard of them, but the Puerto Rican pop band **Menudo** recently flew into New York for their American debut, and were greeted at Kennedy Airport by nearly 4,000 screaming girls. The group — which features five boys between the ages of 13 and 15 — also succeeded in selling 27,000 tickets for six sold-out shows at the Felt . . . A King in New York: Since the American release of his album "Juju Music" on Mango Records, the American musical press has been singing the praises of Nigeria's **King Sunny Ade**. Having sold somewhere in the neighborhood of 12 million records in his native country, Ade is a superstar and respected master of Juju music at home, but something of an unknown quantity here. In New York to kick off a month-long tour of the States, we caught up with the composer/bandleader at the New York offices of Mango's parent company, Island Records. "The reaction has been impressive," said Ade of the advance word on his tour. "We've been hearing from people in the States for years, and they've always said that they wanted us to come. I'm also happy that the record is getting to people, and that's the reason we've decided to come at this time." Although Ade has previously performed in the U.S. as part of a cultural exchange program, this is his first commercial tour of the States. But three concert stops in London have given him an idea of what to expect. "The audience in London was largely white," recalls Ade, "but we had everyone from West Indians to Africans to punks. People here just haven't had African music available to them. Now that it's finally starting, they want to hear more and see more." Of his own contributions to Juju, Ade places himself within a historical continuum. "Juju has never changed," he said. "It's a music played before the colonial period and originated by our ancestors. Later on it was cut from its religious roots, and became a music of its own. It's basic instrumentation is talking drums, conga, cowbells, bass drum, shekere and different types of local drums. Then it depends on how you arrange the rhythm, introduce guitars or organ. That's how you make the music your own. The ancestors always introduced different instruments into the music, and the electric guitar was brought in during the early '50s. **I.K. Dairo** was the first to use accordion and electric guitar and a big talking drum. On my own, I've introduced multiple guitars, bass, steel and Hawaiian guitars, synthesizers, vibes and multiple chorus singing. The music is used for partying, concerts, dancing and listening, and you depend on the time or the fashion to make the instruments fit in."

fred goodman

POINTS WEST — The usually sunny People's Republic of Santa Monica — which got into the national spotlight in late January when nasty rains ripping across the Southern California coast caused severe structural damage to the seaside town's landmark pier — has been undergoing more than just a meteorological transformation lately. In recent months the musical mood of the entire west side of Los Angeles has changed, and the long dormant club scene there is starting to blossom now that such pivotal rock joints as the Whisky and Rissmiller's Country Club have closed. The Music Machine (formerly the C&W bar known as the Cowboy) has become a viable venue for new sounds now, thanks in part to ex-Starwood workers **Gary Fontenot** and **Michelle Myer**. (Bands like the **Plugz**, **Dream Syndicate**, **Rank & File** and **Gleaming Spires** have all performed gigs there.) At My Place, on Wilshire Blvd., has emerged as a hopping jazz spot, with players including '60s Brit fusionist **Brian Auger**, the Chapman Stick-oriented jazz classicists **Klitzyhawk** and ultra-cool axeman **David Pritchard** jamming to crowded houses. On Pico Blvd., McCabe's guitar shop has a slate of February concerts featuring such acoustic performers as the avant-lesbian folksinger **Phranc** and whimsical satirist **Loudon Wainwright III** (in his only scheduled L.A. date) strumming in the shop's backroom theater. By far, the liveliest place near the ocean, however, is Moody's, a teenage dance hangout that recently hosted **Billy Sheets Undercover**, East L.A.'s **The Brat**, **The Longryders** and the **X-Offenders**. Right now, the place is jumping with mod kids who seem to live, breathe and eat rock 'n' roll, but the owners expect to get a liquor license by month's end, change the club's name to The 321, and institute an 18-and-over admissions policy, forcing the youths to find a new party palace. It's too bad, in a sense, 'cuz the energy of the club's current clientele will be



NO VACANCY — The *Motels'* lead singer **Martha Davis** seems quite serious here during a plaintive moment from the group's sold-out show at L.A.'s *Beverly Theatre* on New Year's Eve.

(Cash Box photo by Debbie Leevitt)

(continued on page 30)

TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
1 POLTERGEIST MGM/UA 30164	1 7	16 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	16 32
2 ROCKY III CBS/Fox TW 4708	2 7	17 THE THING MCA Distributing Corp. 77009	14 11
3 THE WORLD ACCORDING TO GARP Warner Home Video 11261	4 3	18 STAR WARS CBS/Fox 1130	15 35
4 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	3 7	19 ZAPPED Embassy 1604	21 4
5 ANNIE RCA/Columbia Home Video 10008	5 8	20 RICHARD PRYOR LIVE ON SUNSET STRIP RCA/Columbia Home Video 10469	18 10
6 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	6 11	21 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	19 10
7 FIREFOX Warner Home Video 11219	8 11	22 AUTHOR, AUTHOR CBS/Fox 1181	24 12
8 MISSING MCA Distributing Corp. 71009	9 7	23 SUMMER LOVERS Embassy 1704	23 4
9 REDS Paramount Home Video PA 1331	10 5	24 CONAN THE BARBARIAN MCA Distributing Corp. 77010	25 20
10 FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	13 3	25 A MIDSUMMER NIGHT'S SEX COMEDY Warner Home Video 22025	20 4
11 THE BOAT (DAS BOOT) RCA/Columbia Pictures Home Video 10149	22 2	26 THINGS ARE TOUGH ALL OVER RCA/Columbia Pictures Home Video 10546	— 1
12 VICTOR VICTORIA MGM/UA 0051	7 13	27 THE COMPLETE BEATLES MGM/UA 00166	28 14
13 DINER MGM/UA 00164	12 10	28 ON GOLDEN POND CBS/Fox 9037	26 36
14 NIGHT SHIFT Warner Home Video 20006	17 3	29 BARBAROSSA CBS/Fox TW 9048	— 1
15 TRON Walt Disney WD 122	11 7	30 QUEST FOR FIRE CBS/Fox 1148	27 15

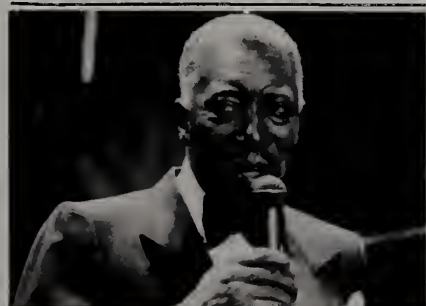
The **Cash Box** Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; 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; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way, Movies To Go — Clayton.

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.

CREEPSHOW Cassette — Warner Home Video 11306	\$69.95
HONKY TONK MAN Cassette — Warner Home Video 11305	\$69.96
LOVE CHILD Cassette — Warner Home Video 20007	\$49.95
BUGS BUNNY'S THIRD MOVIE: A THOUSAND AND ONE RABBIT TALES Cassette — Warner Home Video 11303	\$49.95
HEARTACHES Cassette — Vestron 4024	\$69.95
RODAN Cassette — Vestron 3013	\$59.95
IF YOU COULD SEE WHAT I HEAR Cassette — Vestron 5014	\$79.95
WHAT'S UP TIGER LILY? Cassette — Vestron 4018	\$69.96
THE INCUBUS Cassette — Vestron 4016	\$69.96
BOLERO Cassette — Vestron 5013	\$79.95
ATOMIC CAFE Cassette — Thorn EMI 1121	\$59.95
THE JUPITER MENACE Cassette — Thorn EMI 1488	\$69.95
TINA TURNER LIVE: NICE 'N' ROUGH Cassette — Thorn EMI 1490	\$49.95
ITZHAK PERLMAN: BEETHOVEN VIOLIN CONCERTO Cassette — Thorn EMI 1491	\$49.95
MONTY PYTHON LIVE AT THE HOLLYWOOD BOWL Cassette — Thorn EMI 1489	\$59.95

SQUEEZE PLAY Cassette — Thorn EMI 1492	\$69.95
DAWN OF THE MUMMY Cassette — Thorn EMI 1493	\$69.95
SHOOT IT BLACK, SHOOT IT BLUE Cassette — Thorn EMI 1494	\$69.95
FADE TO BLACK Cassette — Media Home Entertainment 154	\$54.95
BASKET CASE Cassette — Media Home Entertainment 220	\$49.95
COACH Cassette — Media Home Entertainment 200	\$49.95
BRUCE LEE FIGHTS BACK FROM THE GRAVE (w/lt Bruce Lee) Cassette — Media Home Entertainment 167	\$49.95



D' BLUES — Joe Williams is a featured artist during the blues segment of the upcoming 22-part series America's Music. The 90-minute show will be distributed for syndication and the home video market.

SOUNDVIEWS

VID DEALERS ASK CONGRESS NOT TO HELP CATER 'BANQUET' — *SoundViews* recently received a copy of a letter from Frank Barnako, owner of Washington, D.C.'s Video Place chain and president of the Video Software Dealers Assn. (VSDA), to Sen. Dennis DeConcini (D-Ariz.) applauding him on "the introduction . . . of legislation to exempt home video recording." However, in a plea for support to block any attempt to revoke the right of first sale, which Barnako claims is "unnecessary and dangerous," he states "Hollywood is clearly expecting this to be a 'banquet' year for home video entertainment, and it wants Congress to set the table for them." While studio representatives have testified that elimination of the first sale doctrine could, in fact, mean a



BOWIE ON MTV — David Bowie (l) talked about his new motion picture, *The Hunger*, as well as the forthcoming LP for his new label, EMI America, and planned tour with MTV VJ Mark Goodman.

reduction in pricing (by as much as 50%, according to 20th Century-Fox Telecommunications' Stephen Roberts), Barnako insists that such a situation "would result in higher home entertainment pricing to millions of home VCR users, while greatly reducing the selection available at retail due to higher costs for video dealers." Clearly, as the copied letter was signed to us, "the fight is renewed."

VESTRON'S MARCH NEWS — *What's Up Tiger Lily?*, Woody Allen's uproariously dubbed Japanese spy comedy, heads a list of March releases from Vestron ranging from the ridiculous to the sublime. *Bolero*, a sweeping epic that "follows four families on three continents through five decades of world turmoil," had a short theatrical run in

the U.S. when it failed to attract much of an audience, despite the presence of James Caan and Geraldine Chaplin. It should do better in home video, especially as Vestron's first major release in stereo (it features compositions by Michel Legrand and Frances Lal). *The Incubus* attracted somewhat more interest when it was released last year, but nearly any movie about "a demon that thrives on sexual desire" would arouse some perverse curiosity, even if it didn't star John Cassavetes. *If You Could See What I Hear* was one of the unheralded sleepers of '82, a heart-tugging movie about "a young blind man who rose to the challenge of life with extraordinary gusto and humor"; the sensitive and non-cynical viewer should find it a modest surprise. Until very recently, *Heartaches* was still playing a few of the smaller movie houses around the country, as fans and critics alike had slowly but surely warmed to this low budget comedy-romance about a pair of "unlikely friends who team up to face the world of work and men." Margot Kidder, in particular, was cited for her role as the free-spirited, rambunctious half of the team, but Annie Potts (previously featured in *Corvette Summer*) more than holds her own. And the second best for the last: *Rodan*, another star of the Japanese monster school, along with *Godzilla*, *Mothra*, etc., is ready. Suggestion to retailers, consumers: display (or play) *Rodan* and Vestron's February release, *Godzilla, King Of The Monsters*, as a double feature . . . And, on Jan. 28 at the New York city Playboy Club, Vestron's video games expert, journalist Phil Wiswell, took on representatives from three games magazines at a press conference/promotion in support of his three volume/videocassette series, *How To Beat Home Video Games*. We couldn't extract a comment from Vestron on the results of the challenge at presstime, but one of the competitors, Bill Kunkel of *Electronic Games* magazine, told *SoundViews* that "there were some problems" that might not have put Wiswell in the best light. "I challenged him to 'Lady Bug' on the Colecovision system, and after scoring 40,000 points, the machine broke down so he wasn't able to play me," explained Kunkel. "*Electronic Fun and Games Magazine* brought in an 11-year-old ringer who beat Phil on another game; in all he was beaten twice and unable to compete twice." In defense of Wiswell, though, Kunkel stated that the conditions for playing were not the best ("Phil had to set up all the equipment himself, and he ended up doing everything except serving drinks"). As for the tapes, Kunkel gave them a thumbs up, noting that Wiswell acquits himself well in explaining strategies.

VIDEO SOFTWARE NOTES — Warner Home Video is presently soliciting orders for its March releases. The list of titles is led by Clint Eastwood's *Honky Tonk Man*, which was released theatrically less than three months ago (to less than favorable reviews and less than expected box office business, we might add). Also on tap is Stephen King and George Romero's collection of horror/comedy vignettes *Creepshow*; *Love Child*, the story of a female prison inmate who bears a prison guard's child, with an acclaimed performance by Amy Madigan; and *Bugs Bunny's Third Movie: A Thousand And One Rabbitt Tales*. On deck for future release from WHV are *Hammett*, *Wim Wenders' film* (for Francis Ford Coppola's Zoetrope) about writer Dashiell Hammett, starring Frederic Forrest; and *Five Days One Summer*, with Sean Connery . . . Coming from MCA Videocassette are *Little Miss Marker*, the 1980 remake of the old Shirley Temple flick (remember?), starring Walter Matthau, Julie Andrews and Tony Curtis; *Odyssey Of The Pacific*, a Canadian film released last year featuring Mickey Rooney, part of MCA's *Just For Kids* series; *An Evening With Utopia*, the home video version of the Todd Rundgren-led group's Thanksgiving 1982 concert at Rissmiller's (broadcast live over the USA Network), in stereo VHS; *Day Of The Jackal*, director Fred Zinneman's 1973 film of the best-selling book, starring Edward Fox; and *Halloween III: Season Of The Witch* . . . More Beefcake Dept.: *SoundViews* told you recently about *Media's Muscle Motion*, the aerobic workout program starring the Chippendale men (*Cash Box*, Jan. 29). Well, we hear there's more beefcake on the way, in the form of JLT's *Men At Work: For Women Only*. Not to be confused with the hit Australian recording group, *Men At Work* is more sexy strutting for the ladies by male erotic dancers. JLT will also have a companion tape for the guys, entitled *Sizzle: For Men Only*. They don't strip down to their skivvies, but that venerable soul group *The Four Tops* does sing up a storm on a live performance program for JLT, available in stereo on VHS . . . Remember Dr. Richard Kimble's (David Janssen's) relentless trek week after week on prime time TV to find the mysterious one-armed man who murdered his wife? Well, if you had a soft spot for *The Fugitive*, you might be happy to know that it is being released by WorldVision. It's the two-part episode in which the killer is cornered on the top of a ferris wheel and . . . we won't spoil the rest.

michael glynn

TOP 15 VIDEO GAMES

	Weeks On 2/5 Chart
1 PITFALLI Activision AX018	1 11
2 RIVER RAID Activision AX020	2 5
3 FROGGER Parker Brothers 5300	3 11
4 DONKEY KONG Coleco 2451	5 11
5 ZAXXON Coleco 2435	4 11
6 MEGAMANIA Activision AX017	6 11
7 VANGUARD Atari 2669	8 3
8 REAL SPORTS: BASEBALL Atari CX2640	9 11
9 RAIDERS OF THE LOST ARK Atari CX2659	10 11
10 REAL SPORTS: FOOTBALL Atari CX2668	11 2
11 BERZERK Atari CX2640	7 11
12 DEMON ATTACK Imagic 3200	12 11
13 SPIDER FIGHTER Activision 021	— 1
14 PAC-MAN Atari CX2646	15 11
15 MOUSE TRAP Coleco 2419	— 1

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

TOP 15 MIDLINES

	Weeks On 2/5 Chart
1 LOOK SHARPI Joe Jackson (A&M SP-6-4907)	1 21
2 TAPESTRY Carole King (Epic PE 34946)	2 26
3 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	5 21
4 LET THERE BE ROCK AC/DC (Atco SD-36151)	3 9
5 THE DOORS (Elektra EKS 74007)	8 30
6 ROCK 'N ROLL, VOLUME I The Beatles (Capitol SN/16020)	— 1
7 PIANO MAN Billy Joel (Columbia PC 32455)	6 4
8 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	10 15
9 THE CARS (Elektra 6E 135)	— 1
10 FLEETWOOD MAC (Reprise MSK 2281)	13 4
11 WHO ARE YOU? The Who (MCA 3050)	— 1
12 PRESENCE Led Zeppelin (Swan Song/Atco SS 8416)	— 1
13 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	14 2
14 SUPER HITS Marvin Gaye (Motown 301)	15 3
15 LIVE AT LEEDS The Who (MCA 3023)	12 4

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Lieberman — Denver, Portland • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • Garv's — Virginia • Sound Video, Unltd. — Chicago • Alta — Phoenix • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, Seattle • Disc-O-Mat — New York City • Massachusetts One-Stop — Boston.



REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|-----------------|-------------------------------|
| 1 DEF LEPPARD | 8 GOLDEN EARRING |
| 2 TRIUMPH | 9 MERLE HAGGARD/WILLIE NELSON |
| 3 BLACK SABBATH | 10 SAMMY HAGAR |
| 4 CULTURE CLUB | 11 NIGHT RANGER |
| 5 MUSICAL YOUTH | 12 SMOKEY ROBINSON |
| 6 JANE FONDA | 13 RANDY NEWMAN |
| 7 RIC OCASEK | 14 RED RIDER |
| | 15 SQUEEZE |

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.

NORTHEAST 1.

- 1 CULTURE CLUB
- 2 RIC OCASEK
- 3 DEF LEPPARD
- 4 TRIUMPH
- 5 JANE FONDA
- 6 RANDY NEWMAN
- 7 SQUEEZE
- 8 MUSICAL YOUTH
- 9 NIGHT RANGER
- 10 SAMMY HAGAR

SOUTHEAST 2.

- 1 DEF LEPPARD
- 2 TRIUMPH
- 3 ANGELA BOFILL
- 4 JANE FONDA
- 5 KISS
- 6 MUSICAL YOUTH
- 7 CULTURE CLUB
- 8 BLACK SABBATH
- 9 MERLE HAGGARD/WILLIE NELSON
- 10 TODD RUNDGREN

BALTIMORE/WASHINGTON 3.

- 1 BLACK SABBATH
- 2 DEF LEPPARD
- 3 CULTURE CLUB
- 4 TRIUMPH
- 5 JANE FONDA
- 6 SMOKEY ROBINSON
- 7 SQUEEZE
- 8 MUSICAL YOUTH
- 9 GOLDEN EARRING
- 10 RED RIDER

WEST 4.

- 1 DEF LEPPARD
- 2 MUSICAL YOUTH
- 3 CULTURE CLUB
- 4 TRIUMPH
- 5 BLACK SABBATH
- 6 RANDY NEWMAN
- 7 RIC OCASEK
- 8 SAMMY HAGAR
- 9 BERLIN
- 10 GOLDEN EARRING

MIDWEST 5.

- 1 TRIUMPH
- 2 DEF LEPPARD
- 3 JANE FONDA
- 4 BLACK SABBATH
- 5 RED RIDER
- 6 CULTURE CLUB
- 7 MUSICAL YOUTH
- 8 NIGHT RANGER
- 9 RIC OCASEK
- 10 GOLDEN EARRING

NORTH CENTRAL 6.

- 1 TRIUMPH
- 2 BLACK SABBATH
- 3 MERLE HAGGARD/WILLIE NELSON
- 4 JANE FONDA
- 5 SMOKEY ROBINSON
- 6 CULTURE CLUB
- 7 GOLDEN EARRING
- 8 DEF LEPPARD
- 9 MUSICAL YOUTH
- 10 NIGHT RANGER

DENVER/PHOENIX 7.

- 1 BLACK SABBATH
- 2 DEF LEPPARD
- 3 TRIUMPH
- 4 MUSICAL YOUTH
- 5 SAMMY HAGAR
- 6 CULTURE CLUB
- 7 RIC OCASEK
- 8 MERLE HAGGARD/WILLIE NELSON
- 9 GARLAND JEFFREYS
- 10 BERLIN

SOUTH CENTRAL 8.

- 1 BLACK SABBATH
- 2 DEF LEPPARD
- 3 TRIUMPH
- 4 MERLE HAGGARD/WILLIE NELSON
- 5 SAMMY HAGAR
- 6 DAZZ BAND
- 7 RIC OCASEK
- 8 SMOKEY ROBINSON
- 9 NIGHT RANGER
- 10 GOLDEN EARRING

WHAT'S IN-STORE

TURTLES' FACTORY OUTLET — The **Turtles Records & Tapes** chain in Atlanta has just opened the **Turtles Outlet Store** directly across from its warehouse located just outside of town in Chamblee. The 4,500 sq. ft. store looks like a regular Turtles in the front and is stocked with the same product; the back, however, is piled with cutout and overrun product comprising half of the store's inventory. According to buyer **Brian Poehner**, this latter stock will include "little short things, anything we can get our hands on from anywhere that's cheaper than regular product." He says that much of it will be deleted titles that he imports directly from Europe in "tiny" quantities — too small for the entire chain. Thus, the Outlet Store will carry "exclusives" such as red German pressings of a mono **Beatles** boxed set, which has heretofore been available only



through mail order and is now out of print. Other exclusives will include "good import catalog" such as an import **Stray Cats** album that will be priced at \$4.99. Poehner says the idea for the new store came from a recent trip to Europe, where he found plenty of overrun parallel titles in limited quantities.

WARINER IN THE WINDOW — After signing autographs at the **Charlotte, N.C. Record Bar**, RCA artist **Steve Wariner** climbed into the store's display window to tune the **Peavey** guitar that he would give away at his concert that evening. **Wariner** drew the winning name for the guitar and a pair of tickets to the show at the in-store.

ONE STOP-PING THEFT — **City One Stop** in Los Angeles is holding an anti-theft seminar Feb. 8 at its offices, with a buffet lunch to follow. All one-stop customers have been invited to attend the 10 a.m.-1 p.m. session, which will feature a presentation by **Michael McCafferty**. According to **City One Stop's Sam Ginsburg**, **McCafferty** is a former professional record "booster" who used to make a living lifting records from stores and walking out with them by hiding them under his clothes. After getting caught, a judge ordered him to do civic work, including demonstrating his technique to help prevent similar boosting. **McCafferty** is now brought in every couple months for new employee seminars at the one-stop's **Music Plus** sister retail chain. His appearance at the one-stop seminar marks the first of this year's programs sponsored by **City One Stop** for its accounts. Last year an "accessories fair" was held, and a **Black Music Month** program drew over 400 people. **Ginsburg** says that a forthcoming seminar on bookkeeping is being planned. "We're not only here to sell records," he adds, "but to keep people in business."

EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT 'EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT HOME COMPUTERS' — The just-released "Everything You Always Wanted To Know About Home Computers" LP and tape package seems like just the right thing at the right time for the many record retailers now getting into merchandising home computer wares. "There are a lot of people out there who know that we are in a computer society and that they will eventually have a computer in their home but are suffering from what has been called 'compuphobia' and have tons of questions," said **Rick Bleiweiss**, **PolyGram Records** vice president of marketing/product development, to an admittedly nervous *What's In-Store*. "Since video games, videotapes and computers are three of the hottest selling leisure time items around, we felt that a record album that addressed one of those three items made a lot of sense." **Bleiweiss**, who is also involved in **PolyGram's** exercise product and forthcoming children's record line, developed the concept after he and his wife, **Helene Hankin Bleiweiss**, took a computer course. She had trouble following it and suggested the album. "Even though there are a lot of 'how to' books out on computers, most of them are very technical and extremely high priced. 'Home Computers' is the only album out and uses much simpler language, and it's cheaper than most books. Plus you get double sensory involvement in hearing and looking at the enclosed 16-page instruction booklet." The album is narrated by another husband-and-wife team, **Steve Allen** and **Jayne Meadows**. But while the multi-talented and popular **Allen** would seem a perfect choice in easing the way into out new society, he has caused some unexpected problems at retail. "Because **Steve Allen** is known as a comedian, a number of accounts are stacking the album in their comedy bins," explains **Bleiweiss**. "We know that store owners and buyers know what kind of record this is, but sometimes the clerks who receive them are unaware. They see 'Steve Allen' and put it in the comedy bins or under 'C' for 'Computers' or 'A' for 'Allen, and since it's anything but comedy, we can kiss sales goodbye." So **Bleiweiss** is combatting this problem store-by-store, while at the same time prompting sales via intense in-store merchandising. "Since there is no real radio promotion for this type of project, we can only sell it through in-store visibility and advertising. Our campaign is geared at getting heavy in-store display exposure coupled with localized advertising. But we're also doing a number of other things, like setting up computer demonstration shows with retail accounts where computer hardware manufacturers come in with their machines and reps for from one to three days to answer questions. We hope to include computer contests and giveaways at some of these shows, as well as have **Steve Allen** on hand. He is already doing phoners to radio stations, and may do select in-store appearances and TV shows to help give it exposure. We're also working on a videocassette of the album starring **Allen**." Not surprisingly, **Bleiweiss** finds that the album is most successful in record accounts with computer sections "since the album appears both in the normal record section and the computer section and is being cross-merchandized between the two." In addition, he is working out cross promotions with computer hardware retail chains by which a computer outlet sends its customers to a nearby record outlet and vice versa in conjunction with the album. In this vein, **Bleiweiss** is readying a major promotion with mass merchandisers linking their record and computer departments. Merchandising aids for the album include trim fronts, minis and easel-back frames; the cassette version is being packaged inside the regular jacket "since the market concept is based on high visibility."

REGIONAL PICK — "Fightin' On The Same Side" and "All You Zombies (Live)" — by **Hooters**, 80% Records (Nos. 80 & 82). **Valerie Kargher** of the **Pennsauken, N.J.-based Richman Bros. Distributors** is a reporting spreading response to these two singles by the Philadelphia-based **Hooters**. **Kargher** says that the singles are doing "real well" from Washington, D.C. to Allentown, Pa., based largely on radio support. Also selling well in the region is "Four Dances" by **The A's**.

jim bessman



FOR WEEK OF JANUARY 26-FEBRUARY 1, 1983

Playlist

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Tom Petty	You Got Lucky	Backstreet
Men At Work	Be Good Johnny	Columbia
Night Ranger	Don't Tell Me	Boardwalk
Golden Earring	Twilight Zone	21
Pretenders	Back On The Chain Gang	Sire
Sammy Hagar	Three Lock Boxes	Geffen
Billy Joel	Allentown	Columbia
Daryl Hall & John Oates	Family Man/One On One	RCA
Pat Benatar	A Little Too Late	Chrysalis
Frida	I Know There's Something Going On	Atlantic

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
Scandal	Goodbye To You	Columbia
Toto	Africa	Columbia
Vandenberg	Burning Heart	Atco
Psychedelic Furs	Love My Way	Columbia
Dexys Midnight Runners	Come On Eileen	Mercury
Wall Of Voodoo	Mexican Radio	I.R.S.
English Beat	Save It For Later	I.R.S.
Lene Lovich	It's You, Only You	Stiff/Epic
Culture Club	Do You Really Want To Hurt Me	Virgin/Epic
Modern English	I Melt With You	Warner Bros.
Def Leppard	Photograph	Mercury
The Members	Working Girl	Arista
The Cure	Let's Go To Bed	Fiction/Important
Heaven 17	Let Me Go	Arista
Duran Duran	Hungry Like The Wolf/Rio	Capitol
Styx	Mister Roboto	A&M
Greg Kihn Band	Jeopardy	Elektra
Joe Jackson	Breaking Us In Two	A&M
Toto Coello	I Eat Cannibals	Chrysalis
INXS	The One Thing	Atco
Triumph	A World Of Fantasy	RCA
Adam Ant	Desperate But Not Serious/Friend Or Foe	Epic

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
Fabulous Thunderbirds	How Do You Spell Love	Chrysalis
Bus Boys	Boys Are Back	Arista
Mental As Anything	If You Leave Me, Can I Come Too	A&M
Musical Youth	Pass The Dutchie	MCA
Kiss	I Love It Loud	Casablanca
Talk Talk	Today	EMI America
The Brains	Dancing Under The Street Lights	Landslide
Thomas Dolby	She Blinded Me With Science	Capitol
Paul Collins Beat	Kids Are The Same	Columbia
Tina Turner	Ball Of Confusion	Virgin

ADDS

ARTIST	CLIP	LABEL
Anti Nowhere League	Streets Of London	Faulty Prod.
Buck Dharma	Born To Rock	Epic
Catholic Girls	Boys Can Cry	MCA
Rush	Count Down	Mercury
Rachel Sweet	Voodoo	Columbia
Heaven	In The Beginning	Brighton
Blancmange	Living On The Ceiling	Island
Thompson Twins	Lies	Arista
Motley Crue	Live Wire	Elektra
Haysi Fantayzee	John Wayne Is Big Leggy	RCA
Utopia	Feet Don't Fall Me Now	Network
Linda Ronstadt	Lies	Elektra
Prince	1999	Warner Bros.
Red Rider	Light/Human Race	Capitol
Phil Collins	Through These Walls	Atlantic
Flxx	Red Skys	MCA
Jam	The Bitterest Pill	PolyGram
Judas Priest	Hellon/Electric Eye	Columbia
Kate Bush	Suspended/Graffa	EMI America
Kenny Loggins	Heartlight	Columbia
U2	New Year's Day	Island

AOR Has Mixed Reaction To Abrams Format Change

(continued from page 12)

One market with a strong Top 40 is Philadelphia, where WCAU-FM, programmed on consultant Mike Joseph's Hot Hits format, has been outpacing the city's three AORs in the Arbitron ratings. "AORs absolutely have to position themselves against Hot Hits stations," said Charlie Kendall, program director for AOR-formatted WMMR in Philadelphia. "In Chicago, for example, BBM-FM is playing more progressive rock than the AORs. They play more new artists and have a more progressive feel than AOR."

More New Music

Accordingly, Kendall has increased the amount of newer music he programs at MMR and eliminated light rotations. "We're putting a lot more emphasis on new music, and 70% of our playlists are currents," he said. "I made these changes about three months ago. And with rotations, a medium is a new light." Regarding new music artists, Kendall feels he must pattern himself somewhat after KROQ in Los Angeles. "Art of their success is based on a 'funk quota,'" he said. "A great deal of WMMR is dance-oriented rock like Joe Jackson — it's a must."

Kendall, like many other PDs surveyed, does not believe in eliminating rock oldies from his playlist. "I haven't eliminated the Beatles or Led Zeppelin because most people who like rock 'n' roll are attuned to the vibrancy of youth, and I don't think they're turned off by them," he said. "If we got rid of them, we'd be strong only in teens and that's no victory."

Deregulation Bills Introduced Again By Goldwater

NEW YORK — Sen. Barry Goldwater (R-Ariz.) has introduced a broadcasting deregulation bill identical to the one proposed early last year by Sen. Howard Cannon, the Nevada democrat who was defeated in November's election.

"The bill is identical to S.-1629 (last year) except for the fees, which are higher," said Senate Commerce Committee spokesman Chris Courson. "Right now we're trying to pull it out of the Commerce Committee and get it onto the Senate Floor."

The Goldwater bill, S.-55, calls for a schedule of fees for broadcasters to pay the Federal Communications Commission (FCC) to offset the cost of deregulation. It would also ban comparative renewals, prevent the FCC from dictating programming content, and abolish ascertainment requirements, program logs and commercial time limits.

Annual fees charged to radio broadcasters could be \$150 per year for AM stations under one kw of power, \$500 for Class A FMs, and AMs between one and five kws, and \$1,000 for all Class B and C AM and FM stations stronger than that.

In a separate development, the FCC is expected to issue an order opening RKO General's 13 radio broadcasting licenses for comparative renewal hearings. Those licenses cover WOR and WRKS-FM/New York, KHJ and KRTH/Los Angeles, WRKO and WROR/Boston, WGMS-AM and FM/Washington, D.C., WAXY-FM/Ft. Lauderdale, WFYR/Chicago and WHB-Q/Memphis.

This order follows the ruling by the U.S. Court of Appeals in Washington, D.C., for the FCC to open to licenses to comparative renewal hearings as part of the commission's on-going battle with RKO, which dates back to 1976 (Cash Box, Dec. 25, 1982).

In Los Angeles, Tommy Hedges, program director at KLOS, has been increasing the amount of new music he plays but, like many others, has not gotten rid of the oldies. "About 65% of our playlist is current music," he said. "And we'll keep playing 'Stairway To Heaven' for better or worse."

Nevertheless, he said, "This market was one of the first to feel the impact of modern music, so we made our format modifications months ago." He attributed this to the steady rise and current dominance of KROQ's modern format. Unlike his New York counterparts, Hedges necessarily has a more liberal attitude towards playing new music. "We have been playing Culture Club and Musical Youth, but '1999' (by Prince) did not test well," he said.

Hedges also expressed a more radical attitude towards the market forces that could force AOR to change. "I think that if traditional AORs don't enhance their playlists with some new stuff, they'll be in trouble," he said. "It's probably out of desperation that the CHR's have been adding more progressive records than AOR. And in markets without a KROQ, MTV has been doing the extra prodding."

In Dallas, another market with a KROQ-formatted station KEGE, Andy Lockridge, program director at AOR station KZEW, also feels he must pay attention to new music, but does not take as controversial a programming stance as his Los Angeles counterpart. "We play quite a lot of new music," he said. "Almost 50% of our playlist is current material."

Listeners' Tastes

Nevertheless, KZEW's currents do not include the likes of Joe Jackson or Hall & Oates. "I like those records, but our listeners told us that they don't want to hear them," he said. "But we are playing a lot more new music than we did before like 'Rock The Casbah.'"

Regarding oldies, Lockridge has changed some of what he plays. "We've updated a lot of the oldies we play," he said. "We play more Yardbirds, for example, and they can be compared to the Clash."

Above all, Lockridge places his programming faith on gradual evolution of a format. "Everybody's paying attention to the new music now, but they should have been evolving the format over the years," he said.

In Detroit, a market with two Hot Hits-type stations, WHYT and WABX, Dave Gariano, program director at WLLZ is trying to maintain a strong rock sound at his station and is as wary as the other PDs surveyed of Abrams' format change. "It's ludicrous to say that you're not going to play Bad Company records any longer or to say you're going to play 80% new music," said Gariano. "You have to be innovative and creative without going to extremes."

As with other stations, WLLZ will play new music by Duran Duran, but also music by Eddie Money. "We don't play Joe Jackson because our listeners would think of that as 'white disco,' but we are adding John Butcher Axis, who's sort of a tribute to Jimi Hendrix," he said. "To improve this station, I don't think music is the key. We have to become a lot more community-oriented. To play perfect music is what album radio made the custom for awhile, but I don't want that to be all that we are to Detroit. It would be a hollow victory."

From all indications, it is too early to tell just how AOR will evolve in 1983. Growth of such alternate avenues of exposure as MTV and neo-Top 40 stations will certainly play as significant a role in determining how the format changes. But so will the important Spring 1983 Arbitron reports.

AIRPLAY

PROGRAMMED RADIO DIRECTORS? — AOR consulting house Sebastian Casey & Assoc. has debuted S-Call, a computerized communications, processing and information system designed to help its clients improve their promotions, lifestyle research, playlists and audience demographic information. S-Call can be applied to Top 40, A/C and country formats as well as AOR. The new service will operate 24 hours a day using IBM 5150s, and company principal Steve Casey plans to rely heavily on it after June 1. That's when John Sebastian leaves the firm to start his own solo consulting foray. The question remains: Can this machine program gut instincts and a true feel for local markets?

STATION TO STATION — Speaking of Sebastian, Andy Beaubien, the most recent program director at AOR station WCOZ/Boston, has exited the station after taking a nosedive in the Fall 1982 Arbs. He becomes PD at fellow rocker KSRR/Houston. WCOZ had been programmed originally by Sebastian, who later based his consultancy on his success there. Beaubien, in turn, replaces Al Sneed who takes over at WKLS/Atlanta. . . Up in Dallas, meanwhile, Martin Greenberg, vice president/radio at Belo Broadcasting (which owns AOR station KZEW), has been named to the deregulation committee of the National Assn. of Broadcasters (NAB). The committee plans to hold meetings with Federal Communications Commission (FCC) officials and to survey industry members about what deregulatory matters are important to them. . . In Anchorage, AOR-formatted KWHL, which recently became an AOR, consulted by Jeff Pollack Communications, captured a whopping 19.1 share in Fall, 1982, its first AOR book. Defeating its nearest AOR competitor by nearly 17 shares, it garnered what some industry experts considered the highest AOR debut ever. . . Way down the coast in Los Angeles, AOR station KLOS invited 400 of its listeners to the first West Coast screening of *Let's Spend The Night Together*, the new Rolling Stones concert movie,



THE WHO BY NUMBERS — AOR station KLOS/Los Angeles sent two of its listeners to see the final North American concert by The Who at Toronto's Maple Leaf Gardens Dec. 17. Pictured at the show are (l-r): Joe Benson, KLOS air personality; Brenda Martinez, contest winner; her baby; and Richard Ducharme, the other contest winner.

Down in D.C., Top 40 station WRQX recently invited its listeners to take part in a Tootsie look-alike contest. So on Jan. 14, the local Ramada Inn was crawling with lots of red-heads in drag, including morning men Elliot and Woodside. The winner, Bill King of Gaithersburg, Md., won a weekend trip to New York. . . And Ron Antill has been named program director at country outlet WDSY/Pittsburgh. A former assistant PD at the station, Antill has also worked as PD at WOYL/Oil City, Pa.

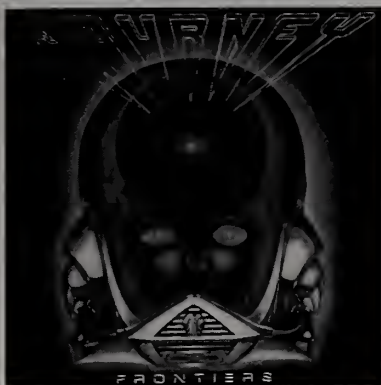
NETWORK NEWS — ABC Talkradio has brought its affiliate count up to 50 after less than a year on the air. It recently signed seven new stations. They include WGSQ/New Orleans, KCNN/San Diego, WQBK/Albany, N.Y., WSBY/Salisbury, Md., WKCN/N. Charleston, S.C., KYME/Boise and KQH/Reno. Talkradio supplies up to 18 hours of satellite-fed talk programming to its outlets. Its hosts include psychologists Drs. Toni Grand and Susan Forward, and personalities Michael Jackson and Owen Spann. . . Asylum recording artist Linda Ronstadt will be featured on the ABC Contemporary web's *Spotlight Special* Feb. 20. Her 90-minute music and interview show will be fed to 350 stations nationwide. . . From Feb. 7-14, the ABC FM net is presenting a series of spots previewing the 25th annual Grammy awards. The reports will highlight nominees in all the categories, with a bent for those in the pop music. It will be hosted by correspondent Gil Fox. . . Despite the recession, network revenues rose quickly during the second half of 1982, with a solid yearly gain of 11%, according to the fledgling Radio Network Assn. (RNA). While the report, compiled for the RNA by Ernst & Whinney, showed only a four percent gain during the first half of the year, the medium bounced back in the latter part of the year. "Based on the present trend, 1983 will be another winning year for both the networks and advertisers," stated RNA executive director Joseph Larsen. . . Pat St. John, air personality for the ABC Rock Radio web, recently grabbed Rolling Stones member Charlie Watts and Ron Wood for exclusive interviews about their upcoming concert movie, *Let's Spend The Night Together*, at a party at New York's Tavern On The Green. They aired Feb. 2-6 on his *Rocknotes* show.

SYNDICATION INDICATIONS — Drake-Chenault has produced a series of spots interviewing Grammy nominees. Hosted by KIQQ/Los Angeles air personality Jim Carson, the spots will feature such artists as Laura Branigan, John Cougar, Billy Joel, Paul McCartney, Vangelis and Deniece Williams. They are available to Drake-Chenault clients on first-call, and to outside stations for a flat \$100. . . London Wavelength is presenting an extended radio interview with Eric Clapton during this month and March. The interview will be conducted by British journalist Ray Coleman, who is planning to write a book on Clapton. For more information, call (212) 682-6490. . . Westwood One has signed 90 stations to carry the radio simulcast of the Home Box Office (HBO) concert Fleetwood Mac (Feb. 18). The Warner Bros. recording group recorded this show during a recent two-day engagement at the Los Angeles Forum. . . Robert E. Balon Assoc. has debuted its Classic Hits format at KIXK-FM/Dallas. Its new format draws heavily from psychographic segmentation research.

NAB NOTES — At their recent convention in Puerto Vallarta, Mexico, the Radio and Television Boards of the National Assn. of Broadcasters (NAB) voted to dissolve their respective code boards. In their joint resolution, the boards cited the Justice Department's anti-trust suit and the full association's cancellation of the boards' advertising provisions as reasons for the dissolution. At the same time, the boards directed that a special high-level committee be named to study the problem.

Larry Riggs

CASH BOX ROCK ALBUM RADIO REPORT



JOURNEY • FRONTIERS • COLUMBIA
ADDS: KBPI, WKLS, WBAB, WYFE, WMMS, WSKS, WOUR, KEZY, WBLM. **HOTS:** WBAB, WYFE, KEZY.
MEDIUMS: None. **PREFERRED TRACKS:** Separate.
SALES: Just shipped.



3 BOB SEGER & THE SILVER BULLET BAND • THE DISTANCE • CAPITOL
ADDS: None. **HOTS:** KEZY, WOUR, WSKS, WMMS, KLOL, KNX, WBAB, WKLS, KBPI, WPLR, KMET.
MEDIUMS: WBLM, WYFE, KSJO. **PREFERRED TRACKS:** Shame.
SALES: Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

- LP Chart Position
- **BRYAN ADAMS • CUTS LIKE A KNIFE • A&M**
ADDS: KLOL, WSKS, WBLM. **HOTS:** WMMS, KBPI.
MEDIUMS: KLOL, KEZY, WOUR, WYFE, WBAB.
PREFERRED TRACKS: Only, Title.
SALES: Moderate initial response in Midwest.
 - 7 PAT BENATAR • GET NERVOUS • CHRYSALIS**
ADDS: None. **HOTS:** WBLM, KEZY, WSKS, WMMS, WYFE, WKLS, KSJO, KBPI. **MEDIUMS:** WBAB.
PREFERRED TRACKS: Only, Title.
SALES: Good to moderate in all regions.
 - 159 BERLIN • PLEASURE VICTIM • GEFLEN**
ADDS: KBPI, WBAB, KMG, WHFS, WOUR, KEZY.
HOTS: WMMS, KNAC. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Open.
SALES: Good initial response in West.
 - **TONY CAREY • ROC SHIRE**
ADDS: WBAB, WNEW, WSKS, WOUR, WBLM. **HOTS:** KSJO, KBPI. **MEDIUMS:** WYFE, KNX. **PREFERRED TRACKS:** Open.
SALES: Just shipped.
 - **ERIC CLAPTON • MONEY AND CIGARETTES • WARNER BROS.**
ADDS: KBPI, WKLS, WBAB, KNX, WMMS, WNEW, WSKS, WOUR, KEZY, WBLM. **HOTS:** WBAB, KEZY.
MEDIUMS: None. **PREFERRED TRACKS:** Heart.
SALES: Just shipped.
 - 10 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC**
ADDS: None. **HOTS:** KEZY, WOUR, WSKS, WNEW, WMMS, KNAC, WHFS, KNX, WBAB. **MEDIUMS:** WBLM, KMG, WYFE, KSJO, KBPI. **PREFERRED TRACKS:** Hurry, Care, Wall.
SALES: Good to moderate in all regions.
 - 39 CULTURE CLUB • KISSING TO BE CLEVER • VIRGIN/EPIC**
ADDS: None. **HOTS:** KEZY, KNAC, WHFS, KMG, KNX. **MEDIUMS:** WOUR, WNEW. **PREFERRED TRACKS:** Really.
SALES: Good to moderate in all regions.
 - 42 DEF LEPPARD • PYROMANIA • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** WSKS, WMMS, WBAB. **MEDIUMS:** WBLM, WOUR, KLOL, WYFE, KSJO. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.
 - 20 DURAN DURAN • RIO • CAPITOL**
ADDS: KLOL. **HOTS:** WBLM, WOUR, WSKS, WNEW, WMMS, KNAC, KMG, WYFE, KNX, WBAB, WKLS, KSJO. **MEDIUMS:** KLOL. **PREFERRED TRACKS:** Hungry.
SALES: Good in all regions.
 - 148 THE FIXX • SHUTTERED ROOM • MCA**
ADDS: None. **HOTS:** WBLM, WMMS, KBPI. **MEDIUMS:** KNAC, KMG, WYFE, KSJO. **PREFERRED TRACKS:** Stand.
SALES: Moderate in all regions.

- LP Chart Position
- 58 GOLDEN EARRING • CUT • 21/POLYGRAM**
ADDS: None. **HOTS:** WBLM, WOUR, WSKS, WMMS, KLOL, WKLS, KSJO, KBPI. **MEDIUMS:** KMG#
PREFERRED TRACKS: Twilight, Batteries.
SALES: Good to moderate in all regions.
 - 31 SAMMY HAGAR • THREE LOCK BOX • GEFLEN**
ADDS: None. **HOTS:** WBLM, KEZY, WOUR, WSKS, WMMS, KLOL, WKLS, KSJO, KBPI. **MEDIUMS:** KMG.
PREFERRED TRACKS: Crazy, Title.
SALES: Moderate in all regions.
 - 5 DARYL HALL & JOHN OATES • H2O • RCA**
ADDS: None. **HOTS:** WNEW, KNX, WBAB, KSJO. **MEDIUMS:** WBLM, KEZY, WOUR, WMMS, KNAC, KBPI.
PREFERRED TRACKS: One, Family, Maneater.
SALES: Good in all regions.
 - **THE JOHN HALL BAND • SEARCHPARTY • EMI AMERICA**
ADDS: KBPI, KNX, WOUR, WBLM. **HOTS:** None. **MEDIUMS:** KEZY, WSKS, WMMS, WYFE, WBAB.
PREFERRED TRACKS: Open.
SALES: Just shipped.
 - 8 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**
ADDS: None. **HOTS:** KEZY, WNEW, KNX, WBAB, KBPI. **MEDIUMS:** WBLM, WMMS. **PREFERRED TRACKS:** Allentown, Pressure.
SALES: Good to moderate in all regions.
 - 1 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**
ADDS: None. **HOTS:** KBPI, KSJO, KEZY, WOUR, WSKS, KLOL, KNAC, KMG, WYFE, KNX, WBAB, WKLS. **MEDIUMS:** WBLM, WNEW, WMMS. **PREFERRED TRACKS:** Down, Who.
SALES: Good in all regions.
 - 11 MISSING PERSONS • SPRING SESSION M • CAPITOL**
ADDS: KNX. **HOTS:** WMMS, KNAC, KMG, WBAB, WKLS. **MEDIUMS:** WBLM, WSKS, WHFS, WYFE. **PREFERRED TRACKS:** Walking, Destination, Windows.
SALES: Good in all regions.
 - 97 NIGHT RANGER • DAWN PATROL • BOARDWALK**
ADDS: WKLS. **HOTS:** WBLM, WOUR, WSKS, WMMS, WBAB, KSJO, KBPI. **MEDIUMS:** KLOL. **PREFERRED TRACKS:** Don't Tell.
SALES: Good to moderate in all regions.
 - 40 RIC OCASEK • BEATITUDE • GEFLEN**
ADDS: None. **HOTS:** KEZY, WOUR, WMMS, KLOL, KMG. **MEDIUMS:** WBLM, WSKS, WNEW, KNAC, WHFS, WYFE, WBAB, KSJO. **PREFERRED TRACKS:** Something, Jimmy, Sneak.
SALES: Good to moderate in all regions.
 - 12 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA**
ADDS: None. **HOTS:** WBLM, KEZY, WOUR, WNEW, KLOL, KNAC, KMG, KNX, WBAB, WKLS, KSJO. **MEDIUMS:** KBPI, WSKS, WMMS, WYFE. **PREFERRED TRACKS:** Lucky.
SALES: Good to moderate in all regions.

- LP Chart Position
- 98 THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA**
ADDS: None. **HOTS:** KLOL, KNAC, WHFS, KMG. **MEDIUMS:** WOUR, WYFE, KBPI. **PREFERRED TRACKS:** Open.
SALES: Moderate to fair in all regions.
 - 109 RED RIDER • NERUDA • CAPITOL**
ADDS: None. **HOTS:** WOUR, WSKS, WYFE, WKLS. **MEDIUMS:** WBLM, WNEW, WMMS, KLOL, WBAB, KSJO. **PREFERRED TRACKS:** Open.
SALES: Good to moderate in all regions.
 - 69 TODD RUNDGREN • THE EVER POPULAR ... BEARVILLE**
ADDS: None. **HOTS:** None. **MEDIUMS:** KEZY, WSKS, WPLR, KMET, WNEW, WMMS, WYFE, WBAB. **PREFERRED TRACKS:** Open.
SALES: Moderate in all regions.
 - 158 SCANDAL • COLUMBIA**
ADDS: None. **HOTS:** WNEW, WMMS, KSJO, KBPI. **MEDIUMS:** WBLM, WSKS, KLOL, WYFE, WBAB. **PREFERRED TRACKS:** Goodbye.
SALES: Fair in all regions.
 - 138 NEIL SCHON/JAN HAMMER • HERE TO STAY • COLUMBIA**
ADDS: None. **HOTS:** WOUR, KLOL, KSJO. **MEDIUMS:** WBLM, KEZY, WSKS, WMMS, WBAB, KBPI. **PREFERRED TRACKS:** Open.
SALES: Fair in West.
 - 4 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
ADDS: None. **HOTS:** KEZY, KNAC, WHFS, WBAB, WKLS. **MEDIUMS:** WBLM, WOUR, KLOL, KMG. **PREFERRED TRACKS:** Strut, Rock.
SALES: Good in all regions.
 - 15 SUPERTRAMP • FAMOUS LAST WORDS • A&M**
ADDS: None. **HOTS:** KEZY, WOUR, WNEW, KNX. **MEDIUMS:** WBLM, KSJO, KBPI. **PREFERRED TRACKS:** Lady, Raining.
SALES: Moderate in all regions.
 - 41 TRIUMPH • NEVER SURRENDER • RCA**
ADDS: None. **HOTS:** WSKS, WMMS, WBAB, KSJO. **MEDIUMS:** WBLM, WOUR, KLOL, WYFE. **PREFERRED TRACKS:** Title, Way.
SALES: Good to moderate in all regions.
 - 133 VANDENBERG • ATCO**
ADDS: None. **HOTS:** WOUR, WSKS, WBAB. **MEDIUMS:** WBLM, KEZY, WMMS, WYFE, KSJO. **PREFERRED TRACKS:** Burning.
SALES: Moderate in all regions.
 - 16 NEIL YOUNG • TRANS • GEFLEN**
ADDS: None. **HOTS:** KEZY, WNEW, WMMS, KNX, WBAB. **MEDIUMS:** WBLM, WOUR, WSKS, WHFS, KMG, WYFE, WBPI. **PREFERRED TRACKS:** Little, Mr. Soul.
SALES: Good in all regions.

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	2/5
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	1	27
2 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	2	20
3 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	3	29
4 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	4	61
5 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	5	40
6 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	6	20
7 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	7	14
8 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	10	40
9 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	8	41
10 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospel Records PL-16008) Unavailable At Press Time	11	4
11 LORD MAKE ME OVER THE BENNY CUMMINGS SINGERS (New Birth Records NEW-7057) "Hold Out"	12	4
12 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	9	16
13 SINCERELY THE CLARK SISTERS (New Birth Records NEW-7058) "Name It, Claim It"	13	2
14 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	15	21
15 MIGHTY CLOUDS ALIVE MIGHTY CLOUDS OF JOY (Myrrh MSB-6687) Unavailable At Press Time	14	3

Inspirational

	Weeks On Chart	2/5
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	39
2 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	2	14
3 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	3	24
4 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	4	77
5 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old-Fashioned Way"	5	57
6 PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) Unavailable At Press Time	9	4
7 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) Unavailable At Press Time	7	5
8 MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	6	61
9 THE LIVE CONCERT DON FRANCISCO (Newpax NP 33128) Unavailable At Press Time	11	3
10 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	10	41
11 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	8	61
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12	41
13 MORE POWER TO YA PETRA (Star Song SSR0045) Unavailable At Press Time	13	4
14 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	15	62
15 LET THE WHOLE WORLD KNOW FARRELL & FARRELL (NewPax NP-33127) Unavailable At Press Time	—	1

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

Countdown Begins For Gospel Music Week, Christian Artists Seminar

NASHVILLE — Officials with both the Gospel Music Assn. (GMA) and the Christian Artists' Music Seminar have begun the countdown toward their respective annual gatherings, with final preparations for Gospel Music Week moving into high gear as the convention, scheduled for April 10-13, is now barely two months away.

The GMA has moved the week's activities from Nashville's Opryland Hotel to the downtown area, designating the Radisson Plaza Hotel as headquarters for the festivities. Nightly concerts will be held across the street from the hotel at the Polk Theatre in the Tennessee Performing Arts Center (TPAC), with the Dove Awards scheduled for the night of April 13 in TPAC's Andrew Jackson Hall. The Radisson will be the focal point for a variety of seminars, choral workshops, luncheon meetings and the Gospel Radio Seminar, which will be held in conjunction with

Gospel Music Week activities for the first time.

The ninth annual Christian Artists Music Seminar has been set for July 31-Aug. 6 at its traditional location in Estes Park, Colo. Along with numerous seminars and classes, there will be six evenings of concerts featuring more than 40 Christian artists, including Leon Patillo, Amy Grant, Dallas Holm and Bobby Jones.

In addition, the Christian Artists National Talent Competition, open to registrants upon payment of an entrance fee, will be held in four categories: vocal solo (three age divisions), instrumental solo (two age divisions), group (small group, ensemble, choir) and songwriting (traditional-inspirational, contemporary).

A Music Leadership Conference, designed for church music directors and other professionals in full-time music ministry, will also be part of the seminar.

'82 Sales Rise At 650-Store Armed Forces PX/BX Web

(continued from page 5)

system that permitted the center to supply demand more exactly. "The cassette is our biggest growing prerecorded music item," he continued, noting that cassettes now comprise 45% of the total music sales picture compared to 40% in 1981.

Cassette Sales Near Parity

As an example he noted that one of the top sellers of last year, the Warner Bros./Geffen Records release by Asia, initially shipped a close parity of albums to cassettes. A closer parity, however, was observed in the total sales of The Gap Band's latest album, which sold nearly 80,000 LPs and more than 50,000 in cassettes.

Fair said that several titles sold more significant numbers in cassette last year, including albums by John Cougar, the Capitol Records collection of the Beatles' top 20 selling singles and, more recently, the LP by Culture Club.

Despite the upswing in cassette sales, total number of units moved by the RDA in 1982 were only slightly over the 1981 total of 11 million. Although black music maintained its sales edge over other genres, capturing 45% of the RDA sales compared to 50% in 1981, Fair said pop/rock music captured about 30-35%, up considerably from the 15% market share it had last year. He said new acts like Stray Cats, Asia and John Cougar raised the total. Country held steady at about 13%, while gospel, children's and Latin product earned the balance.

The top selling soul release for the RDA last year was The Gap Band's "Gap Band IV," while Asia's self-titled debut was the top pop/rock ticket. Alabama's "Mountain Music" was the RDA's top country title in 1982.

Fair said that midline catalog, while "it didn't set the world on fire," did fairly well. He said the big pop/rock names like AC/DC, Eagles and Fleetwood Mac kept \$6.98 list sales up. New artist EPs and midline product, however, "represented no real success to speak of," he said.

In video, Paramount Home Video's *Star Trek II: The Wrath of Khan* paced sales by registering over 1,000 pieces. Fair attributed brisk sales on this product to the attractive \$39.95 list price, which he discounts to the stores at 15% of suggested retail.

"We anticipate the same kind of sales on *An Officer And A Gentleman*," the RDA chief said, adding, "We also do well with most war flicks; we did pretty good with *Star Wars* and the sexy Kung Fu movies and the *Playboy Video Volume I*."

"Yeah," Fair said, "Videos like *Patton* and *MASH* do well for us given our clientele mix and all."

RDA sales in Europe led the world once again, garnering 46% of all sales by the Atlanta-based center last year, compared to 60% in 1981. The revenue tally from U.S.-based PX and BX stores slipped to 41% of the total from 43% in 1981. Stores located in the Pacific region accounted for the remaining 13%.

Germany is still considered the top European market for the RDA ("because of a high concentration of troops there," according to Fair), while the Golden Gate Exchange, or the West Coast, was the high-volume sales area for the U.S. due to training facilities located throughout the region.

Despite the healthy sales figures for some titles, Fair explained that the PX and BX stores used no in-store merchandising material "and what we get we turn down."

"We don't really merchandise like a record store because the lay-out of record departments at the army and air force stores is not conducive to displays, posters and the like," he added, continuing that for similar space considerations, the overall title inventory had been slashed in half to 750, down from 1,500.

Fair noted that from 300 to 350 of the PX and BX stores house full service record departments, while the remaining stores usually carry only the top 25 titles. He said that RDA basically distributes the top 100 selling titles, including the top 10 in soul, country, pop/rock and jazz. Catalog constitutes about 30% of the inventory as opposed to 35% last year.

Optimistic For '83

Fair was optimistic when predicting sales goals for 1983. He said that because of continued improvements to RDA's distribution system, the continued growth of prerecorded video (including the addition of videodisc lines) and the accelerating momentum of cassette sales, RDA anticipated a 15% increase in overall sales during 1983, or revenues topping \$85 million.

"Improved distribution would allow us to more quickly fill orders, process reorders and not lose sales because of delivery lag," explained the RDA chief, who added that, in addition to open display and merchandising of cassette product, he hoped an improved package for cassettes would be adopted soon.

"We strongly favor a change in the cassette package format by the entire industry," he said. "We hope the industry adopts a standard 4" x 12" or 6" x 12" package for easier merchandising and display."

He commented that RDA continues to repack cassette tapes in the Soma plastic security box, and that a new industry standard package should include many of the same features.

CBS, Sony To Debut CD In March

(continued from page 5)

network employees.

"There will also be a national advertising schedule, with print ads that will have a list of the dealer network," the Sony spokesman added.

The new player, CDP-101, will carry a suggested list price of \$1,000, including remote control. "While the player in Japan is slightly less expensive, it does not include remote," explained the Sony spokesman. "At the June Consumer Electronics Show (CES) in Chicago, we plan to introduce a complete line of audio equipment — speakers, amplifiers and pre-amps — to complement the digital audio disc, designed for use specifically with the Compact Disc player."

As for the initial plans of PolyGram Records, Inc., which is set to market CD

software in Europe beginning March 1 and in the U.S. in the third quarter, "We're in the process of discussing that whole thing right now," said Harry Losk, senior vice president of marketing. Marketing plans will be announced at the Summer CES in June. PolyGram is looking to initially make 100-150 titles available (Cash Box, Dec. 18, 1982).

Famous Music Gets Alabama's Song Rights

NEW YORK — Famous Music Corp. has acquired the international administration rights to all song titles by Alabama. It now holds the rights to this material everywhere except in the U.S., U.K., Eire and Canada markets, which are controlled by Gee Bee Music in London.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — **Norberto Tejero** has resigned his post of sales manager at EMI after several years with this label. No replacement has been announced yet, and his future plans are unknown. Meanwhile, **Alberto Caldiero** and **Jorge Portunato**, of the same company, traveled to Mexico to attend an A&R convention in that city.

Spanish chanteur **Julio Iglesias** visited Uruguay and performed at Montevideo and Punta del Este but did not come to Buenos Aires, forcing thousands of fans to watch his show on TV, aired by ATC from the neighbor country. **Alfredo Stratco** of CBS traveled to Punta del Este to meet Iglesias, and **Jorge Nalman** of Korn was also available there with new songs to be included in the oncoming Iglesias album. CBS is also releasing the latest **Roberto Carlos** LP, recorded in New York and sung in Portuguese. The Spanish version of the recording will be available in April.

Mario Kaminsky of Microfon reports that **Sandra Mihanovich** will start the recording of the second LP for the company. The first one, also produced by **Ricardo Kleinman**, sold in excess of 70,000 copies. Microfon is also releasing the first album by recently contracted instrumentalist **Cacho Tirao** and promoting the latest effort by Spanish chanteur **Camilo Sesto**.

RCA has announced the inking of **Cacho Castana** to an exclusive contract, and the release of a single and an album. Castana has been for many years a leading chanteur and composer. His new waxings will also be produced by Ricardo Kleinman.

Mercedes Sosa headlined the main artistic events of the last weeks, filling to capacity the Ferrocarril Oeste soccer stadium, which seats nearly 40,000 people. The chanteuse returned to public appearances in Buenos Aires after her SRO dates at the Opera theater early in 1982, which resulted also in a live album that sold more than 125,000 copies on PolyGram.

— **miguel smirnoff**

Italy

MILAN — Beginning in 1983, the Italian government has decided to introduce a special tax of 10% of the value on records and prerecorded tapes, a decision that has caused much apprehension in the record business. The Assn. of the Phonographic Manufacturers (AFI) announced an immediate action against the new tax, mostly considering the fact that in the past months the value-added tax on records was reduced from 18% to 10% following to the recognition by the government of the cultural character of the record.

At the end of December, **Ennio Melis**, after 27 years of activity in the RCA group, resigned from his post of RCA General Manager. Melis, whose resignation was effective Feb. 1, did not announce any

decision on his future projects.

Musica e Dischi magazine recently published its overall chart results for 1982 in its January issue. Artists of the year were, in the single review, **Miguel Bose** (CBS), male singer; **Phoebe Cates** (CBS), female singer; the **Imagnation** (Red Bus), group. In the LPs survey, the winners were **Franco Battiato** (EMI), male singer; **Teresa De Sio** (PolyGram), female singer; the **Imagnation** (Red Bus) group. Single of the year was "Paradise" by Phoebe Cates (CBS), followed by "Il Ballo Del Qua Qua" by **Romina Power** (Baby) and "Bravi Ragazzi" by Miguel Bose (CBS). Album of the year was "La Voce Del Padrone" by **Franco Battiato** (EMI), followed by "Cocciante" by **Riccardo Cocciante** (RCA) and "Eye In The Sky" by **Alan Parsons Project** (Arista).

— **marlo de luigi**

United Kingdom

LONDON — RCA Records came first in the singles market during the last quarter of 1982 according to British Market Research Bureau (BMRB) figures just released. RCA took 13.2% of the market, followed by CBS with 11.2% and then Virgin with 10.1%. CBS took first place in LP sales with 13.4%, while EMI came second with 13.1% and WEA third with 7.6%. The top selling LP for the quarter was "The John Lennon Collection" on EMI and top single was Eddy Grant's "I Don't Wanna Dance" on his own Ice Records label.

A name to watch: the brilliant duo of **Annie Lennox** and **Dave Stewart**, better known as **The Eurythmics**, whose second LP on RCA, titled "Sweet Dreams Are Made Of This," has just been released, were reportedly furious recently; their video "Love Is A Stranger" was suddenly blacked out on the U.S. MTV station. The blackout occurred during broadcast to 3 million viewers because censors thought Annie was a transvestite as she rips her wig off on the clip. The MTV producers even telexed RCA U.K. for a copy of Annie's birth certificate to make sure they weren't being duped. Such can be the lot of a genuine artist.

Kelly Groucutt, bass player with the **Electric Light Orchestra**, releases his debut solo single, "Let The Kids Do It," on Riva Records next week. . . **Lonnie Simmons'** Total Experience label presents the **Gap Band**, **Yarbrough and Peoples** and **Rogert "Goodie" Whitfield** this week as a complete package. The dates mark the revue since the Stax/Volt tour in the '60s U.K. and is the first major black music label launch since the Stax/Volt tour in the '60s. . . **Van Morrison** returns to the U.K. this spring for a series of concerts kicking off in his home town of Belfast and ending in London's Dominion Theatre.

— **nick underwood**

NMPA, ASCAP, Fox Agency Set For Japan Meeting

(continued from page 6)

tance, such as record rentals, home taping and all kinds of copyright infringement rampant throughout the Far East. NMPA board members will meet with top officials of the Japanese government to review matters of importance to the international copyright community.

The Americans' visit, timed to coincide with the Tokyo Music Festival late in March, will include meetings with members of Japanese Diet (parliament) and the Japanese Assn. of Rights of Authors and Composers (JASRAC) on present and future problems inherent in all types of recording licensing. A high point of the visit will be a seminar to be conducted by board members of the NMPA and Fox Agency and other executives on the state of the recording and music publishing industries in the U.S., as well as new developments in copyright thought and the potential effects of new technologies.

Open Communication

Commenting on behalf of the NMPA and Fox Agency on the upcoming meetings, NMPA chairman Chiantia said, "We often hear the well-worn cliches on the universality of music and devotion to authors' rights, but unfortunately, a commitment to more than words is, at best, infrequent. It is only through structured communication between working authors and publishers in the international community, united in their determination to protect and advance the rights of authors throughout the world, that our goals can most effectively be achieved. The Tokyo conference will be, we believe, a breakthrough in initiating that kind of concerted action, and we salute the Japanese Music Publishers Assn. for its initiative."

Echoing Chiantia's sentiments, ASCAP president David added, "At ASCAP, we have often said that behind every great writer is a great publisher. And great publishers never stop working with writers, pitching and promoting their songs; so much so that they sometimes don't get the time or opportunity to sit down and talk with one another.

"It is important to share common experiences, as well as common problems, such as home taping, record rentals and challenges of new technologies. A solution found in one country may well be the solution for other countries. Today's issues require that we pool resources and learn from one another's experiences. That is why I am gratified to be invited to participate in this seminar of the Japanese Music Publishers Assn. By joining forces to analyze our problems, speak our opinions and search for solutions, we make far more progress than if we were each acting alone."

Expectations Met As 17th MIDEM Draws To Close

by **Nick Underwood**

LONDON — As the 17th annual MIDEM Music Festival wound up at the end of last week, many companies reported that their general expectations had been fulfilled — especially the smaller independent labels looking for new foreign licensing deals. Aside from forging new pacts, extending existing deals and promoting product internationally, most people reiterated the general consensus that the festival was invaluable in striking up new contacts and acquaintances.

Many companies used the time during the festival to sow seeds for future deals — instigating and compounding pacts that will be concluded after the festival, thus allowing more time for deeper consideration of possible potentialities.

Such was the case for **Adrian Rudge** and **Steve Collyer**, directors of the U.K.-based indie label Runaway Records. Rudge and Collyer were at MIDEM looking for suitable overseas licensing deals for the debut product by **Pattie Davis**, daughter of U.S. President Ronald Reagan. Runaway had many firm offers for Davis' recently recorded debut LP, which the company will be carefully considering during the next few weeks.

Hardware companies, primarily promoting the impending European launch of the Compact Disc (CD), were much in evidence, as were ancillary music service companies, including the U.K.-based Music Vision, which will become the European equivalent of the U.S. MTV. Music Vision used MIDEM to announce its inception to the music industry. The company is currently in development and has projected that with the coming explosion of cable and satellite TV in Europe, Music Vision could conceivably reach four million subscribers by the middle of 1984.

The Music Vision service will be a daily advertising-supported video popular music channel initially for cable television systems in the U.K. and Europe. Music Vision is being funded by the U.K.'s Yorkshire Television and the American ABC Video Enterprises Inc., a New York-based subsidiary of American Broadcasting Companies, Inc. (ABC)

At present, Music Vision is negotiating with various sources and parties involved in video and music copyright and clearances. **Tony Hemmings**, director of Music Vision, said at MIDEM: "The company will provide emerging cable systems throughout Europe with a unique music programming service that cannot be provided by broadcast television and which is ideally suited to both the narrow-

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INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s**
- 1 **Olvidame** — Pimpinela — CBS
 - 2 **Nathalle** — Julio Iglesias — CBS
 - 3 **Da Da Da** — Trio — PolyGram
 - 4 **Soles** — Marilina Ross — CBS
 - 5 **Ojo De Tigre** — Survivor — CBS
 - 6 **Es Una Mentira** — Los Barbaros — RCA
 - 7 **Vos, Yo, Uno Mas Uno** — Sandra Mihanovich — Microfon
 - 8 **El Dia Antes** — ABBA — RCA
 - 9 **Juntos** — Veronica Castro — RCA
 - 10 **Uno Mas Uno** — Luis Miguel — EMI

- TOP TEN LPs**
- 1 **Pimpinela** — Pimpinela — CBS
 - 2 **17 Top Hits** — various artists — PolyGram
 - 3 **Momentos** — Julio Iglesias — CBS
 - 4 **Las Locuras De . . .** — Parchis — Tonodisc
 - 5 **Como Un Pajaro Libre** — Mercedes Sosa — PolyGram
 - 6 **Actuar Para Vivir** — Juan Carlos Baglietto — EMI
 - 7 **Vuelo Nocturno** — various artists — Interdisc
 - 8 **Celeste Carballo** — Celeste Carballo — SG/Interdisc
 - 9 **Con Ganas** — Camilo Sesto — Ariola/Microfon
 - 10 **En Conclerto** — Pedro Y Pablo — Music Hall

— **Prensario**

Italy

- TOP TEN 45s**
- 1 **Words** — F.R. David — CBS/Carrere
 - 2 **Carletto** — Corrado — Durium
 - 3 **Hard To Say I'm Sorry** — Chicago — WEA/Full Moon
 - 4 **Ballo Ballo** — Raffaella Carrà — CGD/Hispavox
 - 5 **Canzone Del Puffi** — Cristina D'Avena — Five
 - 6 **Non Slamo In Pericolo** — Pooh — CGD
 - 7 **Der Kommissar** — Falco — CGD/Vip
 - 8 **I Know There's Something Going On** — Frida — CBS/Epic
 - 9 **Eye Of The Tiger** — Survivor — CBS/Scotti
 - 10 **Gomma Gomma** — Luca e Manuela — Cinevox

- TOP TEN LPs**
- 1 **L'Arca Di Noe** — Franco Battiato — EMI
 - 2 **Ale O O'** — Claudio Baglioni — CBS
 - 3 **Momentl** — Julio Iglesias — CBS
 - 4 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
 - 5 **Via Tagliamento 1965-1970** — Renato Zero — RCA/Zerplandia
 - 6 **Fragole Infilite** — Alberto Fortis — PolyGram/Philips
 - 7 **Famous Last Words** — Supertramp — CBS/A&M
 - 8 **Itallana** — Mina — PDU
 - 9 **Toto IV** — Toto — CBS
 - 10 **Uh. Uh.** — Adriano Celentano — CGD/Clan

— **Musica e Dischi**

United Kingdom

- TOP TEN 45s**
- 1 **Down Under** — Men At Work — Epic
 - 2 **Electric Avenue** — Eddy Grant — Ice
 - 3 **You Can't Hurry Love** — Phil Collins — Virgin
 - 4 **Stepping Out** — Joe Jackson — A&M
 - 5 **Sign Of The Times** — Bellesstars — Stiff
 - 6 **Too Shy** — Kajagoogoo — EMI
 - 7 **New Year's Day** — U2 — Island
 - 8 **The Cutter** — Echo & The Bunnymen — Korova
 - 9 **The Story Of The Blues** — Wah! — Eternal
 - 10 **Gloria** — Laura Branigan — Atlantic

- TOP TEN LPs**
- 1 **Business As Usual** — Men At Work — Epic
 - 2 **The Art Of Falling Apart** — Soft Cell — Some Bizarre
 - 3 **Felme** — The Stranglers — Epic
 - 4 **Hello, I Must Be Going!** — Phil Collins — Virgin
 - 5 **Heartbreaker** — Dionne Warwick — Arista
 - 6 **Live Evil** — Black Sabbath — Vertigo
 - 7 **Raiders Of The Pop Charts** — various artists — Ronco
 - 8 **The John Lennon Collection** — Parlophone
 - 9 **Friends** — Shalamar — Solar
 - 10 **Rio** — Duran Duran — EMI

— **Melody Maker**

Rise In Country Popularity Creates New Hardships For Indie Labels

by Tom Roland

NASHVILLE — With the growth of country music over the past several years, competition for a position on the playlist or a spot in the retail rack has reached a new level of intensity among record labels, and that keen competitive spirit has made it extremely tough for independent labels to break their artists within the traditional realms of radio and the distribution chain.

Most country independents seem to agree that their difficulties are not caused by a conscious effort to ignore their existence, but rather, by their general lack of muscle. They noted that since the major labels have much deeper rosters and larger staffs, they have a better position in guaranteeing promotions and the presence of stock within a market, functions that make it conducive for stations to add a record to their playlists or for distributors to stock the product.

Traditionally, independent affiliation has provided a breeding ground for artists whose contracts were later bought up by major labels after the initial development of the act. Earl Thomas Conley proved himself on Sunbird Records before RCA picked up his contract, and the Kendalls were well established with Ovation when PolyGram snatched them. Alabama started out with MDJ, Leon Everette was picked up from his own Orlando label, and Ricky Skaggs was associated with Rounder before joining Epic.

Some indies have developed fairly strong track records. In its first outing, Noble Vision worked its way to #24 on the **Cash Box** Country Singles chart with Jim Glaser's "When You're Not A Lady," and Gene Kennedy's Door Knob Records has produced two consecutive Top 40 singles by Tom Carlile. But even for these labels, the difficulties became greater as their records intensified since chart numbers hinge on a record's upward mobility across many markets.

The obstacles surmounted by Don Tolle's Noble Vision label were compounded by the Oct. 18 release date of Glaser's record, which placed it amidst the usual onslaught of major label product released to take advantage of the Christmas holiday season. However, Tolle noted that since a record is an "emotional buy," consumers are not label-conscious and that the actual content of the record will make or break the independent label.

"The industry has gotten into a thing of thinking in terms of 'major label,'" he suggested, "and that if it's not a major label, then the thinking goes that the machinery's just not there to bring a record all the way home. There has been a stigma attached to (indies) simply because there are not many independent labels that make it — they don't have the bucks, the staff, the advertising dollars.

"But I think Noble Vision has been a good indication that we're selling music. It's not sewing machines, it's not oil, this is music. If you have a great record, the music industry is an industry where David can compete with Goliath and win."

Tolle, who spent some six years with A&M Records, added that radio had responded to Glaser's record quicker than the distribution web, and that the label had to convince the distributors that the business would be run in a professional manner and that officials with Noble Vision were committed to the label in particular and the industry as a whole. Still, the label was unable to land the bulk of the rack business.

"Everyone knows the racks are hit-oriented," he said, "but even I wasn't aware of just how hit-oriented they are. It's not a matter of Top 20 — I think we're talking

more like Top 10. Racks don't help you in breaking records, but they'll account for a big portion of your sales once it's there."

On the positive side, Tolle suggested that it is much easier for an independent to establish itself within the framework of the country industry than that of rock, noting that country radio is singles-oriented, thus making it possible for a label to penetrate the market with one seven-inch disc, whereas rock stations need at least an EP before they will consider a record. "That's an expensive proposition," he stated.

New Artist Stigma

Gene Kennedy, president of Door Knob, stated that the apprehension faced by most independent labels is not the result of a built-in bias against smaller labels so much as a tendency to back away from new artists, the staple of the indie roster. "I'm not sure you can say it's a major label vs. an independent label type thing," he said. "I think it's just as tough on them (majors) to break new artists as it is for independent labels. You have certain stations out there that have a built-in stigma against playing new artists because to them it could be a tune-out because the artist is unknown."

While Door Knob is well-established in the marketplace with seven years behind it, he suggested that less-established indies will find the going tough in the current market since a tight economy has made it difficult for accounts to pay their bills. As a result, a newly formed company must have enough finances to float for at least one to two years.

He also added that given a choice between two equal pieces of product — one by a major artist and one by a relative unknown on an independent label — programmers would easily take the familiar artist over the newer one. "A piece of product on a new artist has to be better than product by a major artist for the stations to feel good about it," said Kennedy, "because that's who you're competing against — major artists — and major artists just happen to be on major labels."

Charles Fach, of Compleat Records, which just released its second single, a Vern Gosdin record, agreed with Kennedy

(continued on page 23)



THE HARD TIMES ROLL AT THE LONE STAR — Atco recording group McGuffey Lane recently played New York's Lone Star Cafe in support of its current LP, "Let The Hard Times Roll." The show was broadcast live via country outlet WHN and taped for later network airing. Pictured backstage after the show are (l-r): Scott Regan, director, pop promotion, Atco; Curt Creager, director, marketing and merchandising, Atco; Stephen Douglass and Dave Rengeler of the group; Margo Knesz, general manager, Atco; Bill Heltemes, local promotion representative, Cincinnati, Atco; Stephen Reis and Terry Efav of the group; Reen Nalli, vice president, Atco; Bob McNelley of the group; Cliff Audretch, manager, McGuffey Lane; John Schwab of the group; Jeff Birnbaum, assistant to the vice president, Atco; and Paul Yeskel, assistant director, national album promotion, Atco.

WSM-FM Changes Format, Becomes Sixth Country Signal In Nashville

NASHVILLE — Although officials with the station denied rumors that it would do so just two weeks earlier, WSM-FM Nashville abandoned its innovative progressive adult/contemporary format Jan. 31 and joined five existing country signals in the metro market.

Speculation that the move would take place arose when Gregg Lindahl was hired from KOMA/Oklahoma City to act as operations manager for both the AM and the FM, but Lindahl noted that the format alteration was denied to avoid "tipping the competitors." WSM-FM joins AM stations WSM, WSIX and WJKZ and FM outlets WNKZ and WSIX in bearing the country flag on radio in Nashville.

Lindahl indicated that WSM management had found a "hole to fill" and that the new signal would concentrate on "hit" country. However, while "music will be the star," WSM will attempt to be a full service radio station, providing "services not currently offered on Nashville FM." He promised that the station would be energetic and active in its use of contests.

He also admitted that the new identity brought the FM signal closer in line with the overall image of the WEM corporation,

which is closely aligned with Opryland and the Grand Ole Opry, adding that similar programming on both stations "avoids duplication of efforts."

Lindahl added that the on-air talent at the station is "superior to the rest of the market," so no changes are expected, although it will take some time for some of the disc jockeys to become more confident in dealing with the new format. Once they have locked themselves into the format, he noted that "Nashville 95 FM" would engage in a heavy media campaign to familiarize the community with the new station. Presumably, the campaign will make use of local network television stations, as well as cable outlets, billboards, newspaper ads and buses. However, Lindahl would not discuss the specifics of the proposed publicity push.

Epic Sets Multi-Media 'Pancho & Lefty' Push

NASHVILLE — Beginning Feb. 17, Epic Records will embark on a multi-media campaign concentrated on four major markets to build consumer awareness of the Merle Haggard & Willie Nelson duet package, "Pancho & Lefty."

Set to commence in Los Angeles, Dallas, Memphis and Atlanta — areas where both artists have strong followings — the campaign will be expanded to other markets in the future, according to Roy Wunsch, vice president, marketing, CBS Records/Nashville.

Thirty-second television spots will begin Feb. 17, highlighting the title track of the album with a visual concept related to a western movie theme. While the TV spots will last three weeks, radio buys featuring both the title track and the initial single, "Reasons To Quit," commencing Feb. 27, will augment the effort, and some 200 billboards will be utilized throughout the month of March.

In addition, a print advertising campaign scheduled for late March in small and major dailies will provide a logical extension to ads currently placed in several country-oriented consumer publications. "Pancho & Lefty" point-of-purchase materials have already been provided to retailers to tie in with the media effort in the form of posters, flats and logos, and promotional schemes will be used in a number of markets.

In one particular promotion, the label acted in conjunction with KMPS/Seattle and the 18-store Fred Meyers chain to support Nelson's Feb. 7 date at the Kingdome with a "Reasons To Quit" contest. Consumers were asked to provide their "favorite reasons to quit," and stores displayed the album on sale and made entry blanks available. The winning entry was awarded press box seating during the show.

Alabama's 'Dixieland Delight' Single Scores Highest-Ever Debut At #18

NASHVILLE — RCA recording group Alabama attained the highest debut ever on the **Cash Box** Country Singles chart by coming on at #18 bullet this week with "Dixieland Delight." Alabama's single surpassed the former high debut of #22 bullet set by Waylon Jennings and Johnny Cash on May 27, 1978 with "There Ain't No Good Chain Gang."

The Jennings/Cash record was established nearly five years ago when a rash of high-debuting singles entered at previously unheard of positions within the Top 30 (**Cash Box**, June 10, 1978). The Waylon Jennings & Willie Nelson classic, "Mamas, Don't Let Your Babies Grow Up To Be Cowboys," had set the previous record Jan. 25, 1978, when it debuted at #25, and, the week after Jennings & Cash debuted, Ronnie Milsap equalled the "Don't Let Your Babies Mark by entering at #25 with "Only One Love In My Life."

77 Radio Adds

To attain its record-setting debut, Alabama was added at 77 of the 94 stations that reported to **Cash Box** for this week's chart, nearly 82% of those country broadcasters. (**Cash Box** has 106 reporting stations.) Although the new mark is certainly a tribute to the growing

popularity of Alabama, there has been much concern among some ranks of the industry as to what a debut in the upper echelons of the chart will mean for the life of the record.

In most instances, a record will last approximately 12-14 weeks on the national charts before it peaks if it is a Top 10 single. Its lifespan at any one particular station is actually eight to ten weeks. With the three previously mentioned singles, Jennings & Cash, Jennings & Nelson and Milsap — each went to #1 for anywhere from one to four weeks but did not actually peak on the charts for eight or nine weeks. That would seem to indicate that while its life on the **Cash Box** charts was shorter by about four weeks, each record's activity was actually in greater synchronization across the nation and airplay and sales were not diminished in any of the individual markets.

Incidentally, the highest debuts ever attained on the **Cash Box** Country Album charts were all Waylon Jennings albums, which made the #1 position in their first week of release. "Ol' Waylon" debuted in the top spot May 14, 1977; "Waylon & Willie" landed there Feb. 11, 1978; and "I've Always Been Crazy" hit #1 in its first week Oct. 21, 1978.

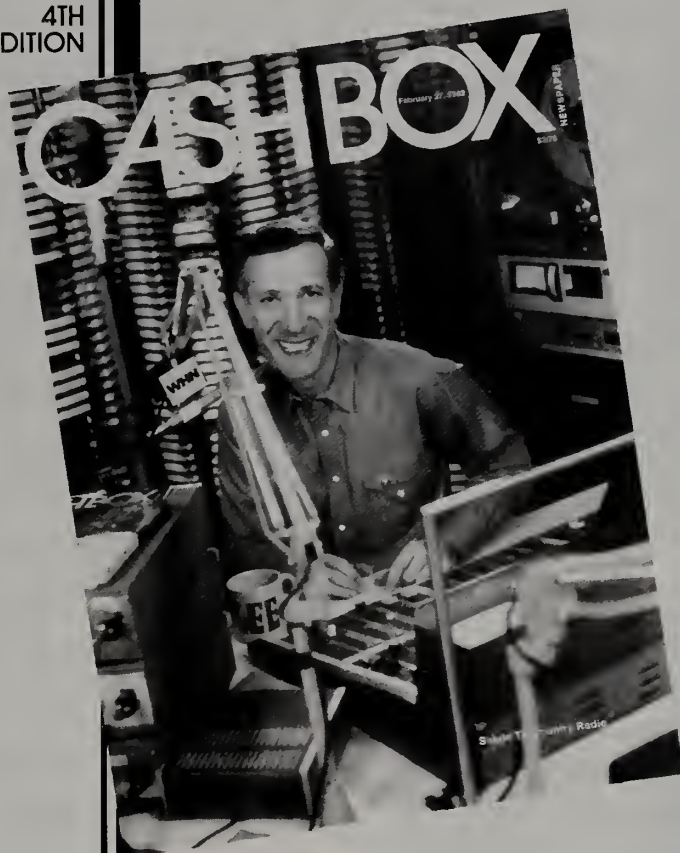
TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	2/5		2/5
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4225)	1	38 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 9 23688-1)	38
2 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	3	39 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	30
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	2	40 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	40
4 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	4	41 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	34
5 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	5	42 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	43
6 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JEG 38389)	9	43 MERLE HAGGARD'S GREATEST HITS MERLE HAGGARD (MCA-5386)	50
7 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	7	44 BIG CITY MERLE HAGGARD (Epic FE 37593)	44
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	6	45 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia TC37570)	35
9 RADIO ROMANCE EDDIE RABBITT (Elektra 60180-1)	8	46 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	48
10 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	13	47 CONWAY'S #1 CLASSICS VOL. II CONWAY TWITTY (Elektra 60209)	47
11 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	12	48 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	36
12 PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	21	49 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	49
13 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38328)	10	50 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	41
14 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	14	51 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO 51124)	42
15 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	16	52 16TH AVENUE LACY J. DALTON (Columbia FC 37975)	52
16 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	22	53 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA-6112)	53
17 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	17	54 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-4048)	54
18 QUIET LIES JUICE NEWTON (Capitol ST 12210)	18	55 LET THE HARD TIMES ROLL McGUFFEY LANE (ATCO 90020-1)	—
19 THE BIRD JERRY REED (RCA AHL 1-4529)	23	56 BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	66
20 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	20	57 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	55
21 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	26	58 TOM JONES COUNTRY (Mercury/PolyGram SRM-1-4062)	58
22 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA AHL 1-4348)	15	59 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	56
23 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	24	60 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	57
24 BUSTED JOHN CONLEE (MCA 5310)	25	61 THE ELVIS MEDLEY ELVIS PRESLEY (RCA AHL 1-4530)	61
25 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	33	62 GREATEST HITS ANNE MURRAY (Capitol SOO-12110)	59
26 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	19	63 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM 1-4047)	63
27 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	11	64 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	60
28 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	28	65 STEVE WARINER (RCA AHL 1-4154)	82
29 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	31	66 GREATEST HITS JANIE FRICKE (Columbia FC 38310)	64
30 BIGGEST HITS MARTY ROBBINS (Columbia FC 38309)	32	67 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1-4215)	67
31 HONKYTONK MAN ORIGINAL SOUNDTRACK (Warner Bros./Viva 9 23739-1)	37	68 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra EI-60115)	65
32 OUR BEST TO YOU FRIZZELL & WEST (Warner Bros./Viva 9 23754-1)	39	69 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	68
33 BIG AL DOWNING BIG AL DOWNING (Team TRA-2001)	45	70 BIGGEST HITS MICKEY GILLEY (Epic FE 38320)	89
34 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	46	71 GREATEST HITS MOE BANDY (Columbia FC 38315)	70
35 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	51	72 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	71
36 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	27	73 A LITTLE MORE RAZZ RAZZY BAILEY (RCA AHL 1-4423)	72
37 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	29	74 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb F1-60100)	73
		75 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	74

CASH BOX

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TOP 100 COUNTRY SINGLES

February 12, 1983

	Weeks On Chart	2/5	Chart		Weeks On Chart	2/5	Chart		Weeks On Chart	2/5	Chart			
1	INSIDE	RONNIE MILSAP (RCA PB-13362)	1	13	35	MY FIRST TASTE OF TEXAS	ED BRUCE (MCA 52156)	43	4	68	I WISH I WAS IN NASHVILLE	MEL McDANIEL (Capitol P-B-5169)	49	15
2	WHAT SHE DON'T KNOW WON'T HURT HER	GENE WATSON (MCA-52131)	3	15	36	BORN TO LOVE ME	RAY CHARLES (Columbia 38-03429)	41	8	69	ONE FIDDLE, TWO FIDDLE	RAY PRICE (Warner Bros. 7-29830)	74	3
3	WHY BABY WHY	CHARLEY PRIDE (RCA PB-13397)	7	11	37	THERE'S NO SUBSTITUTE FOR YOU	YOUNGER BROTHERS (MCA-52148)	37	11	70	HOMEMADE LOVE	RONNIE RENO (EMH-1110)	70	9
4	FAKING LOVE	T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)	5	13	38	THANK GOD FOR KIDS	OAK RIDGE BOYS (MCA-52145)	4	13	71	WHATEVER HAPPENED TO OLD-FASHIONED LOVE	B.J. THOMAS (Cleveland Int'l/Epic 38-03492)	—	1
5	'TIL I GAIN CONTROL AGAIN	CRYSTAL GAYLE (Elektra 7-69893)	6	13	39	ONLY IF THERE IS ANOTHER YOU	MOE BANDY (Columbia 38-03309)	11	17	72	WHEREVER YOU ARE	THRASHER BROTHERS (MCA-52153)	77	5
6	IF HOLLYWOOD DON'T NEED YOU	DON WILLIAMS (MCA-52152)	9	10	40	ALMOST CALLED HER BABY BY MISTAKE	LARRY GATLIN & THE GATLIN BROTHERS (Columbia 38-03517)	59	3	73	TELL ME A WARM LIE	BARBARA ANN (Stargem SG2150)	83	2
7	STILL TAKING CHANCES	MICHAEL MURPHEY (Liberty P-B-1468)	8	14	41	THE FOOL IN ME	SONNY JAMES AND SILVER (Dimension DS 1040)	44	8	74	THE BALLAD OF E.T.	WES ST. JON (Star-Key 8651)	79	4
8	LAST THING I NEEDED FIRST THING THIS MORNING	WILLIE NELSON (Columbia 38-03385)	10	11	42	SOUNDS LIKE LOVE	JOHNNY LEE (Elektra/Asylum 7-69848)	56	2	75	I KNOW WHAT IT MEANS TO BE LONELY	BOBBY BRIDGES (Roxy 3011)	80	6
9	TALK TO ME	MICKEY GILLEY (Epic 34-03326)	2	14	43	THE JIM REEVES MEDLEY	JIM REEVES (RCA PB-13410)	45	6	76	HOW LONG WILL IT TAKE	TENNESSEE EXPRESS (RCA PB-13423)	91	2
10	SOMEBODY'S ALWAYS SAYING GOODBYE	ANNE MURRAY (Capitol P-B-5183)	12	13	44	DOWN ON THE CORNER	JERRY REED (RCA PB-13422)	52	3	77	GOING WHERE THE LONELY GO	MERLE HAGGARD (Epic 34-03315)	53	17
11	THE ROSE	CONWAY TWITTY (Elektra 7-69854)	15	8	45	SHAME ON THE MOON	BOB SEGER & THE SILVER BULLET BAND (Capitol PB-5187)	54	4	78	JOSE CUERVO	SHELLY WEST (Warner/Viva 7-29778)	—	1
12	I WOULDN'T CHANGE YOU IF I COULD	RICKY SKAGGS (Epic 34-03482)	16	8	46	I LOVE HOW YOU LOVE ME	GLEN CAMPBELL (Atlantic America 7-99930)	51	5	79	WEEKEND RENDEZVOUS	CONI CAUSEY (Deep South A.G. 717)	84	2
13	VELVET CHAINS	GARY MORRIS (Warner Bros. 7-29853)	14	12	47	NEVER ENDING SONG OF LOVE	THE OSMOND BROTHERS (Elektra 7-69883)	50	8	80	THERE'S STILL A LOT OF LOVE IN SAN ANTOINE	CONNIE HANSON & FRIEND (Soundwaves NSD/SW 4692)	85	3
14	C.C. WATERBACK	GEORGE JONES/MERLE HAGGARD (Epic 34-03405)	17	11	48	MY FINGERS DO THE TALKIN'	JERRY LEE LEWIS (MCA-52151)	48	9	81	WE CAN ONLY SAY GOODBYE	BIG AL DOWNING (TRS 1003 AM)	—	1
15	EVERYTHING'S BEAUTIFUL	DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)	18	10	49	AMARILLO BY MORNING	GEORGE STRAIT (MCA-52162)	—	1	82	SHE WALKS IN HIS SLEEP	CAPITAL CITY BOYS (Compass C050)	86	3
16	SHINE ON	GEORGE JONES (Epic 34-03489)	23	5	50	YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING	REBA McENTIRE (Mercury/PolyGram 810 338-7)	60	3	83	I'LL NEVER GET THROUGH (MISSING YOU)	TERRI MILLER (Winner WN7482)	—	1
17	SHADOWS OF MY MIND	LEON EVERETTE (RCA PB-13391)	20	12	51	BREAKIN' IT	LORETTA LYNN (MCA 52158)	61	3	84	GREEN TO BLUE	PETE RICHMOND (World Label Music, Inc. WLM 379)	—	1
18	DIXIELAND DELIGHT	ALABAMA (RCA PB-13446)	—	1	52	PERSONALLY	RONNIE McDOWELL (Epic 34-03526)	63	3	85	TAKE IT ALL	RICH LANDERS (AMI 1311AA)	89	3
19	AIN'T NO TRICK	LEE GREENWOOD (MCA-52150)	22	10	53	RAININ' DOWN IN NASHVILLE	TOM CARLILE (Door Knob DK82-191)	55	5	86	SHE FEELS LIKE A NEW MAN TONIGHT	CLIFFORD RUSSELL (Sugartree ST 0509)	90	3
20	DON'T PLAN ON SLEEPING TONIGHT	STEVE WARINER (RCA PB-13395)	21	11	54	THOSE WERE THE DAYS	GARY STEWART & DEAN DILLON (RCA PB-13401)	65	5	87	TODAY I STARTED LOVING YOU AGAIN	G.H. HAMILTON (TCR S45-01)	—	1
21	SWINGIN'	JOHN ANDERSON (Warner Bros. 7-29788)	26	4	55	YOU COULD'VE HEARD A HEART BREAK	RODNEY LAY (Churchill CR 94012)	57	6	88	THE JUKEBOX NEVER PLAYS HOME SWEET HOME	JACK GREEN (EMH-0016)	—	1
22	HONKYTONK MAN	MARTY ROBBINS (Warner/Viva 7-29847)	24	8	56	THE LIGHT OF MY LIFE	TOMMY ST. JOHN (RCA PB-13405)	58	6	89	STORM OF LOVE	CHANTILLY (F & L 523)	—	1
23	WHEN I'M AWAY FROM YOU	THE BELLAMY BROTHERS (Elektra/Curb 7-69850)	27	5	57	RAINBOWS AND BUTTERFLIES	BILLY SWAN (Epic 34-03505)	68	3	90	FRIDAY NIGHT FEELIN'	VERN GOSDIN (A.M.I. 1312AA)	—	1
24	WHEN YOU'RE NOT A LADY	JIM GLASER (Noble Vision NV-101)	25	13	58	IF THAT'S WHAT YOU'RE THINKING	KAREN BROOKS (Warner Bros. 7-29789)	71	3	91	WHAT'S SHE DOING TO MY MIND	JOHNNY BAILEY (Soundwaves NSD/SW 4695)	92	2
25	A GOOD NIGHT'S LOVE	TAMMY WYNETTE (Epic 34-03384)	28	10	59	EASIER	SANDY CROFT (Angelsong ASB 1821)	62	9	92	COUNTRY MUSIC NIGHTMARE	BOXCAR WILLIE (Main Street B954)	—	1
26	FEELS RIGHT	TANYA TUCKER (Arista AS 0677)	30	13	60	TODAY MY WORLD SLIPPED AWAY	VERN GOSDIN (AMI 1310)	13	17	93	TENDER LOVIN' LIES	JUDY BAILEY (Warner Bros. 7-29799)	—	1
27	I HAVE LOVED YOU, GIRL	EARL THOMAS CONLEY (RCA PB-13414)	33	5	61	LIKE NOTHING EVER HAPPENED	SYLVIA (RCA PB-13330)	19	16	94	REASONS TO BELIEVE	THE WRAY BROTHERS BAND (CIS Northwest Inc. CIS 3011-AM)	—	1
28	HANGIN' AROUND	THE WHITES (Elektra 7-69855)	32	8	62	(LOST HIS LOVE) ON OUR LAST DATE	EMMYLOU HARRIS (Warner Bros. 7-29898)	31	18	95	WHO'S GONNA KEEP ME WARM	PHIL EVERLY (Capitol P-B-5197)	—	1
29	POOR BOY	RAZZY BAILEY (RCA PB-13383)	29	11	63	SAN ANTONIO NIGHTS	EDDY RAVEN (Elektra 7-69929)	34	15	96	GONE WITH THE WIND	RAMSEY KEARNEY (Safari SR 105)	—	1
30	REASONS TO QUIT	MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)	36	5	64	WITH YOU	CHARLY McCLAIN (Epic 34-03309)	40	17	97	MARINA DEL REY	GEORGE STRAIT (MCA-52120)	64	19
31	WE'VE GOT TONIGHT	KENNY ROGERS & SHEENA EASTON (Liberty P-B-1492)	39	3	65	HARD CANDY CHRISTMAS	DOLLY PARTON (RCA PB-13361)	46	15	98	BABY I'M GONE	TERRI GIBBS (MCA-52134)	66	14
32	I CAN'T GET OVER YOU	BANDANA (Warner Bros. 7-29831)	35	10	66	ROMANCE	LOUISE MANDRELL (RCA PB-13373)	47	15	99	SUNNYSIDE OF THE MOUNTAIN	DAVID HOUSTON (Black Rose 8274)	69	11
33	GONNA GO HUNTIN' TONIGHT	HANK WILLIAMS, JR. (Elektra/Curb 7-69846)	38	3	67	DALLAS	BAMA BAND (Oasis BB-1)	67	9	100	SO EASY TO LOVE	THE WRIGHT BROTHERS (Warner Bros. 7-29839)	73	6
34	YOU DON'T KNOW LOVE	JANIE FRICKE (Columbia 38-03498)	42	5										

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Good Night's Love (House of Gold — BMI) 25	I Can't Get (New Albany/Hoosier—ASCAP) 32	San Antonio Nights (Milene — ASCAP) 63	The Light Of (Bill Hayes — ASCAP) 26
Ain't No Trick (House of Gold — BMI) 19	I Have Loved (Blue Moon — ASCAP) 27	Shadows Of My Mind (Herritage — BMI) 17	The Rose (Warner-Tamerlane — BMI) 11
Almost Called Her Baby (Larry Gatlin — BMI) 40	I Know What (Dream City — BMI) 75	Shame On The Moon (Coolwell/Granite — ASCAP) 45	There's No Substitute (Collins Court/Famous — ASCAP) 37
Amarillo By Morning (Cotillion/Terry Stafford/admin by Cotillion — BMI) 49	I'll Never Get Through (Golden Horn — ASCAP) 83	She Feels Like A New Man (House Of Gold — BMI) 86	There's Still A Lot (Unichappell — BMI) 80
Baby I'm Gone (Chamblin — ASCAP) 98	I Love How (Screen Gems-EMI — BMI) 46	She Walks In His Sleep (Jolly/ATV — BMI) 82	Those Were The Days (Tree/Forrest Hills — BMI) 54
Born To Love Me (Music City — ASCAP) 36	I Wish I Was (Vogue c/o Welk — BMI) 68	Shine On (Southern Nights — ASCAP) 16	'Til I Gain Control (Jolly Cheeks — BMI) 5
Breakin' It (Music City, Inc. — BMI) 51	I Wouldn't Change (Peer Int'l — BMI) 12	So Easy To Love (Warner-Tamerlane — BMI/Diamond Mine/Colgems EMI — ASCAP) 100	Today I Started Loving You Again (Blue Book — BMI) 87
C.C. Waterback (Shade Tree — BMI) 14	If Hollywood Don't Hal-Clement c/o Welk — BMI) 6	Somebody's Always Saying (Hall-Clement c/o Welk — BMI) 10	Today My World (Vogue c/o Welk/Gary Paxton — BMI) 60
Country Music Nightmare (Column II Music — BMI) 92	Jose Cuervo (Easy Listening/Galleon Inc. — ASCAP) 78	Sounds Like Love (Chappell/Bibo c/o The Welk Music Group — ASCAP) 42	Velvet Chains (Cross Keys — ASCAP) 13
Dallas (Unart/Myrtle Mississippi/Spoonfed — BMI) 67	Inside (Lodge Hall — ASCAP) 1	Take It All (Escrow/Plum Creek — BMI) 85	We Can Only (Metaphor — BMI/Simlie — ASCAP) 81
Dixieland Delight (Sister John, Inc. — BMI) 18	Last Thing I Needed (Nunn — BMI) 8	Talk To Me (Jay & Cee — BMI) 9	Weekend Rendezvous (Fricout/Dream Dealers — ASCAP) 79
Don't Plan On (Arista/Gloria's Songs — ASCAP) 20	Like Nothing Ever (Tome Collins — BMI) 61	Tell Me A Warm Lie (Coal Miners — BMI) 73	We've Got Tonight (Gear — ASCAP) 31
Down On The Corner (Jondora — BMI) 44	Lost His Love (Acuff-Rose — BMI) 62	Tender Lovin' Lies (Music Corp. of American Inc. — BMI/MCA Music-A div of MCA Inc. — ASCAP) 93	Whatever Happened To (Ole Friends — BMI) 71
Easier (Sawgrass/Duck Songs — BMI) 59	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC) 97	Thank God For Kids (Milene — ASCAP) 38	What She Don't (Booth & Watson/Crosstimbbers/Blue Creek — BMI) 2
Everything's Beautiful (Combine — BMI) 15	My Fingers Do The Talkin' (First Lady Songs—BMI) 48	The Ballad Of E.T. (Star-Keys/Red's Black Gold — ASCAP) 74	What's She Doing (Pen Line — BMI) 91
Faking Love (Tree — BMI) 4	My First Taste (Tree/Newkeys/Sugarplum — BMI) 35	The Fool (Leeds-MCA/Patchwork/Chappell/Sailmaker — ASCAP) 41	When I'm Away (Rare Blue — ASCAP) 23
Feels Right (DebDave/Briar Patch — BMI) 26	Never Ending Song (Unart — BMI) 47	The Jim Reeves (Various — ASCAP/BMI) 43	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP) 24
Friday Night Feelin' (Nub-Pub — ASCAP) 90	One Fiddle, Two Fiddle (Peso/Wallet — BMI) 69	The Jukebox Never (Baray Inc./Mullet Corp. — BMI) 88	Who's Gonna Keep (Money Honey/April Morning/Glen Rock — BMI) 95
Going Where (Shade Tree — BMI) 77	Only If There (Baray — BMI) 39		With You (Onhisown — BMI/Arlan/Ron Muir — ASCAP) 64
Gone With The Wind (Japonica — ASCAP/Don's Big Vee — BMI) 96	Personally (Tree/Five Of A Kind/Tree Group — BMI) 52		Why Baby Why (Fort Knox — BMI) 3
Gonna Go Huntin' (Bocephus — BMI) 33	Poor Boy (Irving/Down 'N Dixie/Simonton/Fifty Grand — BMI) 29		Why Could've Heard (Songmaker — ASCAP) 55
Green To Blue (World Label, Inc. — BMI) 84	Rainbows And Butterflies (Music City — ASCAP) 57		You Don't (House Of Gold/Don King — BMI/King's X — ASCAP) 34
Hangin' Around (Refuge — ASCAP/Elektra/Asylum — BMI) 28	Rainin' Down (Opa-Lock — ASCAP) 53		You're The First (Maplehill/Hall-Clement Vogue c/o Welk — BMI) 50
Hard Candy Christmas (Danell/Shukat/MCA — ASCAP) 65	Reasons To Believe (Hudson Bay — BMI) 94		
Homemade Love (Shady Deli — BMI) 70	Reasons To Quit (Shade Tree — BMI) 30		
Honkytonk Man (Peso/Wallet — BMI) 22	Romance (Meadowgreen — ASCAP/Tree — BMI) 66		
How Long Will It Take (Hall-Clement c/o The Welk Music Group — BMI) 76			

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

COUNTRY COLUMN

STILL A FEW LEFT — **Connie Francis** was in town last week promoting her just-released Polydor single, "There's Still A Few Good Love Songs Left In Me," and she took the occasion to comment on the current state of the record business at producer **Harold Shedd's** Music Mill recording studio. Although she seemed genuinely excited about the opportunity to get back into the industry, she blasted current industry practices in New York and L.A. and praised the "people-oriented" approach taken in Nashville. Francis, who racked up 10 million sellers between 1958-1961, suggested that the record industry was once "run by record people who didn't know the business, but now it's run by businessmen who don't know records." To back her claims, she cited the somewhat confusing terms of her recording contract with the German-based



JONES GOES GOLD — **Tom Jones** secured an appearance on *Solid Gold* Feb. 4, where he swapped war stories with *Madame*. His new single, "Touch Me," just shipped to radio, the second release from his "Tom Jones Country" album.

PolyGram company, which calls for one single to be released in the U.S. and one album in Germany. She also noted that when she announced that she was going on a radio promotional tour, the label suggested that she drop the idea since "stations don't decide what to play anymore; consultants do." Regardless, Francis will make the tour at her own expense to "meet the people that are playing the records — after all, you never know who the next consultant will be." Finally, although she was told that the concept doesn't work anymore, Francis has recorded her current single in six languages for release internationally as she did consistently when she first entered the industry. Through the entire conversation, Francis was extremely complimentary of the reticulate country industry and Shedd, and indicated that she may establish residence in Nashville ("Why not? I've got a house everywhere else!"). Shedd, meanwhile, is quickly becoming one of the most active producers in Nashville. In addition to Francis, he produces **Alabama** and **Marlow Tackett**, and has teamed up with **Mel Tillis** for the latter's forthcoming album on MCA.

GONZO HURRICANE — Just when you thought you'd heard it all, **Leon Everette** steps back into town and stirs up the dust; this time it was at a *Nashville After Hours* television taping in January at the newly opened Cheyenne club. During his show, Everette usually leaves the stage and goes prancing through the audience, but on this occasion, the cameras and sound equipment were not set up to handle such antics. Everette jumped off the stage and into the crowd anyway, prompting the show's producer, **Mike Alley**, to label the Hurricane the "Ted Nugent of country music." The **Bellamy Brothers** may have given us a "reggae cowboy," but let's hope that Everette doesn't take the "gonzo cowboy" image to extremes — somehow a Stetson and loincloth don't quite make it.

CHECK YOUR RECORDS — If you received one of the initial pressings of the new **Merle Haggard/Willie Nelson** album, you probably have what will one day become a collector's item. It seems that the first 220,000 copies of the LP were mistakenly misspelled "Poncho & Lefty," with a foul "o" replacing the "a" in "Pancho." Corrections have been made in the jacket, sleeve and label, and all future pressings will go out sans mistakes.

GET WELL SOON — Wishes for a speedy recovery for two artists who recently met with physical misfortunes. Epic's **Tammy Wynette** collapsed during her second performance at *The Breakaway* in Akron and was taken to the Akron City Hospital for three days. One week prior, she had been hospitalized for four days with some sort of intestinal blockage. Likewise, RCA's **Gary Stewart** collapsed during a show in Huntington, W. Va. Jan. 23 and was subsequently admitted to a Kentucky hospital. Stewart suffered an arm injury two weeks before in Houston, and the wound became infected, causing a mild form of blood poisoning. He is expected to return to the touring routine by mid-February.

ARTHRITIS TELETHON — The Arthritis Foundation will hold its second annual national telethon April 24, emanating over television from Opryland beginning at 11:00 a.m. (EST). Hosts for the eight-hour event will be **Mickey Gilley** and **Ralph Emery**, while **Charlie McCoy** will serve as musical director with producer **Bayron Binkley**. Seventeen stations have already indicated that they will carry the event, with other broadcasters currently being considered. Last year's telethon netted some \$1.3 million in contributions.

TAKING PRIDE IN CONCEPT — No doubt similar to his "There's A Little Bit Of Hank In Me" album, in which the singer covered a number of **Hank Williams** standards, **Charley Pride** is set to release a "Country Classics" concept LP that features him on a number of... well, country classics, including "Why Baby Why," "In The Jailhouse Now" and "Wondering."

JAMBOREE PLANS GOLDEN ANNIVERSARY — Jamboree U.S.A. will celebrate its 50th year of country entertainment beginning March 5, and the bulk of the spring lineup for the Appalachian site has already been set. Performers in March will include: **Mundo Earwood** and **Sandy Powell** (March 5), **Claude King** (March 12), **Don Williams** (March 19), and **Dave Rowland & Sugar** (March 26). Officials with the Jamboree are working on a special commemorative show for April 1 (no fooling), with subsequent shows during the month to bring **Billy "Crash" Craddock** (April 2), **Eddy Raven** (April 9), **Tompall & The Glaser Brothers** (April 16), **Mel Tillis** (April 23) and **Helen Cornelius** (April 30). The month of May will feature: **Charley Pride** (May 7), **Freddy Fender** (May 14), **Faron Young** and **Jerry Clower** (May 21) and **John Anderson** (May 28). The Jamboree is currently working on the installment of a "Walkway of Stars" to coincide with the "big five-0." One hundred country artists will be highlighted, with 50 installed prior to April 1 and 10 more scheduled for addition annually over the next five years. The walkway will mix Jamboree regulars such as **Doc** and **Chickie Williams** with nationally recognized acts, including **Alabama**, **Loretta Lynn** and **Kenny Rogers**.

NASHVILLE ALIVE NOMINATED — WSM, Inc.-produced *Nashville Alive*, a country cable series aired via WTBS-TV/Atlanta, has been nominated for an award by *On Cable* magazine for "music, variety and comedy programming," with the show's host, **Ralph Emery**, nominated in a similar category for show personalities. The winners, who will be chosen by cable viewers, will be announced in April.

tom roland

Rise In Country Popularity Creates New Hardships For Indie Labels

(continued from page 20)

that indie product must be better to attain the same status. He noted that the difficulty lies within the relative strength of both parties. While the financial backing of a company such as RCA or CBS runs much deeper than that of a Compleat, the production costs for one record, including studio rental, payment of the musicians, songwriter royalties and the pressing process, are essentially the same.

"If you look at the independent labels on the country charts," he said, "they go so high and then they tail off. When's the last time an independent label had a #1 in country? The problem with independent labels in country is that there's not that many independent distributors left anyway, and since they don't deal with that many independent country labels, it's not a big piece of their business. If there were three or four strong independent country labels, then independent distributors might really put the muscle behind them — but instead, it's like an in-and-out type thing. They'll come in business for a while and then get out, and independent distribution may not have faith in independent country labels."

That was one of the reasons that Compleat decided to align its distribution with PolyGram, which also handles Compleat's promotion. Thus, Compleat has been able to maintain constant artist contact due to its small roster while incorporating the cooperation of the PolyGram machine.

Likewise, Main Street Records, which handles **Boxcar Willie**, has attained distribution through the Capitol structure, but, with a smaller staff, the company is able to make decisions more quickly through its reliance on the efforts of label president **Bert Bogash**. "We can concentrate more on developing an artist's career," he noted. "We don't have 20 other artists waiting behind each of our releases, so our artists get a real good shot. We can also hire independents to supplement our efforts, but we don't have the layers of management that many of the larger labels do have, so we can react very quickly to any change in the marketplace on pretty much any level, whether it be a promotion level or a sales level or any other kind of marketing level."

Jones To Head PolyGram Country

(continued from page 10)

tions. "We've spoken for a long time of the deepening commitment to country music," commented **Hensler** on the appointment. "The bringing into PolyGram of **Frank Jones** to head Nashville operations should be regarded as another signal of our intention to become leaders in the field. Jones' country music abilities and relationships are among the finest and so we're very pleased he has chosen to join us."

An entire delegation of executives from the upper strata of the PolyGram structure, including **Hensler** and executive vice presidents **Mel Ilberman** and **Jack Kiernan**, announced during Country Music Week the intentions of PolyGram to expand the company's penetration into the country market through an increased staff and additional signings of both new and established artists (**Cash Box**, Oct. 23).

For The Record

In a review of **George Strait's** "Amarillo By Morning" last week, **Statesider Rob Hajasos** was incorrectly identified as providing fiddles on the tune. Although Hajasos does work quite often on Strait's records, the fiddles on that particular song were played by **Buddy Spicher** and **Mark Feldman**.

One group that is utilizing a rather unique concept is the all-girl band **Chantilly**, which has a management team of five people, each of whom has equal voice in the development of the group's career. The four-man unit nixed its first label deal and is currently affiliated with **F&L**. It had four charted records during 1982, including a cover of **Suzi Quatro's** "Stumblin' In," which peaked in the 40s, but producer **Larry Morton** felt that if the group had been with a major label, the record could have vaulted into the teens.

"With those tight playlists, the radio stations look at various things," said **Morton**, one of the five members of the management team. "One of them is if you are on a major, however, we're getting a lot of support; I can't say that that's really what's holding us back, but having the major label muscle would certainly make it better."

The group is currently shopping for a major label to provide the supporting cast of 10-15 people that **Morton** estimated it would take to do the total job necessary to build an artist.

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COLUMBIA
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March 20
Time 2:56

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MOST ADDED COUNTRY SINGLES

1. DIXIELAND DELIGHT — ALABAMA — RCA — 77 ADDS
2. AMARILLO BY MORNING — GEORGE STRAIT — MCA — 49 ADDS
3. WHATEVER HAPPENED TO OLD FASHIONED LOVE — B.J. THOMAS — CLEVELAND INTERNATIONAL — 27 ADDS
4. ALMOST CALLED HER BABY BY MISTAKE — LARRY GATLIN and the GATLIN BROTHERS BAND — COLUMBIA — 21 ADDS
5. JOSE CUERVO — SHELLY WEST — WARNER/VIVA — 21 ADDS

MOST ACTIVE COUNTRY SINGLES

1. WHEN I'M AWAY FROM YOU — THE BELLAMY BROTHERS — ELEKTRA/CURB — 67 REPORTS
2. SWINGIN' — JOHN ANDERSON — WARNER BROS. — 63 REPORTS
3. YOU DON'T KNOW LOVE — JANIE FRICKE — COLUMBIA — 59 REPORTS
4. WE'VE GOT TONIGHT — KENNY ROGERS and SHEENA EASTON — LIBERTY — 56 REPORTS
5. SHINE ON — GEORGE JONES — EPIC — 55 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



JOHNNY RODRIGUEZ (Epic 34-03598)
Foolln' (2:42) (Ace In The Hole Music — BMI) (R. Mooney) (Producer: R. Albright)

Richie Albright, former producer/drummer for Waylon Jennings, has taken over the helm for Rodriguez for the first time, and the result is Rodriguez's most accessible release in several years. Marked by a predominant fiddle and captivating, full-throttle harmonies, the production sets Rodriguez within an unwavering piece of pure country that will most certainly bring him back to the forefront of the picture.

FEATURE PICKS

LLOYD DAVID FOSTER (MCA-52173)

Unfinished Business (3:05) (House of Gold Music, Inc. — BMI) (W. Newton, D. Morrison) (Producer: B. Montgomery)

CONNIE FRANCIS (Polydor 810-087-7)

There's Still A Few Good Love Songs Left In Me (3:30) (United Artists Music Co., Inc./Lionhearted Music — ASCAP/Big Parade Music — BMI) (H. Greenfield, R. Leigh) (Producer: H. Shedd)

THE SUNSHINE BOYS (Compleat PRO-101)

I'm In Love (The Third Time This Week) (3:14) (American Country Songbook — SESAC) (S. Chapman) (Producer: J. Grier)

NOEL (Deep South A.G. 719)

Huggin', KIssin', Lovin' (2:40) (Foxtail/Sirdale Music — ASCAP) (N. Haughey) (Producer: A. Cash)

DARLENE AUSTIN (Myrtle M-1004)

I'm On The Outside Looking In (2:26) (Vogue Music/Welk Music Group — BMI) (T. Ranzazzo, B. Weinstein) (Producer: H.L. Shields)

THE SCRATCH BAND (MCA-52165)

LovIn' Someone (2:55) (Colgems — EMI Music, Inc. — ASCAP) (D. Flowers) (Producers: D. Williams, G. Fundis)

BOBBY LEWIS (Ventura VRI-205)

Talk Back Trembling Lips (3:15) (Acuff-Rose Pub., Inc. — BMI) (J.D. Loudermilk) (Producer: S. Turner)

NEW AND DEVELOPING

KAREN TAYLOR-GOOD (Mesa NSD/M-1114)

Tenderness Place (1:21) (Acuff-Rose Publications, Inc. — BMI) (L. Henley, M. Mathis) (Producer: T. Sparks)

Surprise! Like Prelude's "After The Gold Rush" in the mid-'70s, Taylor-Good carves out a platter that relies on sheer melody and vocal harmonizing in an a capella rendition. The record makes strong use of stark contrasts between mountain vocal textures and silence and can be used in a variety of settings by radio because of its unique 1:21 time length.



ALBUM REVIEWS

AMERICAN MADE — Oak Ridge Boys — MCA MCA-5390 — Producer: Ron Chancey — List: 8.98 — Bar Coded

The Oaks have come up with their slickest LP yet, from a glossy cover concept to the shimmering vocal quality of their combined efforts. They have been very successful at adding pop undercurrents in the form of energetic tempos and scorching horn lines, and this project takes them to a higher plateau without sacrificing the inherent country nature of their work. Look for an immediate reaction from both country and pop buyers.

THE COUNTRY MIKE

HALLAM MOVES CROSSTOWN — WHN/New York program director Dene Hallam jumped ship Feb. 1 and took over a similar position with WKHK-FM the following day, filling a post that was vacated more than three months prior when Bill Ford left the station (Cash Box, Oct. 23, 1982). Hallam, of course, has racked up impressive results at WWWW-FM/Detroit, K-BEST/San Diego and WEEP/Pittsburgh, and, although he notes that he "listened extensively" to the Viacom station when it was his competitor, he has not as yet decided what he will do with the WHN format or approach. He did indicate, however, that he intended to add "more pizzazz" and predicted "major success by year's end."

FREE ADVERTISING AVAILABLE FOR NEW BUSINESSES — WIL-AM&FM/St. Louis, a subsidiary of LIN Broadcasting Corp., is offering \$10,000 of free radio advertising to any business moving to St. Louis or St. Louis County that will provide at least 20 new permanent full-time jobs for the metro area. The offer will also be available to any existing business that adds at least 50 new jobs through local expansion. This announcement was made recently by Craig Magee, president and general manager of WIL-AM&FM. Magee says he is prepared to make 50 such awards, totaling \$500,000, to promote the creation of at least 1,000 new jobs in the St. Louis area. The offering is metropolitan in scope, and, in order to cover WIL's complete service area, the St. Louis Regional Commerce and Growth Assn. has been asked to determine which companies qualify for the awards. Under the guidelines established by WIL, the program will be limited to permanent full-time jobs, will exclude call backs of laid-off workers, and will be implemented as soon as the new employees are on the payroll. An advertising schedule will be worked out with WIL officials, and the company will have up to two years to use the full \$10,000 worth of advertising.



MILSAP VISITS KHJ — Ronnie Milsap recently visited KHJ/Los Angeles, where he served as a guest DJ. His on-air appearance came in conjunction with his current single, "Inside," firmly established at #1 on the Cash Box Country Singles chart for the second week in a row. Pictured are (l-r): Carson Schreiber, West Coast promotion manager, RCA; Gary Greenberg, KHJ; and Milsap.

KHJ TAKES HOME GOLD — For the second year in a row KHJ/Los Angeles has taken home more Golden Mike Awards than any other non-news station in Southern California. Diane Thompson, afternoon news anchor, was awarded two Golden Mikes. One was for her five part series, titled Smog: Let's Clear Up A Few Things, and also for Best Newcast Under 15 Minutes. Lori Lerner, director of news operations, was awarded her fourth Golden Mike for Squeeze It In And Work It Out, a series of exercise reports for working women, which was engineered by Dexter Young.

DALEY DONATES WINNINGS — Katy Daley, WMZQ/Washington, D.C. air personality, won first place in a celebrity Lego building block competition held in Washington during January. Daley donated her winnings of \$2,000 to the Ronald McDonald House. All projects were displayed at the "Best Products" location in Montgomery Mall, and the winner was determined by popular public vote. Daley's first place entry, titled "A Radio Station," was modeled after the WMZQ studios and transmitter, using three lego kits totaling 1,200 pieces.

MAN OF THE YEAR — Nathan Tannenbaum, KBRQ-AM&FM/Denver news department, was recipient of an award from the Associated Press at the recent Colorado Broadcasters Assn. convention held in Colorado Springs. Tannenbaum was named Colorado AP Broadcast Man of the Year for 1983.

STATION CHANGES — Mercedes Sandoval has been named promotion and advertising director of Viacom Radio Station WKHK-FM/New York. Sandoval joined WKHK in May 1981 as assistant promotion director bringing over 10 years of broadcast experience to the station. Sandoval has previously worked at WBGO-FM/Newark, WNET-TV/New York and WBNG-TV/Binghamton.

juanita butler

PROGRAMMERS PICKS

Dan Williams	KEED/Eugene	Dixieland Delight — Alabama — RCA
Rob Ryan	KWEN/Tulsa	Down On The Corner — Jerry Reed — RCA
Jason Drake	KFH/Wichita	Dixieland Delight — Alabama — RCA
Tim Tyler	KCUB/Tucson	Amarillo By Morning — George Strait — MCA
Bert O'Brien	WAXX/Eau Claire	Dixieland Delight — Alabama — RCA
Dan Hollander	WDXE/Lawrenceburg	Dixieland Delight — Alabama — RCA
Coyote Calhoun	WAMZ/Louisville	Dixieland Delight — Alabama — RCA
Mark Thomas	WCXI/Detroit	Whatever Happened To Old Fashioned Love — B.J. Thomas — Cleveland International
Jay Phillips	WMAQ/Chicago	Dixieland Delight — Alabama — RCA
Joel Raab	WHK/Cleveland	Dixieland Delight — Alabama — RCA
Jack Seckel	WIXZ/McKeesport	I'll Never Get Through — Terri Miller — Winner
Bob Hooper	WESC/Greenville	Dixieland Delight — Alabama — RCA
Nick Upton	KSON/San Diego	Dixieland Delight — Alabama — RCA

BLACK CONTEMPORARY

TOP 75 ALBUMS

		Weeks On Chart		Weeks On Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112)	1	8	2/5
2	LIONEL RICHIE (Motown 6007ML)	3	18	
3	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	2	13	
4	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	4	18	
5	1999 PRINCE (Warner Bros. 9 23720-1F)	5	13	
6	CHAKA KHAN (Warner Bros. 9 23729-1)	6	10	
7	ALL THIS LOVE DeBARGE (Motown 6012G)	13	16	
8	GET LOOSE EVELYN KING (RCA AFL 1-4337)	6	23	
9	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	10	11	
10	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	11	10	
11	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	9	14	
12	TOUCH THE SKY SMOKEY ROBINSON (Tamla/Motown 60307L)	19	3	
13	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	17	11	
14	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	14	16	
15	JANET JACKSON (A&M SP-6-4907)	7	16	
16	TYRONE DAVIS (Highrise HR 103)	16	8	
17	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	12	9	
18	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	23	36	
19	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	15	22	
20	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	26	5	
21	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	24	19	
22	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	22	10	
23	VANITY 6 (Warner Bros. 9 23716-1)	18	20	
24	TOO TOUGH ANGELA BOFILL (Arista AL 9616)	29	4	
25	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	21	16	
26	ALL THE GREAT HITS THE COMMODORES (Motown 6028 ML)	25	11	
27	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	20	10	
28	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	34	13	
29	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	28	18	
30	AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	27	20	
31	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	32	14	
32	ON THE ONE DAZZ BAND (Motown 6031 ML)	46	2	
33	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	31	9	
34	HIMSELF BILL COSBY (Motown 6026ML)	35	5	
35	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	33	12	
36	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	30	28	
37	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	38	13	
38	H2O DARYL HALL & JOHN OATES (RCA AFL 1-4383)	39	8	
39	JEFFREY OSBORNE (A&M SP-4896)	40	35	
40	THE SUN STILL SHINES SONNY CHARLES (Highrise HR 102)	36	10	
41	WILD NIGHT ONE WAY (MCA-5369)	41	17	
42	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	44	11	
43	IT'S GOOD TO BE HOME HARRY RAY (Sugar Hill SH 269)	43	5	
44	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	45	14	
45	BLUES IN MY BEDROOM LYNN WHITE (Waylo/Peter Pan TAS 12121)	51	5	
46	WOLF BILL WOLFER (Constellation/Elektra 9 60187)	50	4	
47	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	48	18	
48	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	37	17	
49	LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	54	4	
50	SUE BOBBY RUSH (Lajam LJ 0001)	57	3	
51	CASINO LIGHTS — RECORDED LIVE AT MON- TREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	53	15	
52	SECOND TO NUNN BOBBY NUNN (Motown 6022)	47	19	
53	DONNA SUMMER (Geffen GHS 2005)	56	28	
54	VISIONS OF THE LITE SLAVE (Cotillion/Atco 7 90024-1)	42	7	
55	ZAPP II ZAPP (Warner Bros. 9 23583-1)	58	28	
56	LIVE AND LET LIVE AURRA (Salsoul/RCA SA 8559)	—	1	
57	THE BAD C.C. CARL CARLTON (RCA AFL 1-4425)	60	18	
58	ICE 'N HOT JERRY BUTLER (Fountain FR2-82-1)	49	19	
59	INSTANT FUNK IV INSTANT FUNK (Salsoul/RCA SA 8558)	—	1	
60	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)	63	11	
61	FRICTION CHOCOLATE MILK (RCA AFL-1-4412)	52	12	
62	RIGHT BACK AT CHA! DYNASTY (Solar/Elektra 9 60176-1)	65	11	
63	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	59	25	
64	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	61	15	
65	DISTANT LOVER ALPHONSE MOUZON (Highrise HR 100AE)	55	12	
66	NEW DIRECTIONS TAVARES (RCA AFL 1-4357)	69	21	
67	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	68	32	
68	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)	71	22	
69	TONGUE IN CHIC CHIC (Atlantic 80031-1)	62	12	
70	ALICIA ALICIA MYERS (MCA-5181)	70	21	
71	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	72	13	
72	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	73	35	
73	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	67	38	
74	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	66	28	
75	L-O-V-E ROBERT WINTERS & FALL (Casablanca/PolyGram NBLP 7275)	64	8	



WORKING OUT — American Society of Composers, Authors and Publishers (ASCAP) member Smokey Robinson was among panelists at a recent ASCAP Black Contemporary Music Professional Workshop, which is set up to critique the work of young writers. Pictured are (l-r): Willie Wilkerson, a workshop member having songs reviewed; Robert Gordy, executive vice president, Jobete Music, and moderator of the panel; Ruth Robinson, music editor, Hollywood Reporter; Dale Kawashima, president, Dale K. Publishing, Inc.; Robinson; and Varnell Johnson, vice president, black music A&R, Capitol Records.

THE RHYTHM SECTION

LOOKING BACK — Although the varying shades and hues of black music have remained an illustrious component in the vista of black history, record industry observance of Black History Month during February may escape splashy commercialism. From record labels right down to the mom & pop stores on the street, promotions of black product during the month will not mix celebration of black history and the role music plays in such rites with the selling of records. Instead, record companies, radio, retail and artists are highlighting product in normal promotions, but are also taking steps to acknowledge black history and its music. "In terms of merchandising, we've got nothing planned for directly tying into Black History Month," explained Miller London, vice president of sales at Motown Records. "That's not what the month is for anyway. We may do some air time with artists like Stevie Wonder and Smokey Robinson, who are artists that have made a contribution to black music history. But we're going to merchandise our product the way we do each month." Adding a dimension to its merchandising scheme, PolyGram Records' Ken Reynolds, associate director of press and artist development, said that framed and dry-mounted posters of the company's currently hot artists, such as The Gap Band, Kool & The Gang, Millie Jackson, Robert Winter & Fall and The Four Tops have been developed. Reynolds said while the poster campaign, which covered New York area clubs and street retail initially, was aimed at maintaining consumer visibility, "we kept product information out of the posters and concentrated on the artists' message, 'Celebrate Black History Month.'" He said that the posters would be shipped to other markets throughout the month. Though there will be no attachments directly to Black History Month, CBS Records, in a joint venture between subsidiaries Epic and Columbia, will be doing a special sampler LP highlighting both new and established artists, titled "Class Action." The sampler packages will feature Epic and Columbia artists as diverse as Andre Cymone, Weather Girls, Rodney Franklin, George Duke, Betty Wright, Champain, Eddie Grant and Weather Report. The album will be used in radio station giveaways in markets around the country, and for in-store airplay according to Vernon Slaughter, vice president of black music promotion at Columbia. "We plan to revive the stock on titles by artists represented in the sampler, in addition to promoting the stock of new releases from some of the acts," Slaughter added. John Jackson of John's Music One Stop in Los Angeles said that he will request that his radio advertising in connection with a WEA promotion on Chaka Khan, Grover Washington, Jr., and The System and a Capitol Records promo featuring Peabo Bryson, Melba Moore and Earl Klugh/Bob James will be tagged with urgings to celebrate Black History Month. At MCA Records, Elmer Hill, national director of R&B promotion, said that catalog product by artists such as Billie Holiday, Bobby Blue Bland, B.B. King, Lloyd Price and the Pointer Sisters will be featured in radio contests requiring the listeners to call in and guess the artist and the hit in order to win product featured in the promotion. Some artists are taking matters into their own hands and are developing promotions designed to highlight their support of the February celebration. MCA group One Way has recorded a series of 30- and 60-second spots highlighting events in black history that are set to air nationally throughout the month. The group is also planning a series of personal appearances in support of the celebration in efforts to raise funds for the Afro American Museum in its hometown of Detroit. Other efforts on the national radio front include a series of programs by L.A.-based Syndicate It, Inc. The company's Bob Dockery, who noted that a three-hour special featuring music in character with and speeches by the late Martin Luther King, Jr., was aired in 65 plus markets, said that a special, titled *Black Women: Portraits of Dignity*, would be syndicated during February. Ruby Dee, Jayne Kennedy, Lena Horne and Dionne Warwick are set to narrate a series of segments highlighting contributions by black women from "Egypt to the present," Dockery said. On the concert front, Mercury/PolyGram group the Bar-Kays is set for the Dallas Reunion Arena Show Sunday, Feb. 27, in a salute to Black History Month. Evelyn King, Grand Master Flash and the Furlous Five and Wuf Ticket are set to join the concert. A donation from the proceeds will be given to a local community center by the show's promoter, Basll Kimbrev.

AIRWAVES — CBS-TV's *The Jeffersons* has become more than a black, episodic comedy depicting the trials and traumas of an upwardly mobile black family. It has elbowed its way into television's mainstream. So it is fitting for the show to have Gladys Knight as a guest. The venerable songstress who has fronted the Pips on vinyl since 1958, is set to appear on the Embassy Television sitcom Feb. 20 in an episode dubbed "The Good Life." In this show, The Jeffersons' maid, Florence (played by Marla Gibbs), goes to an exclusive, posh beauty salon to hopefully meet the celebrities rumored to frequent the place. Florence, while in the midst of an avocado facial treatment, meets Knight, but doesn't know it. Later, Knight and Florence meet again in the Jefferson apartment, much to the maid's chagrin. The episode was written by series supervising producer Michael G. Moya. Television is not a new medium for Knight. She debuted as a professional on the *Ted Mack Original Amateur Hour* at age seven when she won \$2,000 for the grand prize.

michael martinez

MOST ADDED SINGLES

- SHE'S OLDER NOW — BETTY WRIGHT — EPIC**
WDAO, WLUM, WLOU, WEDR, WUFO, KOKA, WBMX, WPAL, WRAP, WJMO, WAMO, WWDW, WCIN, WWIN, KPRS, KGFJ, WSOK, WNHC
- TRY AGAIN — CHAMPAIGN — COLUMBIA**
WLUM, OK100, WUFO, WJLB, KOKA, WIGO, V103, WDAS, WJMO, WCIN, WWIN, WAIL, WSOK, WRKS, WNHC
- I JUST GOTTA HAVE YOU — KASHIF — ARISTA**
WGCI, WKYS, WBMX, WRAP, V103, WDAS, KMJQ, WCIN, KGFJ, KUKQ, WRKS, WNHC
- GOT TO FIND MY WAY BACK TO YOU — TAVARES — RCA**
WDAO, WLUM, WUFO, KOKA, WLLC, WRAP, WILD, WJMO, WCIN, WWIN, WDLA
- ONE ON ONE — DARYL HALL & JOHN OATES — RCA**
WGCI, OK100, WPLZ, WATV, WDMT, WILD, WWIN, KSOL, WAIL, KPRS, KUKQ
- ON THE ONE FOR FUN — DAZZ BAND — MOTOWN**
WLOU, WPLZ, WKYS, WTLC, WIGO, V103, WAMO, KMJQ, WOKB, WSOK, WNHC

MOST ADDED ALBUMS

- TOO TOUGH — ANGELA BOFILL — ARISTA**
WPLZ, WKYS, WGIV, WPAL, WLLC, WAMO, WCIN, WOKB, WSOK
- SECRET WEAPON — PRELUDE**
WEDR, WGIV, WRAP, WDAS, WJMO, WCIN, KGFJ
- ON THE ONE — DAZZ BAND — MOTOWN**
WAWA, WGPR, WLLC, WAMO, WOKB, WSOK

UP AND COMING

- 'TIL TOMORROW — MARVIN GAYE — COLUMBIA
NOBODY CAN BE YOU — STEVE ARRINGTON'S HALL OF FAME — ATLANTIC
I AM SOMEBODY — GLENN JONES — RCA
HAVE IT YOUR WAY — THE S.O.S. BAND — TABU/CBS

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — DeBARGE
HOTS: M. Joseph, P. Austin, M. Gaye, Gap Band, Michael Jackson, Isley Brothers, Musical Youth, Goodie, P. Bryson, L. Richie, Commodores, L. Vandross, D. Summer, R. Parker, Janet Jackson, Earth, Wind & Fire, M. Moore, T. Davis, Spinners, Orbit. ADDS: Dazz Band, Champaign, D. Ross, K. Rogers/S. Easton, Kashif, Forrest, Starshine, Central Line, M. Gaye, C. Berry. LP ADDS: R. Franklin, G. Howard, D. Grusin.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — DeBARGE
HOTS: Prince, Gap Band, M. Joseph, Michael Jackson, Musical Youth, R. Parker, T. Davis, Earth, Wind & Fire, Orbit, M. Mel & D. Bootee. ADDS: Dawson & Diggs, A. Bofill, E. Mercury & R. Flack, Aurra, Dazz Band. LP ADDS: M. Shaw.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — MICHAEL JACKSON
HOTS: Whodini, Grace Jones, Orbit, Indeeep, Kashif, Gap Band, L. Richie, G. Washington, C. Khan, Spinners, S.O.S. Band, Yarbrough & Peoples, Four Tops, M. Gaye, L. Vandross, Attitude, Earth, Wind & Fire, S. Robinson, B. Wright, The System. ADDS: O'Bryan, C-Brand, Hall & Oates, Amusement Park, S. Arrington, Jamie & Gene, D. Ross, D. Warwick, R. Franklin, Mikki, Phenominal, Champaign, C. Mayfield, M. Gaye, E. Webb, S. Hills, S. Mills, One Way, Hot 'N Cold Sweat, Montana Sextette, Tavares, Freedom Express. LP ADDS: D. Valentin, Aurra, B. Summers.

WILD — BOSTON — CHARLES CLEMONS, MD — #1 — MUSICAL YOUTH
JUMPS: 14 To 4 — L. Richie, 15 To 6 — Hot Chocolate, 18 To 7 — A. Sifas, 27 To 9 — Michael Jackson, 24 To 10 — E. Hall, 16 To 11 — Culture Club, 28 To 12 — Earth, Wind & Fire, Ex To 20 — D. Summer, Ex To 21 — G. McCrae, Ex To 24 — P. Brown, Ex To 25 — Red Parrot Orchestra, Ex To 27 — S. Charles, Ex To 28 — A. Bofill, Ex To 29 — Sylvester. ADDS: Tavares, S. Arrington, D. Fagen, Con Funk Shun, Spinners, S. Mills, Yarbrough & Peoples, Hall & Oates, M. Gaye, S.O.S. Band, ABC, R. Fields. LP ADDS: R. Marley, Sylvester.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — M. MOORE
HOTS: P. Bryson, E. King, Musical Youth, Commodores, Janet Jackson, R. Parker, P. Austin, B. Nunn, M. Joseph, G. Washington, Michael Jackson, Orbit, S. Robinson, L. Vandross, Yarbrough & Peoples, Earth, Wind & Fire, Con Funk Shun, O'Bryan, Bloodstone, P. Brown. ADDS: Central Line, L. Hall, The System, Attitude, Mandrill, J. Knight, Bohannon, ABC, Tavares, B. Wright, Champaign, Culture Club, Starshine, Instant Funk, G. Howard, R. Griffin. LP ADDS: H. Ray.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — GAP BAND
HOTS: M. Joseph, M. Moore, Musical Youth, C. Khan, Michael Jackson, L. Richie, Indeeep, J. Taylor, Earth, Wind & Fire, P. Bryson, M. Mel & D. Bootee, Yarbrough & Peoples, Whodini, Kool & The Gang, Jonzun Crew, Four Tops, Nairobi, Treacherous 3, Trouble Funk, DeBarge. ADDS: J. Osborne, D. Ross, B. Wright, R. Crawford, Starshine, Dynasty, Zapp, S. Mills, Central Line, S.O.S. Band, Disco Four. LP ADDS: A. Bofill.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — C. KHAN
HOTS: Gap Band, E. King, DeBarge, M. Joseph, Commodores, G. Washington, R. Parker, M. Moore, T. Davis, Warp 9, W. Jackson, Earth, Wind & Fire, P. Bryson, J. Osborne, S. Redd, Spinners, P. Brown, Aurra, L. Vandross, Bloodstone, First Love, Indeeep, S. Robinson, L. Richie, Michael Jackson, Dazz Band, Cashmere. ADDS: NYC Peech Boys, One Way, Dynasty, Janet Jackson, Kashif, R. Ayers, Four Tops, B. Wright, Mahogany, Feel.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — DeBARGE
HOTS: S. Robinson, Whodini, T. Lee, L. Richie, G. Washington, L. Vandross, P. Bryson, M. Joseph, Gap Band, Michael Jackson, Cashmere, Indeeep, ABC, G. Clinton, Z.Z. Hill, R. Franklin, Prince, P. Brown, Earth, Wind & Fire, M. Moore, K. Loggins, Musical Youth, Janet Jackson, Dazz Band. ADDS: Hall & Oates, Glenn Jones, Kashif, Lanier & Co., Four Tops, O'Bryan, Skyy, G. Howard, Montana, S. Turrentine, Mahogany, Amusement Park.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — MICHAEL JACKSON
HOTS: G. Clinton, Men At Work, Weather Girls, L. Richie, Musical Youth, Earth, Wind & Fire, Whodini, G. Washington, M. Joseph, DeBarge, Dazz Band, M. Mel & D. Bootee, P. Bryson, Clash, Jonzun Crew, Commodores, L. Vandross, K. Loggins, S. Robinson, Yarbrough & Peoples. ADDS: Hall & Oates, One Way, M. Gaye, Culture Club, T. Davis.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND
HOTS: M. Joseph, E. King, P. Bryson, R. Parker, Spinners, Wuf Ticket, L. Vandross, Four Tops, J. Taylor. ADDS: B. Wright, Love Exchange, Con Funk Shun, Jammers, Janet Jackson, Tavares, Champaign, The System, One Way, Juicy. LP ADDS: Janet Jackson, Brothers Johnson, Secret Weapon.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — A. CYMONE
HOTS: A. Franklin, Gap Band, Commodores, Cashmere, Hot Chocolate, Mikki, A. Bofill, O'Bryan, M. Jackson. ADDS: G. Bank, Spyder D., Funkacise Gang, S. Mills, J. Knight, Instant Funk, M. McLaren, Louisiana Purchase, War, R. Fields, T. Lee, Sho Nuff. LP ADDS: Dazz Band, The System.

WJLB — DETROIT — J. MICHAEL MCKAY, PD
HOTS: Janet Jackson, Earth, Wind & Fire, T. Brunson, I-Level, Cashmere, D Train, M. Moore, A. Franklin, C. Khan, E. King, Michael Jackson, Skyy, DeBarge, Prince, L. Vandross, L. Richie, S. Robinson, A. Cymone. ADDS: Hot Chocolate, Instant Funk, Champaign, C-Ban, G. Kihn Band.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — MUSICAL YOUTH
JUMPS: 14 To 3 — G. McCrae, 7 To 4 — E. Grant, 12 To 5 — A. Franklin, 13 To 6 — J. Taylor, 15 To 7 — M. Mel & D. Bootee, 16 To 8 — Indeeep, 20 To 13 — Warp 9, 19 To 14 — M. Moore, 23 To 15 — Jonzun Crew, 26 To 16 — Weather Girls, 31 To 17 — Earth, Wind & Fire, 24 To 18 — Goodie, 25 To 20 — V. Mason, 36 To 21 — Quadrant Six, 42 To 22 — Rufus, 27 To 24 — Wolf, 38 To 25 — Soul Sonic Force, 32 To 29 — Disco Four, 34 To 30 — O'Bryan, 35 To 31 — The System, 41 To 32 — NYC Peech Boys, 39 To 33 — Michael Jackson, 43 To 34 — E. Hall, 45 To 36 — C. Mayfield, 47 To 38 — R. Crawford, 46 To 39 — Jammers, 48 To 40 — Con Funk Shun, 49 To 41 — Glenn Jones, 50 To 42 — J. Cain, Ex To 44 — Instant Funk, Ex To 45 — R. Fields, Ex To 46 — J. Knight, Ex To 47 — E. Mercury/R. Flack. ADDS: Bohannon, Montana Sextette, Cashmere, Peoples Choice, Extra-T's, Sunrize, S.O.S. Band. LP ADDS: Wolf, G. Dunlap.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — G. CLINTON
JUMPS: 21 To 10 — Lemelle, 15 To 11 — L. Richie, 24 To 20 — Earth, Wind & Fire, 28 To 22 — Weather Girls, 30 To 24 — R. Parker, 31 To 26 — E. Hall, 34 To 29 — Orbit, Ex To 32 — Hall & Oates, Ex To 34 — O'Bryan, Ex To 39 — Valentine Brothers, Ex To 40 — Indeeep. ADDS: C. Dawson & Diggs, Kiddo, Dazz Band, Kashif, Aurra. LP ADDS: G. Howard, D. Tofani.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — T. BRUNSON
HOTS: A. Franklin, Lanier & Co., Nigel, M. Mel & D. Bootee, R. Griffin, The Time, B. Nunn, M. Joseph, R. Parker, T. Davis, Planet Patrol, Orbit, Gap Band, Cashmere, M. Moore, Yarbrough & Peoples, Hot

Chocolate, Indeeep, G. Washington, Man Parrish. ADDS: Omni, One Way, Jamie & Gene, Dazz Band, Red Parrot Orchestra, S. Arrington, Instant Funk, Y. Brown, E. Webb. LP ADDS: S. Robinson, G. Dunlap, McFadden & Whitehead, G. Van Buren.

WERD — JACKSONVILLE — CHRIS TURNER, PD — #1 — YARBROUGH & PEOPLES
HOTS: Hot Chocolate, G. McCrae, M. Mel & D. Bootee, Jonzun Crew, T. Davis, B. Nunn, V. Mason, E. King, DeBarge, R. Parker, Gap Band, L. Richie, Four Tops, L. Vandross, G. Clinton, Whodini, E. Klugh/B. James, Goodie. ADDS: B. Wright, Dazz Band, Tavares, B. Summers, S.O.S. Band, Con Funk Shun, One Way. LP ADDS: Instant Funk, J. Knight, A. Bofill, Secret Weapon, Juicy, Aurra.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — DeBARGE
HOTS: Michael Jackson, Bar-Kays, Musical Youth, G. Washington, Indeeep, The System, G. McCrae, Gap Band, M. Joseph. ADDS: R. Franklin, M. Gaye, Kashif, C. Dawson & Diggs, Four Tops, S. Arrington, Glenn Jones, Mahogany, Attitude, B. Wright, One Way. LP ADDS: Mandrill, G. Howard, C. Khan, Con Funk Shun, J. Taylor, D. Washington, Z.Z. Hill, M. Shaw, P. Jabara, Secret Weapon.

WDIA — MEMPHIS — CARL CONNER, PD
HOTS: T. Davis, J. Taylor, DeBarge, Michael Jackson, L. Richie, P. Bryson, S. Robinson, Wuf Ticket, G. Clinton, M. Joseph, Commodores. ADDS: A. Bofill, C. Dawson & Diggs, Kiddo, M. Gaye, R. Fields, Tavares, W. Bell.

WEDR — MIAMI — GEORGE JONES, PD — #1 — MICHAEL JACKSON
HOTS: Orbit, M. Joseph, T. Davis, Yarbrough & Peoples, Cashmere, Nairobi, Musical Youth, Indeeep, E. King, B. Nunn, Soul Sonic Force, Earth, Wind & Fire, D. Summer, R. Griffin, V. Mason, Quadrant Six, M. Mel & D. Bootee, Space Kadet, R. Fields. ADDS: Sunrize, One Way, Mahogany, B. Wright, O'Bryan, Peoples Choice, Hot Chocolate, Extra-T's, Forrest, C-Bank, Juicy, Love Exchange. LP ADDS: T.S. Monk, The System, Secret Weapon, Juicy.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — MICHAEL JACKSON
HOTS: G. Jones, G. Guthrie, Earth, Wind & Fire, Gap Band, DeBarge, R. Parker, L. Richie, S. Robinson, M. Joseph, M. Moore. ADDS: Juicy, C. Earland, Bohannon, Dynasty, Red Parrot Orchestra. LP ADDS: Juicy, Dazz Band.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — MICHAEL JACKSON
HOTS: Musical Youth, R. Parker, Indeeep, Soul Sonic Force, Men At Work, L. Richie, Jonzun Crew, M. Gaye, E. King, S. Robinson, Hot Chocolate, Earth, Wind & Fire, D. Summer, Material, L. Vandross, Wolf, Bar-Kays, Yarbrough & Peoples, Gap Band, M. Joseph. ADDS: Juicy, Champaign, Culture Club, Attitude, E. Mercury/R. Flack, G. Clinton, DeBarge, Trampms, Weather Girls, Hall & Oates, Aurra, Peoples Choice.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. JOSEPH
HOTS: Gap Band, R. Parker, G. Washington, Louisiana Purchase, Yarbrough & Peoples, P. Bryson, Slave, Material, L. Vandross, Michael Jackson, Musical Youth, D. Summer, M. Moore, S. Robinson, Paris, Earth, Wind & Fire, L. Richie, R. Winters & Fall, Amusement Park, Dazz Band, Fritz, G. McCrae, Hi Inergy, Con Funk Shun. ADDS: Trampms, Kiddo, Dynasty, Wolf.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — HALL & OATES
JUMPS: 10 To 5 — G. Washington, 18 To 11 — Starpoint, 21 To 12 — Michael Jackson, 19 To 14 — P. Brown, 22 To 15 — Indeeep, 26 To 22 — T. Lee, Ex To 25 — L. Richie, Ex To 27 — Soul Sonic Force, Ex To 28 — A. Bofill. ADDS: State Of Grace, Kashif, Champaign, Janet Jackson.

WRAP — NORFOLK — CHESTER BENTON, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: C. Khan, Gap Band, Yarbrough & Peoples, Commodores, G. Washington, R. Parker, E. King, M. Joseph, M. Mel & D. Bootee, P. Bryson, L. Vandross, Orbit, R. Winters & Fall, Four Tops, M. Moore, Goodie, Musical Youth, M. Jackson, Earth, Wind & Fire. ADDS: B. Wright, M. Shaw, Man Parrish, E. Mercury/R. Flack, S. Arrington, Bohannon, Hi Inergy, Tavares, Glenn Jones, Kashif, B. Summers. LP ADDS: Secret Weapon.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — MICHAEL JACKSON
HOTS: P. Austin, T. Basil, M. Moore, M. Joseph, DeBarge, Earth, Wind & Fire, Musical Youth, Gap Band, Dynasty, E. King. ADDS: Weather Girls.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — MICHAEL JACKSON
HOTS: E. King, Indeeep, Musical Youth, Yarbrough & Peoples, G. Washington, C. Khan, Gap Band, R. Parker, T. Davis, P. Bryson, Commodores, M. Mel & D. Bootee, Orbit, M. Joseph, Cashmere, Four Tops, Earth, Wind & Fire, P. Brown, L. Richie, Spinners. ADDS: Kashif, Juicy, Champaign, Goodie, Pointer Sisters, Treacherous Three, Spider Jones, S. Arrington, P. Wynn, D. Ross, Funkacise Gang, Love Exchange, E. Hall.

KUKQ — PHOENIX — STEVE SMITH, PD — #1 — M. JOSEPH
HOTS: C. Carlton, Slave, L. Vandross, Earth, Wind & Fire, G. McCrae, C. Lynn, S. Robinson, R. Franklin, M. Jackson, Con Funk Shun, Skyy, Musical Youth, A. Bofill. ADDS: Hall & Oates, D. Warwick, S.O.S. Band, NYC Peech Boys, M. Gaye, Zapp, Kashif, The Time, R. Crawford, C. Dawson & Diggs, M. Shaw, Santana. LP ADDS: Aurra, Instant Funk, H. Ray, Imagination.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — R. PARKER
HOTS: C. Khan, M. Jackson/P. McCartney, P. Bryson, Indeeep, DeBarge, Wolf, J. Taylor, M. Mel & D. Bootee, V. Mason. ADDS: Thompson Twins, Hall & Oates, Culture Club, G. Clinton, Juicy, Four Tops. LP ADDS: Bar-Kays, Lanier & Co.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: C. Khan, Gap Band, Yarbrough & Peoples, G. Washington, M. Mel & D. Bootee, Wuf Ticket, DeBarge, Orbit, M. Jackson, M. Gaye, P. Austin, E. King, R. Parker, L. Vandross, Weather Girls, S. Christopher, Four Tops, P. Brown, Alfonso. ADDS: Nairobi, L. Richie, S. Robinson, R. Bell, Indeeep, A. Bofill, S. Mills, Central Line, Con Funk Shun, Culture Club, B. Wright, Tavares, Champaign.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — GAP BAND
HOTS: Kool & The Gang, Commodores, E. King, M. Moore, Michael Jackson, E. Grant, G. Washington, L. Richie, Dazz Band, Earth, Wind & Fire, M. Joseph, DeBarge, P. Bryson, R. Parker, Yarbrough & Peoples, Aurra, Goodie. ADDS: Champaign, NYC Peech Boys, E. Mercury/R. Flack, D. Warwick, M. Gaye, The Joneses, Capt. Rock, Cheri, Hall & Oates, P. Austin, The System, Forrest, C. Carlton, Janet Jackson, Lanier & Co., K. Killgo, S.O.S. Band.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE
HOTS: Valentine Brothers, Kool & The Gang, E. King, R. Parker, Grace Jones, C. Khan, L. Richie, Michael Jackson, Gap Band, Musical Youth, Yarbrough & Peoples, Spinners, K. Loggins, P. Austin, L. Vandross, G. Washington, A. Bofill, M. Jackson/P. McCartney, DeBarge, Earth, Wind & Fire, L. Richie, S. Robinson, The Time, M. Moore. ADDS: C. Cross, S. Arrington, Dazz Band, Kashif, T. Huff, W. Bell. LP ADDS: A. Bofill.

CASH BOX TOP 100 ALBUMS

February 12, 1983

Title, Artist, Label, Number, Distributor

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	2/5	Chart		2/5	Chart		2/5	Chart
1 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	1	32	34 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	33	31	67 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691) WEA	73	12
2 THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	5	8	35 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	36	48	68 PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	68	14
3 THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	3	5	36 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	37	18	69 THE EVER POPULAR TORTURED ARTIST EFFECT TODD RUNDGREN (Bearsville 9 23732-1) WEA	76	4
4 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	2	34	37 HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	29	18	70 THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23695) WEA	64	15
5 H2O DARYL HALL & JOHN OATES (RCA AFL 1-4383) RCA	4	16	38 HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9610) IND	40	10	71 CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	63	35
6 LIONEL RICHIE (Motown 6007 ML) IND	7	17	39 KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	55	11	72 TOUCH THE SKY SMOKEY ROBINSON (Tania/Motown 6030TL) IND	85	3
7 GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) CBS	6	13	40 BEATITUDE RIC OCASEK (Geffen GHS 2022) WEA	49	4	73 CREATURES OF THE NIGHT KISS (Casablanca NBLP 7270) POL	79	11
8 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	8	18	41 NEVER SURRENDER TRIUMPH (RCA AFL1-4382) RCA	59	3	74 LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1) WEA	70	10
9 COMBAT ROCK THE CLASH (Epic FE 37689) CBS	9	36	42 PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	—	1	75 A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	71	39
10 HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	10	12	43 CHAKA KHAN (Warner Bros. 9 23729-1) WEA	43	10	76 AEROBIC SHAPE-UP II JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	82	8
11 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	13	16	44 MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	44	31	77 WILD THINGS RUN FAST JONI MITCHELL (Geffen GHS 2019) WEA	62	13
12 LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSH-5360) MCA	12	13	45 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	45	10	78 SINGLES — 45's AND UNDER SQUEEZE (A&M SP-4922) RCA	86	10
13 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	11	13	46 THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389) MCA	57	5	79 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	77	15
14 RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	16	8	47 THE SINGLES ABBA (Atlantic 80036-1-G) WEA	46	10	80 REACH RICHARD SIMMONS (Elektra E1-80122F) WEA	81	37
15 FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	15	14	48 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	46	46	81 BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	75	24
16 TRANS NEIL YOUNG (Geffen GHS 2018) WEA	19	4	49 ALL THE GREAT HITS COMMODORES (Motown 6028 ML) IND	41	11	82 AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	84	43
17 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	18	41	50 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	51	22	83 HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	72	17
18 IV TOTO (Columbia FC 37728) CBS	22	44	51 SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	53	17	84 DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241) CAP	87	11
19 FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	21	16	52 WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	42	16	85 MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	88	14
20 RIO DURAN DURAN (Capitol ST-12211) CAP	26	9	53 GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	54	11	86 DECEMBER GEORGE WINSTON (Windham Hill C-1025) IND	94	8
21 SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	17	10	54 LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	56	19	87 ASIA (Geffen GHS 2008) WEA	67	46
22 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	20	21	55 LIVE EVIL BLACK SABBATH (Warner Bros. 9 23742-1 G) WEA	83	2	88 OH, NO! IT'S DEVO DEVO (Warner Bros. 9 23741-1) WEA	80	13
23 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12218) CAP	24	28	56 SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	50	11	89 TROUBLE IN PARADISE RANDY NEWMAN (Warner Bros. 9 23755-1) WEA	103	2
24 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	27	38	57 IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	58	22	90 HIMSELF BILL COSBY (Motown 6028 ML) IND	92	10
25 1999 PRINCE (Warner Bros. 9 23720-1F) WEA	23	13	58 CUT GOLDEN EARRING (21 T1-1-9004) POL	69	11	91 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	74	39
26 CODA LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	14	9	59 GET LUCKY LOVERBOY (Columbia FC 37636) CBS	60	66	92 PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	111	3
27 GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	28	11	60 GET CLOSER LINDA RONSTADT (Asylum 9 80185-1) WEA	61	18	93 VANITY 6 (Warner Bros. 923718-1) WEA	96	20
28 WORLDS APART SAGA (Portrait ARR 38246) CBS	31	16	61 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	38	31	94 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	95	38
29 LEXICON OF LOVE ABC (Mercury SRM-4059) POL	30	24	62 THE JOHN LENNON COLLECTION (Geffen GHSP 2023) WEA	47	12	95 GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	99	23
30 GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	25	14	63 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4373) RCA	65	29	96 TOO TOUGH ANGELA BOFILL (Arista AL 9618) IND	114	4
31 THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	35	8	64 SIGNALS RUSH (Mercury SRM-1-4063) POL	52	20	97 DAWN PATROL NIGHT RANGER (Boardwalk NB-33259-1) IND	123	4
32 I CAN'T STAND STILL DON HENLEY (Asylum EL-80048) WEA	32	24	65 WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) CBS	39	17	98 FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3626) CBS	100	18
33 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	34	20	66 PETER GABRIEL (Geffen GHS 2011) WEA	66	20	99 JANET JACKSON (A&M SP-6-4907) RCA	91	16
						100 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	98	35

Cash Box Top Albums/101 to 200

February 12, 1983

		Weeks On Chart			Weeks On Chart			Weeks On Chart	
		2/5			2/5			2/5	
101	WHAT TIME IS IT? THE TIME (Werner Bros. 9 23701-1) WEA	8.98	101	22	135	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120) CAP	8.98	121	15
102	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Werner Bros. 9 23703-1) WEA	8.98	89	25	136	SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL1-4125) RCA	8.98	129	47
103	AS ONE KOOL & THE GANG (DeLite DSR 8505) POL	8.98	78	20	137	LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	117	15
104	IT'S ALRIGHT YOKO ONO (Polydor PD-1-6364) POL	8.98	93	8	138	HERE TO STAY SCHON & HAMMER (Columbia FC 38428) CBS	—	148	3
105	ON THE ONE DAZZ BAND (Motown 6031 ML) IND	8.98	130	2	139	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC 237542) CBS	—	141	74
106	HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	104	51	140	S.O.S. III THE S.O.S. BAND (Tabu FZ 38852) CBS	—	135	12
107	NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	90	19	141	RIT/2 LEE RITENOUR (Elektra 9 80186) WEA	8.98	132	12
108	NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	106	32	142	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110) CAP	8.98	145	154
109	NERUDA RED RIDER (Capitol ST-12226) CAP	8.98	126	2	143	NO-MAN'S LAND LENE LOVICH (Stiff/Epic ARE 38399) CBS	—	138	11
110	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	97	30	144	ABSOLUTELY LIVE ROD STEWART (Warner Bros. 9 23743-1G) WEA	11.98	118	13
111	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243) CAP	8.98	116	14	145	ESCAPE JOURNEY (Columbia TC 34708) CBS	—	147	80
112	FEELS SO RIGHT ALABAMA (RCA AHL 1 3930) RCA	—	107	101	146	GUTS FOR LOVE GARLAND JEFFREYS (Epic ARE 38190) CBS	—	156	3
113	12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	—	102	38	147	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246) CAP	8.98	151	11
114	GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	124	36	148	SHUTTERED ROOM THE FIXX (MCA-5345) MCA	8.98	152	18
115	RADIO PERFORMANCE EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	110	15	149	QUARTET HERBIE HANCOCK (Columbia C238275) CBS	—	159	3
116	DIG THE NEW BREED THE JAM (Polydor PD-1-6365) POL	8.98	128	4	150	PARTY, PARTY ORIGINAL SOUNDTRACK (A&M SP-3212) RCA	8.98	146	5
117	GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1) WEA	8.98	105	14	151	PICTURES AT ELEVEN ROBERT PLANT (Swen Song/Atco SS 8512) WEA	8.98	120	30
118	WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	112	17	152	JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND	8.98	131	28
119	SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	8.98	109	17	153	TYRONE DAVIS (Highrise HR103) IND	8.98	163	3
120	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-288) IND	8.98	115	18	154	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	149	15
121	CATS ORIGINAL LONDON CAST (Geffen 2GHS 2017) WEA	16.98	139	4	155	TUNE UP WITH THE HITS LINDA FRATIENNE (Columbia FC 38379) CBS	—	165	3
122	SOMETHING'S GOING ON FRIDA (Atlantic 80013-1) WEA	8.98	134	14	156	BLINDED BY SCIENCE THOMAS DOLBY (Capitol MLP-15007) CAP	5.98	177	2
123	MEMORIES BARBRA STREISAND (Columbia TC 37678) CBS	—	140	4	157	20 GREATEST HITS THE BEATLES (Capitol SV-12245) CAP	9.98	143	13
124	GREATEST HITS KENNY ROGERS (Liberty LOO-1072) CAP	8.98	125	122	158	SCANDAL (Columbia FC 38194) CBS	—	171	2
125	MEN WITHOUT WOMEN LITTLE STEVEN AND THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	8.98	127	14	159	PLEASURE VICTIM BERLIN (Geffen GHS 2036) WEA	6.98	—	1
126	CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3 (Vintage/Mirus VNI 30004) IND	8.98	136	9	160	BLACKOUT SCORPIONS (Mercury SRM-1-4039) POL	8.98	157	47
127	TO THE MAX CON FUNK SHUN (Mercury SRM-1-4067) POL	8.98	119	14	161	HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194) RCA	8.98	153	65
128	ALL THIS LOVE DeBARGE (Motown 6012G) IND	8.98	142	3	162	TOO-RYE-AY KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	8.98	—	1
129	E.T. THE EXTRA-TERRESTRIAL STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA	11.98	108	11	163	HANK WILLIAMS, Jr.'S GREATEST HITS (Elektra/Curb 9 60193-1) WEA	8.98	155	19
130	NOW AND FOREVER AIR SUPPLY (Arista AL 9587) IND	8.98	133	35	164	BIGGEST HITS MARTY ROBBINS (Columbia FC 38309) CBS	—	164	8
131	SKYYJAMMER SKYY (Salsoul SA-85555) RCA	8.98	122	13	165	JUST SYLVIA SYLVIA (RCA AFL1-4312) RCA	8.98	161	27
132	GREATEST HITS DOLLY PARTON (RCA AHL1-4422) RCA	8.98	113	19	166	STATES OF EMERGENCY TAXXI (Fantasy F-9617) IND	8.98	168	4
133	VANDENBERG (Atco 7 90005-1) WEA	8.98	154	8					
134	UTOPIA (Network/Elektra 9 60183-1) WEA	8.98	137	19					

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	47	Cougar, John	17	Hagar, Sammy	31, 172	Manhattan Swing Orchestra	106	Ritenour, Lee	141	Survivor	189
ABBA	47	Crosby, Stills & Nash	34	Haggard & Nelson	92	Maniow, Barry	38	Robbins, Marty	164	Sylvia	165
ABC	29	Culture Club	39	Hall & Oates	5	Material	183	Robinson, Smokey	72	Taxi	166
Aerobics (Fratianna)	155	Davis, Tyrone	153	Hancock, Herbie	149	McDonald, Michael	102	Rogers, Kenny	110, 124	Taylor, Johnnie	184
Aerobics (Greggains)	76, 82	Dazz Band	195	Harris, Emmylou	137	Men At Work	1	Ronstadt, Linda	60	Time	101
Aerobics (Hensel)	126	DeBarge	128	Heaven 17	171	Miller, Steve	11	Ross, Diana	119	Toto	18
Aerobics (Missett)	85	Def Leppard	42	Henley, Don	32	Mitchell, Joni	77	Royal Philharmonic Orch	63, 161	Triumph	41
Aerobics (Sorensen)	168	Devo	88	Hill, Z.Z.	169	Money, Eddie	108	Rush	69	Utopia	134
Air Supply	130	Dexys Midnight Runners	162	J. Geils Band	56	Moore, Melba	111	Rush	64	Van Halen	182
Alabama	35, 112	Diamond, Neil	37, 113, 135	Jackson, Janet	99	Motels	199	S.O.S. Band	140	Vandenberg	133
Ant, Adam	19	Dire Straits	54	Jackson, Joe	22	Moving Pictures	175	Saga	28	Vanity 6	93
Asia	87	Dolby, Thomas	156	Jackson, Michael	2	Murray, Anne	142	Santana	195	Vandross, Luther	36
Austin, Patti	67	Duran Duran	20	Jackson, Millie	191	Musical Youth	46	Scandal	158	Waitresses	190
Bar-Kays	68	E.T. Storybook	129	Jam	116	Nelson, Willie	48, 139	Schon & Hammer	138	Wall Of Voodoo	178
Basil, Toni	65	Eagles	117	Jefferson Starship	52	Newman, Randy	89	Scorpions	160	Warwick, Dionne	83
Beatles	157	Easton, Sheena	196	Jeffreys, Garland	146	Newton, Juice	94	Seeger, Bob	3	Washington, Grover	45
Benatar, Pat	7	English Beat	51	Joel, Billy	8	Newton-John Olivia	33	Simmons, Richard	80	Waylon And Willie	118
Berlin	159	Fagen, Donald	70	Jones, Grace	74	Nicks, Stevie	174	Skaggs, Ricky	187	Who	57
Black Sabbath	55	Fixx	148	Journey	145	Night Ranger	97	Sky	131	Williams, Hank	163
Bofill, Angela	96	Fleetwood Mac	44	Judas Priest	61	Ocasek, Ric	40	Slave	131	Winning Hand	170
Branigan, Laura	81	Fogelberg, Den	30	Khan, Chaka	43	Ono, Yoko	104	Slave	131	Winston, George	86
Brothers Johnson	194	Fonda, Jane	24	King, Evelyn	95	Osborne, Jeffrey	185	Springsteen, Bruce	107	Young, Neil	16
Bryson, Peabo	84	Foreigner	14	Kiss	73	Osbourne, Ozzy	21, 173, 176	Spyro Gyra	167		
Carnes, Kim	197	Franklin, Aretha	152	Klug/James	79	Parker, Ray	53	Springfield, Rick	136		
Casino Lights	154	Frey, Glenn	188	Kool & The Gang	103	Parsons, Alan	100	Squeeze	78		
Chicago	71	Frída	122	Led Zeppelin	26	Parton, Dolly	132	Squier, Billy	23	An Officer And	186
Clash	9	Gabriel, Peter	66	Lennon, John	62	Petty, Tom	12	Steel Breeze	193	Annie	91
Clinton, George	147	Gap Band	114	Little River Band	27	Plant, Robert	151	Stewart, Rod	144	Cats	121
Collins, Phil	10	Gayle, Marvin	13	Little Steven	125	Pricer	25	Stray Cats	4	Chariots Of Fire	181
Commodores	49	Gayle, Crystal	180	Loggins, Kenny	50	Psychedelic Furs	98	Streisand, Barbra	123	E.T.	179
Con Funk Shun	127	Go-Go's	198	Loverboy	59	Rabbitt, Eddie	115	Summer, Donna	177	Party, Party	150
Cosby, Bill	90	Golden Earring	58	Lovich, Lene	143	Red Rider	109	Supertramp	15		
		Grand Master Flash	120			Richie, Lionel	6				

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17th Annual MIDEM Festival Lives Up To Expectations

(continued from page 19)

casting nature of cable television and the international audience the service will attract. We believe that a video music cable service in Europe would be highly beneficial to the viewing public, the cable operators, the record and music industries and the advertising community. We are now consolidating our plans to launch Music Vision as soon as is practical."

VCL, the London-based worldwide independent video company, also announced plans related to the forthcoming explosion of European cable and satellite television. VCL is forming a subsidiary company with backing to the tune of five million pounds to find music related projects for program productions. The VCL thrust at MIDEM is based on the premise that the demand for music, theatrical and video programming will be enormous. The new VCL company has been launched in conjunction with Scorpio Sound studios, the

Horowitz Appointed

(continued from page 11)

strument lines. He is responsible for overseeing sales and marketing activities in both the domestic and foreign markets.

Formerly president of Rotel, Horowitz has headed worldwide marketing and sales for both AR and Tannoy loudspeakers. He is also a former president of both Empire and Ortofon cartridge manufacturers and suppliers.

Horowitz's background also extends to electro-mechanical transducers, in which field he has worked as engineer and marketing specialist.

Horowitz will report to Cerwin-Vega founder and president Gene Czerwinski.

Altec Lansing

(continued from page 11)

inch 3156 and the 18-inch 3184 speaker models for full-range PA applications. All models, according to Altec Lansing, are extremely efficient and capable of handling between 500 and 600 watts of power. Speakers are enclosed in structurally reinforced die-cast frames supporting ferrite magnet structures, with super-high temperature voice coils providing very low distortion even at high SPLs.

For more information, contact Altec Lansing vice president for commercial sales Gary Rilling at 1515 South Manchester Ave., Anaheim, Calif. 92803. The telephone number is (714) 774-2900.

London-based recording studios that will feed VCL music projects to back for new productions on film, video and record.

A few of the more eccentric record companies at MIDEM deliberately swam against the mainstream with enigmatic motives to gain attention and recognition of a different sort. Such was the diversity of creativity of U.K. independent label Some Bizarre, run by 'Stevo,' as it stuck out like a rough diamond. With a stand decorated in plain white paper and sporting a few messed up press releases pinned amongst felt-tipped pen scrawled graffiti slogans proclaiming the true nature of creativity, Stevo and Some Bizarre got as much attention as it wanted. Stevo was adamant that his company was not at MIDEM to make any deals or buy any product, but merely present to explain what Some Bizarre is, and with a roster that includes Soft Cell, Depeche Mode, Cabaret Voltaire, Psychic TV and The The; few were unimpressed. Some Bizarre was also on hand to demonstrate what has been termed "Holophonic Sound," which is a new concept in sound production developed by an Italian scientist. It is the audio equivalent of 3D vision in so much that the source of sound can move in a 360 degree circle in any direction. Pink Floyd has reportedly used the new technique on parts of its forthcoming LP, "The Final Cut," but ultimately the group was disappointed with the new sound because despite its apparent unique depth the sound doesn't allow the music to "breathe."

Aside from the many diverse technological aspects at MIDEM, the overall emphasis at this year's festival was the successful proliferation of small indie labels and the individual. The cult artist Lizzie Comber reported that several overseas deals were offered to her. Comber, along with many other artists and producers representing themselves, found much positive reaction. Comber recently signed a recording and publishing deal with Waller Music and Records in Paris and was at MIDEM to fix some overseas licensing deals for her latest single, "Hangover."

Many publishers were as active as the record companies in acquiring and renewing deals. Jonathan Simon, managing director of Chappell Music U.K., was "amazed" at the number of prolific and competent songwriters being offered at this year's MIDEM. Also, Zomba Music's Ralph Simon concluded a three-year

sub-publishing deal with Mushroom Music for Australasia. He commented that, overall, the week's deals for Zomba has justified festival expenses and the mood generally has been more optimistic than for several years.

Other Deals

Richard Spring, managing director of the U.S. specialist label Jem Records, solved many of his export problems at MIDEM by signing a European pressing and distributions agreement, thus bypassing many unnecessary middle agents who had previously hindered his European sales. Bob England, managing director of U.K.'s Towerbell Records and Music, was successfully active and concluded many new agreements with Scandinavia, the Benelux countries, Australia and Spain. David Walker of Handle Management signed a new deal for the symphonic rock group Barclay James Harvest with Francis

Day and Hunter for Germany, Austria and Switzerland.

German company Arvon Records signed an agreement to license all product from U.K.-based The Flying Record Company. The company also concluded distribution deals for Portugal and South Africa, with Gira Industries and David Gresham Prods., respectively. Radialchoice's managing director, Simon Lait, used MIDEM to present Toni Basil's new single and promo vide produced in Los Angeles, titled "Shopping A-Z."

Many other companies used the festival to showcase new product to foreign licensees and to meet with international counterparts. Also, this year's series of showcase galas was generally considered to be the best ever, with over 40 acts and artists appearing. Highlight performances included the Gap Band, Melissa Manchester and Rickie Lee Jones.

COAST TO COAST

(continued from page 12)

hard to duplicate in a new wave singles bar-type atmosphere. So it goes . . . The godfathers of surf-rock, **The Ventures**, just put out a mini-LP on the Tridex label called "Stars on Guitars." Side One has a "greatest hits" medley and a new version of the group's great "Two Thousand Pound Bee" (one of the late **John Belushi's** favorites), while the flipper contains three instrumental oceanic odes . . . **The Stranglers** have a new 12" single on Epic, "Midnight Summer Dream" b/w "Paradise," from its upcoming album entitled "Feline" . . . On Feb. 17, the Music Publishers Forum will discuss various applications for the micro computer in the publishing industry. Location: The Hyatt on Sunset hotel . . . Early spring will see shipment of "Live at Radio Tokyo," a compilation of tracks by **The Minutemen**, **100 Flowers**, **The Three O'Clock**, **Green on Red**, **Rain Parade** and **Wurm**, all of whom have had material recorded at the **Ethan James** studio facility in Venice . . . Pop-rockers **Combination**, streamlined keyboard-dominated group **St. Regis** and '60s songstylists **The Notorious Barbies** will appear on Valentine's Day in the Organization of Women in Music's Gift of Music program at L.A.'s Bonaventure Hotel. For additional info, contact OWIM at either (213) 659-5322 . . . **The Pretenders**, whose new hit, "Back on the Chain Gang," will be featured in **Marty Scorsese's King of Comedy** pic, have added two members to the group to take the place of late guitarist **James Honeyman-Scott** and departed bassist **Chris Farndon**: **Robbie MacIntosh** (formerly of **Night**) and **Malcolm Foster** (previously with the **Foster Brothers**) . . . Congrats to PolyGram national rock promo manager **Drew Murray** and his wife, **Janet**, on the Jan. 28 birth of their son, **Brandon Andrew**. **jeffrey resner**

ON JAZZ

(continued from page 9)

would sling things like 'Violets For Your Furs' and 'Mountain Greenery' around the house, and I remember learning songs from records by **Nat 'King' Cole**, **Frank Sinatra** and **Mel Torme**. This whole thing has taken me awhile, but I have no regrets." **THIS 'N' THAT** — Columbia has released a new single by **Miles Davis**. Entitled "Star On Cicely," the track is presumably from the trumpeter's next album with **Gil Evans** . . . The Verve reissue program will undertake a new "Jazz At The Philharmonic" series featuring a lot of previously unissued tracks from the late '40s and '50s. **fred goodman**

CASH BOX

February 12, 1983

AROUND THE ROUTE

by Camille Compasio

Stern Electronics, Inc. president Gary Stern is pleased with the response to "Lost Tomb," the firm's first "low priced conversion only game." It can be used to convert (in 30 minutes) such Stern games as "Astro Invader," "The End," "Scramble," "Super Cobra," "Turtles" and "Amidar." With respect to Stern's recent announcement of a price cut of 15%-20% on video games (*Cash Box*, Jan. 22), the first upright model at the reduced rate is "Bagman" (licensed from a French firm), which is currently being sample shipped to distributors. Gary told *Cash Box* that he feels Stern is on the "right track" in initiating a price reduction, under present economic circumstances. At this point, however, it is too soon to determine the effectiveness of such a move. Stern's "Rescue," introduced at AMOA Expo '82, is doing very well, by the way — which Gary was happy to tell us about.

Dateline Minneapolis, home of Sandler Vending, where we spoke with company exec Hy Sandler. Bally Midway's "Baby Pac-Man" is about "the brightest thing going right now," according to Hy. Commenting on the prevailing softness in business, he noted that area operators are reporting collections to be down as

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Behavioral Scientist Stresses Positive Side Of Video Games

by Jeffrey Ressler

LOS ANGELES — Consider the following:

● In West Warwick, R.I. there is a 16-and-over age limit on all arcade games.

● Anaheim, Calif. and St. Louis, Mo. have adopted ordinances that forbid construction of an amusement center if 51% of the community doesn't want it.

● In Vancouver, British Columbia, minors are unable to enter arcades, but can play in locations where less than four video machines are present during non-school time.

● Oakland, Calif., as well as other cities in the state — Berkeley, Redwood City, Thousand Oaks and Camarillo — have severe restrictions against children being in arcades during school hours and other specified times.

Coin-op game manufacturers, distributors and operators around the country and Canada are all too aware about pressure from parents' groups and local legislators who try to restrict game locations from conducting business on the basis that electronic amusements "warp" childrens' minds and that arcades are hotbeds of drug abuse, violence and juvenile delinquency. With so much controversy over this particular issue, many experts in the field of adolescent sociology and psychology — like Long Beach, Calif. behavioral scientist B. David Brooks — are discovering that defending video games can be a full-time job.

Brooks, who's had a private consulting business since August, 1981, has done extensive research into both the arcade environ-

ment and childrens' relationships with video games, and has been certified as an expert witness on these subjects by judges and other lawmakers involved with legislation concerning game restrictions. Over the last year, Brooks claims he has been contacted "many times" by various video game companies and has travelled as far as Chicago to testify, while also giving depositions for cases in other parts of the country.

"I'm charging for my fees because I'm getting a lot of calls," Brooks told *Cash Box*. "For an individual who wanted to open an arcade, I would charge somewhere between \$60-90 an hour depending on what they need and if it requires travel, much like an attorney would do. Or, if it's a package they wanted me to put together I'd put together something that would include two or three trips to a city council or planning meetings for \$1,500. This is really a side thing that happened to me about a year ago, since I began speaking out for the positive aspects of video games."

Began With Misquote

The 43-year-old former high school principal started getting interested in vid games when he appeared in front of a Norwalk, Calif. city council meeting. "I had been presented an award for my work with juvenile gangs, and was misquoted as being against arcades — in particular, the P.J. Pizzaz centers. What happened was that the day before I spoke to a service club group and a man asked

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COIN MACHINE



Pictured is Patricia Scheifler, Nova program director, assisting one of the patients at the machine.

Advanced Video Teams Up With NFL For Games

LOS ANGELES — The National Football League and Advanced Video are set to create and market a laserdisc-controlled video arcade game incorporating NFL action footage supplied by NFL Films. The game, which will feature the San Diego Chargers opposing the Los Angeles Raiders, is scheduled to bow just prior to the 1983-84 NFL season, and can be played by one or two players.

Basically a game of strategy, the amusement will allow arcaders to select football plays that are most likely to succeed in actual game situations. After an offensive play is chosen, a computer program determines the chances of its success against the defense selected by the opposing player in the two-player format, or its success against the computer if just one person is playing. The computer then chooses one of over 200 plays contained on the videodisc that shows the outcome of the chosen offensive play against the chosen defensive game plan.

The software for the new game's computer program is slated to be created by Perceptronics, a firm specializing in advanced technology research and development. Advanced Video, which came up with the game's concept, is a new company formed by Rick Fisher and Jim Burley, and represented by attorney Ron Mix, former All-Pro offensive tackle with the San Diego Chargers. Advanced Video is currently trying to convince major arcade machine manufacturers to produce and market the game, which will utilize footage from football competitions played during the last three NFL seasons. Future NFL videodisc-controlled games will pit the Dallas Cowboys against the Washington Redskins and the New York Jets facing off against the Miami Dolphins.

For further information about the videodisc-activated arcade game, contact either Advanced Video (7321 Muslo Lane, Carlsbad, Calif. 92008) or NFL Films (330 Fellowship Rd., Mt. Laurel, NJ 09054.)

Valley Resumes Production Of 'Tiger Cat'

CHICAGO — After a three-year "holding" action, The Valley Company of Bay City, Mich., is again manufacturing and shipping the "Tiger Cat" Bumper Pool coin-operated tables. The first shipment of the new units was made to Kentucky Coin of Louisville, Ky.

Commenting on the move, Chuck Milhem, Valley president, said, "This new Tiger Cat is a real opportunity for operators to turn idle space into dollars, because it's so compact, and fits into locations where space is a problem. Many operators also see it as the ideal replacement for other coin games whose popularity has begun to erode.

"This new unit is really more than just an addition to our line," he added. "It reflects



ROLLING AGAIN — Valley Company sales manager Emil Marcet checks out a shipment of the new "Tiger Cat" coin-operated Bumper Pool table, originally introduced by Valley, which has exclusive rights to the name.

Franco Donates Video Games To State Hospital

CHICAGO — Franco Distributing Co., Inc., the Montgomery, Ala.-based distributorship, recently donated two Atari video games, "Deluxe Asteroids" and "Battlezone," to Bryce State Hospital in Tuscaloosa for patient use in the hospital's Nova Program. "The video games will serve several therapeutic functions," explained Patricia Scheifler, director of Bryce's Nova Program. "In addition to providing constructive recreation during the patients' free time, we believe the games can improve hand-eye coordination, motor skills, concentration, reflexes and reality orientation.

"Another important function served by the games will be as positive reinforcement for the patients on individual behavioral management programs," she continued. "These patients will be able to earn tokens to play games by fulfilling their responsibilities such as proper grooming, attending classes and activities and achieving their individual behavioral goals."

The Nova Program is a new treatment program at Bryce that serves young adult men (18-35 years old) with chronic schizophrenia. The program is based on the philosophy that the young adults served have very special needs that set them apart from other psychiatric patients. Treatment is directed toward helping the patients develop responsible behavior and a healthy lifestyle. A highly structured daily schedule, mega vitamin therapy, proper nutrition, exercise, medication and active family involvement are combined to provide a diverse approach to rehabilitation.

"Video games have been falling victim to a lot of harsh criticism lately," observed Mark Franco of Franco Distributing Co., Inc. "We are pleased to help out a program that can utilize the games in a positive and therapeutic way."

Bally Midway Obtains Judgement In New York

CHICAGO — Bally Midway Mfg. Co., a subsidiary of Bally Manufacturing Corporation, announced that it had obtained a jury verdict and judgement in the amount of \$545,000 against a Brooklyn toy company and its three owners who manufactured and sold stuffed toy pillows which allegedly looked like Pac-Man and Ms. Pac-Man. The jury found that the defendants infringed Bally Midway's copyrights and trademarks in the Pac-Man and Ms. Pac-Man names and characters, and engaged in unfair competition, according to Bally Midway.

Bally Midway owns the copyright in the Pac-Man and Ms. Pac-Man video games as well as in the official Pac-Man stuffed toy pillow sold by its licensee, the Commonwealth Toy & Novelty Company of Brooklyn, N.Y. Bally Midway licenses its Pac-Man and Ms. Pac-Man trademarks to approximately 90

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CONFECTIONARY CASH FOR PAC-MAN — A \$600,000 royalty check from Philadelphia-based bubble gum/candy makers Fleeer Corp. was recently given to Bally Midway, representing initial sales royalties on Fleeer's Pac-Man gum, stickers, candy maze and lollipops. In less than a year, consumers have purchased over \$20 million of sweet merchandise based on the record-breaking video game. Pictured at the royalty presentation are (l-r): Donald D. Peck, president of Fleeer Corp.; David Marofsky, Bally Midway president; and JoAn Mason Sutherland, Bally Midway's trademark licensing manager.

Behavioral Scientist Likes Video Games

(continued from page 31)

me what I thought of arcades, and I immediately thought of tattoo parlors and that kind of dark, dingy arcade situation. I said I was opposed to them, not realizing he meant a 200-seat pizza parlor with an arcade attached. That caused me to go into some arcades, see what was happening and clarify my position for the Norwalk city council."

Brook's consulting business is keeping him "pretty darn busy, right now," but an examination of his past credentials proves he's usually led an active role in dealing with youth-related matters. Beginning his professional career in September 1966 as a 6th grade teacher, Brooks has had several jobs in the educational system, and recently served as the director of L.A.'s County Board of Supervisors' Biola Youth Services Project. He has received awards from such groups as the California Continuation Education Assn., the California Juvenile Officers Assn., the National Council of Juvenile and Family Court Judges and the University of Nevada, in addition to serving on California's Juvenile Gang Task Force. Before his propulsion into the media spotlight as a proponent of video

games, Brooks was probably best known as a co-founder of Parents of Punks, a support group that helped parents "salvage children who had become involved in the violent aspects of the punk movement."

Armor Of Hostility

Most recently, the behavioral analyst completed a series of observations of street gang members who play games. "Usually their body language is very rigid, very tight," said Brooks, "things like clenched fists, stiff shoulders. I watched them coming into arcades, playing games and leaving. It's interesting to note that when they leave they're very much relaxed, as if that armor of hostility, that tough exterior, has been peeled away as a result of playing some games." He recommends that foster homes, juvenile detention centers as well as schools adopt the use of games as a means of combating idleness, which he points to as the primary cause of juvenile delinquency.

Later this summer, working under a grant from two coin-op associations and possibly other sources, Brooks is set to conduct a 100-day long statistical study of children and video games, interviewing 4,000 kids under 18, 200 law enforcement officials, 200 city officials and 200 neighbors of arcades in Canada and the U.S.

Brooks calls all the anti-video game mania "fear of the unknown." Likening the PTA and other groups' tirades about vids to superstition, he says, "It's the same old situation like the stories that say don't go into the forest because there's a lady up there who scratches on car windows and stabs kids, so don't go up there to make out. There are so many unfounded, ridiculous stories and people who are uninformed get a little bit scared."

CALENDAR

Feb. 20-22: So. Carolina Coin Operators Assn.; state convention; Holiday Inn/City Center; Columbia.

Feb. 21-23: Pacific Amusement Operators Show; annual trade show; Fairmont Hotel; San Francisco.

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

April 7-10: Florida Amusement Vending Assn.; state convention; Curtis Hixon Hall; Tampa.

April 8-10: North Dakota Coin Machine Operators Assn.; state convention; Kirkwood Motor Inn; Bismarck.

April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif.

April 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif.

April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.

May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keamesha Lake, N.Y.

June 9-11: Illinois Coin Machine Operators Assn.; state convention; Holldome; Springfield.

June 16-18: Ohio Music & Amusement Assn.; annual convention; Hyatt Regency Columbus; Columbus.

Oct. 28-30: Amusement & Music Operators Assn.; annual exposition; The Rivergate; New Orleans.

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.

AROUND THE ROUTE

(continued from page 31)

much as 30% from last year, which is causing them to be "even more cautious" in their equipment purchases. "We've reached the point where operators are not as impressed with collection reports as they were in the past. They are very selective in what they are buying," he said, "and still very 'hit' conscious, however, even the 'hits' aren't selling to the degree they should be." Another culprit in this area of the country right now is unemployment. Hy noted that with unemployment compensation running out for a lot of people there is less money to spend and even the "poor man's opera house" (meaning the neighborhood tavern) becomes a luxury that cannot be afforded — which naturally takes a toll on op and distrib income . . . Sandler Vending is currently prepping for its participation in the annual MOM state convention, scheduled for February 18-20 at the Holiday Inn in downtown Minneapolis. Manning the Sandler exhibit along with Hy will be **David Sandler, Warren Sandler** and service manager **Chuck Schneider**.

Jim Abbett is the new branch manager at Bally Midwest Distg. in Indianapolis. Post was formerly held by **John Ard**, who recently left the firm.

Terry Cunningham, director of the upcoming Pacific Amusement Operators Show, has been receiving a steady flow of inquiries about this new trade show. Event will be taking place April 22-24 at the Disneyland Hotel in Anaheim, Calif., and management expects a good turnout of operators especially since many will be in Anaheim for the NAMA Western Convention, being held during the same period of time.

The *Pac-Man* ABC-TV series continues in the number one position among Saturday morning viewers, according to the Nielsen ratings. Show is particularly popular in the cities of Chicago, New York and Los Angeles . . . WFLD-TV (Channel 32) in Chicago is currently running a "Pac-Man Mystery Munch Contest," which goes like this: during all daily cartoon programming Pac-Man will appear on screen eating dots. Viewers must guess how many dots he consumes, with the winner receiving a "Super Pac-Man" machine (provided by Bally Family Amusement Centers) as the grand prize award. Could you ask for a better, more wholesome type of exposure . . . Sample shipments of the next Bally Midway video game "Bump 'n' Jump" are currently in progress, as we learned from ad and sales promo chief **Jim Jarocki**. It's a joystick controlled driving game . . . The first Bally Midway newsletter, directed to operators and focusing on service and technical information, ect., is hot off the presses. Copies are available through factory distributors.

On the legislative scene. Several bills (for increasing state revenues) have been proposed of late in the state of Indiana, a main target being coin-operated video games. On the positive side, a proposed 20% tax on video games (earmarked for "social services") was killed in committee.



Terry Sullivan

Sullivan Appointed Manufacturing VP At Bally Midway

CHICAGO — David Marofske, president of Bally Midway Mfg. Co., announced the appointment of Terry Sullivan to the position of vice president of manufacturing. Sullivan was also elected to Bally Midway's Executive Committee.

In making the appointment Marofske, stated "Terry has done an exceptional job as director of manufacturing. He is very deserving of this position and we know that he will fill it with confidence and ability."

Sullivan is a veteran of 22 years of manufacturing at Bally Midway.

Bally Midway Judgement

(continued from page 32)

companies which sell over 500 licensed products.

"We are very pleased that the jury confirmed our right to prevent the unauthorized use of Pac-Man and Ms. Pac-Man and to recover substantial damages," stated David Marofske, Bally Midway's president. "We will continue to vigorously enforce our rights against infringers so that we and our licensees are protected from unfair competition."

As further reported by Bally Midway, the defendants claimed that they had been making similar pillows for over 10 years. The defendants also argued that the Pac-Man design was not subject to copyright or trademark protection and attacked the validity of Bally Midway's copyrights and trademarks on a number of other grounds.

After an eight-day trial in Brooklyn Federal Court, at which Judge Eugene H. Nickerson presided, the jury found the defendants liable and awarded Bally Midway \$180,000 in damages and \$70,000 for the recovery of illegal profits against all the defendants. In addition, the jury awarded punitive damages of \$150,000 against the corporate defendant, \$75,000 against one individual defendant, and \$35,000 each against the other two individual defendants.

Valley 'Tiger Cat'

(continued from page 32)

cept of pool, whether on a pocket table or in Bumper Pool, has proven to be a steady income producer, with proven, dependable return on investment. It's just good business, for us, for distributors, for operators, for the industry."

The newly designed Tiger Cat table has many of the physical features of the "Cougar Cheyenne," Valley's current selling coin-operated pool table, including Valley's exclusive Cheyenne Leather protective covering on side, ends and rails; imported slate playfield and redesigned coin and ball trap assembly; alternating ball return system (where player automatically receives white balls for one game, red balls for the next); stainless steel corner caps stamped with the noted Cougar symbol, and many other standard features.

New Equipment

Twice As Much

In line with today's economic conditions and the conservative buying practices of operators, Williams Electronics, Inc. announced the release of two "innovatively new" pinball games, "Defender" and "Warlok," which the factory stressed will answer the need for equipment that will provide longevity and trade-in value for the operator. Smart operators are looking for solid returns on their investments, for profitability in both the short and long run and for the variety of products players demand, according to Williams, and both of its new models fit the bill.

"Not only are pinball games still enjoyed by players both at home and abroad, but pinball meets a need that video games cannot," said Ron Crouse, vice president and director of marketing at Williams. "Their longevity is a well documented fact and their trade-in value remains high. Many video games cannot generate long-term gains or maintain their value like pinball."



'Defender'



'Warlok'

"Defender" pinball is a brilliant adaptation of the Defender video game, containing all of the familiar aliens and enemies, the landers, swarms, bombers, baiters, pods and mutants that contributed to the popularity of the video model. There's warp and there are smart bombs, too, for wave after wave of video-like excitement.

"Warlok," a futuristic version of Williams' hit pinball game, "Blackout," features superb special effects and solid play appeal at a very exciting

price. "With these new introductions, we're covering both ends of this viable market," Crouse added. "Both games are a substantially smaller investment than video games, making them very attractive for the street location as well as the arcade."

Trekkles Delight

The training system used by crew members of the Starship Enterprise to sharpen their battle skills against the Klingon Empire is now available on earth.



The "Star Trek" Strategic Operations Simulator from SEGA simulates actual battle conditions encountered by Federation Starships while on patrol, enabling cadet trainees to learn Federation tactics in combating the Klingon threat.

The simulation sequence begins with an introduction of Klingons, Starbases and the mighty Enterprise into the scanner screen. The trainee may maneuver the Enterprise about the scanner screen by actuating the rotary helm control and pressing the trust button on the control panel. For high speed travel across great distances, the trainee may press the warp drive button.

The Enterprise starts the mission with a limited number of shields and photon torpedoes, and a limited amount of warp drive energy. In order to destroy Klingon enemies, the trainee may use either one of two weapons: phasers, which can destroy only one enemy at a time but are in unlimited supply, or, photon torpedoes, which are in limited supply but can destroy several enemy vessels at one time.

To protect the Enterprise from enemy fire and collisions, an automatic shield envelopes the ship. The number of shields available are displayed on the screen and once their strength is depleted, the Enterprise can sustain damage. In order to repair this damage, the trainee must dock with a Starbase repair station. All damage is repaired and the ship's supplies of shields, photon torpedoes and warp drive energy are replenished.

The primary enemies are Klingon battle cruisers, which exhibit three different hostile tendencies. Other enemy hazards are the anti-matter saucers that appear and move about the screen randomly.

The Star Trek Strategic Operations Simulator is available as an upright one trainee/two trainee unit, or as a sit down cockpit.

THE JUKEBOX PROGRAMMER

* indicates new entry

February 12, 1983

POP

- 1 **STRAY CAT STRUT**
STRAY CATS (EMI America B-8122)
- 2 **SHAME ON THE MOON**
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
- 3 **BABY, COME TO ME**
PATTI AUSTIN (Qwest/Warner Bros. QWE50036)
- 4 **AFRICA**
TOTO (Columbia 38-03335)
- 5 **DOWN UNDER**
MEN AT WORK (Columbia 38-03303)
- 6 **DO YOU REALLY WANT TO HURT ME**
CULTURE CLUB (Epic 34-03368)
- 7 **GOODY TWO SHOES**
ADAM ANT (Epic 34-03367)
- 8 **BACK ON THE CHAIN GANG**
PRETENDERS (Sire 7-029840)
- 9 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 10 **ALL RIGHT**
CHRISTOPHER CROSS (Warner Bros. 7-29843)
- 11 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)
- 12 **HUNGRY LIKE THE WOLF**
DURAN DURAN (Capitol B-5185)
- 13 **HEART TO HEART**
KENNY LOGGINS (Columbia 38-03377)
- 14 **YOU ARE**
LIONEL RICHIE (Motown 1657MF)
- 15 **ALLENTOWN**
BILLY JOEL (Columbia 38-03413)
- 16 **WE'VE GOT TONIGHT**
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 17 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894)
- 18 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 19 **YOU GOT LUCKY**
TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)
- 20 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-52149)
- 21 **ONE ON ONE***
DARYL HALL & JOHN OATES (RCA PB-13421)
- 22 **TIED UP**
OLIVIA NEWTON-JOHN (MCA-52155)
- 23 **I'M ALIVE**
NEIL DIAMOND (Columbia 38-03503)
- 24 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 25 **BREAKING US IN TWO***
JOE JACKSON (A&M 2510)
- 26 **YOUR LOVE IS DRIVING ME CRAZY**
SAMMY HAGAR (Geffen 7-29816)
- 27 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 28 **I'VE GOT A ROCK 'N' ROLL HEART***
ERIC CLAPTON (Warner Bros. 7-29786)
- 29 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030)
- 30 **SEPARATE WAYS (WORLDS APART)***
JOURNEY (Columbia 38-03513)

COUNTRY

- 1 **FAKING LOVE**
T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)
- 2 **'TILL I GAIN CONTROL AGAIN**
CRYSTAL GAYLE (Elektra 7-69893)
- 3 **INSIDE**
RONNIE MILSAP (RCA PB-13362)
- 4 **LAST THING I NEEDED FIRST THING THIS MORNING**
WILLIE NELSON (Columbia 38-03385)
- 5 **SOMEBODY'S ALWAYS SAYING GOOD-BYE**
ANNE MURRAY (Capitol B-5183)
- 6 **EVERYTHING'S BEAUTIFUL**
DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)
- 7 **TALK TO ME**
MICKEY GILLEY (Epic 34-03326)
- 8 **C.C. WATERBACK**
GEORGE JONES/MERLE HAGGARD (Epic 34-02405)
- 9 **IF HOLLYWOOD DON'T NEED YOU**
DON WILLIAMS (MCA-52152)
- 10 **I WOULDN'T CHANGE YOU IF I COULD**
RICKY SKAGGS (Epic 34-03482)
- 11 **WHY BABY WHY**
CHARLEY PRIDE (RCA PB-13397)
- 12 **THE ROSE**
CONWAY TWITTY (Elektra 7-69854)
- 13 **STILL TAKING CHANCES**
MICHAEL MURPHEY (Liberty B-1468)
- 14 **HONKYTONK MAN**
MARTY ROBBINS (Warner/Viva 7-29847)
- 15 **REASONS TO QUIT**
MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)
- 16 **SWINGIN'**
JOHN ANDERSON (Warner Bros. 7-29788)
- 17 **WE'VE GOT TONIGHT**
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 18 **SHINE ON**
GEORGE JONES (Epic 34-03489)
- 19 **GONNA GO HUNTIN' TONIGHT**
HANK WILLIAMS, JR. (Elektra/Curb 7-69846)
- 20 **YOU DON'T KNOW LOVE**
JANIE FRICKE (Columbia 38-03498)
- 21 **LIKE NOTHING EVER HAPPENED**
SYLVIA (RCA PB-13330)
- 22 **SHADOWS OF MY MIND**
LEON EVERETTE (RCA PB-13391)
- 23 **AIN'T NO TRICK**
LEE GREENWOOD (MCA-52150)
- 25 **WHAT SHE DON'T KNOW WON'T HURT HER**
GENE WATSON (MCA-52131)
- 16 **WHEN I'M AWAY FROM YOU***
THE BELLAMY BROTHERS (Elektra/Curb 7-69850)
- 27 **I HAVE LOVED YOU, GIRL**
EARL THOMAS CONLEY (RCA PB-13414)
- 28 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 29 **DOWN ON THE CORNER***
JERRY REED (RCA PB-13422)
- 30 **FEELS RIGHT***
TANYA TUCKER (Arista AS 0677)

BLACK CONTEMPORARY

- 1 **BETCHA SHE DON'T LOVE YOU**
EVELYN KING (RCA PB-13380)
- 2 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 3 **HEARTBEATS**
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)
- 4 **YOU ARE**
LIONEL RICHIE (Motown 1657 MF)
- 5 **FALL IN LOVE WITH ME**
EARTH + WIND & FIRE (Columbia 38-03375)
- 6 **OUTSTANDING**
THE GAP BAND (Total Experience/PolyGram TE 8205)
- 7 **THE BEST IS YET TO COME**
GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)
- 8 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030)
- 9 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA52149)
- 10 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)
- 11 **MIND UP TONIGHT**
MELBA MOORE (Capitol B-5180)
- 12 **SINCE I LOST MY BABY**
LUTHER VANDROSS (Epic 34-03487)
- 13 **I'VE MADE LOVE TO YOU A THOUSAND TIMES**
SMOKEY ROBINSON (Tama/Motown 1655 TF)
- 14 **KNOCKOUT**
MARGIE JOSEPH (HRC WS4 03337)
- 14 **GOT TO BE THERE**
CHAKA KHAN (Warner Bros. 7-29881)
- 16 **BABY COME TO ME**
PATTI AUSTIN (Quest/Warner Bros. QWE50036)
- 17 **WE DON'T HAVE TO TALK (ABOUT LOVE)**
PEABO BRYSON (Capitol B-5188)
- 18 **PAINTED PICTURE**
THE COMMODORES (Motown 1651 MF)
- 19 **THE BEAT GOES ON**
ORBIT (Quality/RFC 7025)
- 20 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 21 **ON THE ONE FOR FUN**
DAZZ BAND (Motown 1659MF)
- 22 **SWING THAT SEXY THANG**
CARL CARLTON (RCA PB-13406)
- 23 **YOU AND I**
GOODIE (Total Experience/PolyGram TE8206)
- 24 **I LIKE IT***
DeBARGE (Motown 1645)
- 25 **IT'S RAINING ME**
WEATHER GIRLS (Columbia 38-03354)
- 26 **LAST NIGHT A D.J. SAVED ME LIFE***
INDEEP (Sound Of New York, S.N.Y. 5102)
- 27 **LET'S GO DANCIN' (OOH LA, LA, LA)**
KOOL & THE GANG (De-Lite/PolyGram DE824)
- 28 **TOO TOUGH***
ANGELA BOFILL (Arista AS 1031)
- 29 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 30 **GOT TO FIND MY WAY BACK TO YOU***
TAVERES (RCA PB-13433)

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 Vic McCarthy (Catskill Amusements, Inc., Hurleyville)
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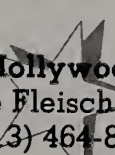
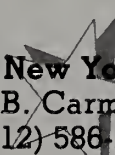
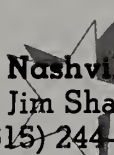
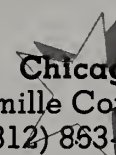
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