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SUBSCRIPTION RATES \$110 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed he U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. ©Copyright 1982 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

#### **EDITORIAL**

#### It's Your Night

Now this is better . . .

With so much of the industry's concerns today revolving around trying to alleviate the negative effects of this or that or whatever, it was indeed a pleasant surprise to find out that the trustees of the National Academy of Recording Arts & Sciences (NARAS) had voted to go all out and make next year's 25th Grammy Awards a real anniversary

On the one day out of the whole year that the entire nation can join the industry in celebrating its highest achievements of the past 12 months, it would certainly be a big boost to morale to let the public know that in spite of the hardships, the spirit of the industry has not been dampened. This industry thrives on day-to-day excitement, and the

public must be let in on the fun.

While it would certainly be crass, if not downright offensive, to suggest that the NARAS trustees made their decision based on how much it could do for record companies, the general celebratory mood generated by the event could indeed help. With lively promotions backing the 25th anniversary of the Grammys, maybe the public will get caught up in the excitement and help start things moving again.

However, commercial considerations aside, the 25th anniversary of the Grammys is something worth celebrating. It is impossible to tell how much NARAS and the Grammys have helped the industry over the years, but one thing is sure — It's your night. Let's all join NARAS in making its anniversary something to remember.

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#### ON THE COVER

Calculated craziness has always been Cheap Trick's forte and the Epic quartet has been delivering it without missing a beat for close to a decade now. The eccentric, excitable and decidedly energetic unit recently checked in with its eighth official waxing (if you don't count the superb "bootleg" "From Tokyo To You"), entitled "One on One," and like the game of basket-



ball from which the name is (sort of) derived, it's a fast-paced, high-jumping affair from beginning to end.

"One on One" is, in many ways, a turning point in a career that has gone from wet T-shirt nights at Chicago rock clubs in the early '70s to seemingly "overnight success" with the phenomenally-selling concert LP "Live At Budokan" to the sudden departure of original bassist and heartthrob Tom Petersson. Through it all, though, the band has come up with some of the catchiest hard pop songs ever to grace both Top 40 and AOR and, for that, much of the credit goes to one of the Trick's resident "zanies," Huntz Hall look-alike axe man Rick

#### TOP POP DEBUTS

SINGLES

72

DO I DO - Stevie Wonder - Tamla/Motown

**ALBUMS** 

STEVIE WONDER'S ORIGINAL MUSIQUARIUM I — Stevie Wonder — Tamla/Motown

#### POP SINGLE

EBONY AND IVORY
Paul McCartney
Columbia

#### B/C SINGLE

IT'S GONNA TAKE A MIRACLE Deniece Williams ARC/Columbia

#### COUNTRY SINGLE

**FINALLY** T.G. Sheppard Warner/Curb

J*A*ZZ

**WE WANT MILES** Miles Davis Columbia

### **NUMBER** ONES



#### POP ALBUM

TUG OF WAR Paul McCartney Columbia

#### B/CALBUM

STEVIE WONDER'S ORIGINAL MUSIQUARIUM I Stevie Wonder Tamla/Motown

#### COUNTRY ALBUM

**MOUNTAIN MUSIC** Alabama BCA

#### GOSPEL

IS MY LIVING IN VAIN Clark Sisters New Birth

Stevle Wonder

May 29, 1982

		٧	Veeks On
	1 EBONY AND IVORY		Chart
	PAUL McCARTNEY (Columbia 18-02860) 2 DON'T TALK TO STRANGERS	1	8
	RICK SPRINGFIELD (RCA PB-13070)  3 I'VE NEVER BEEN TO ME	2	13
	CHARLENE (Motown 1611 MF) 4 THE OTHER WOMAN	4	13
	RAY PARKER, JR. (Arista AS 0669) 5 867-5309/JENNY	6	11
	TOMMY TUTONE (Columbia 18-02646)  6 DON'T YOU WANT ME	5	19
	THE HUMAN LEAGUE (Virgin/A&M 2397) 7 MAIN THEME FROM	8	13
	"CHARIOTSOF FIRE" VANGELIS (Polydor/PolyGram 2189)	3	25
	8 I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boardwelk NB7-11-135)	7	17
	9 HEAT OF THE MOMENT	11	7
1			
1		13	12
41	JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)	16	5
1:	2 GET DOWN ON IT  KOOL & THE GANG (De-Lite/PolyGrem DE 818)	12	14
1:			
1	ELTON JOHN (Geffen GEF 50049)	15	11
1:		20	7
	DAN FOGELBERG (Full Moon/Epic 14-02821)	17	9
11	LITTLE RIVER BAND (Capitol P-B-5061)	18	9
1:	ROBERTA FLACK (Atlantic 4005)	19	13
	BIT HARD ON ME  JUICE NEWTON (Capitol PB-5120)	23	4
1	9 BODY LANGUAGE OUEEN (Elektre E-47452)	22	5
20	0 '65 LOVE AFFAIR PAUL DAVIS (Arista AS 0661)	14	14
2	FRAME/FLAMETHROWER		
2:		9	15
2:	DARYL HALL & JOHN OATES (RCA PB-13065) 3 IT'S GONNA TAKE A MIRACLE	10	11
· •	DENIECE WILLIAMS (ARC/Columbia 18-02812)	26	9
20	4 HURTS SO GOOD JOHN COUGAR (Riva/PolyGram R 209)	35	6
25	5 FANTASY ALDO NOVA (Portrait/CBS 24-02799)	27	11
20	- ····-		
	FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)	28	9
27	7 WHEN HE SHINES SHEENA EASTON (EMI America P-B-8113)	29	9
21	8 TAINTED LOVE SOFT CELL (Sire SRE 40655)	33	18
29		31	9
30		,	
31	(Warner Bros. WBS 50053)	30	9
32	LÓVÉRBOY (Columbia 18-02814)	36	8
33	GO-GO'S (I.R.S./A&M IR-9903)	21	19
	RONNIE MILSAP (RCA PB-13216)	40 IAB	5   ET12
Abracadabra (	Sailor — ASCAP)	y (A	TV Mu
Always On (Sc	er (Welsh Witch — BMI)		

		On	5
(a)	5/22 34 A NIGHT TO REMEMBER	Charl	
<u> </u>	SHALAMAR (Solar/Elektra S-48005)  35 CAUGHT UP IN YOU	38	8
	.38 SPECIAL (A&M 2412)	42	5
	THE DAZZ BAND (Motown 1609) 37 SHANGHAI BREEZES	44	5
	JOHN DENVER (RCA PB-13071)  88 STILL IN SAIGON	25	13
	THE CHARLIE DANIELS BAND (Epic AE7 1414)	24	10
<b>3</b>	39 THE BEATLES' MOVIE MEDLEY (Cepitol P-B-5100)	34	10
	40 PERSONALLY  KARLA BONOFF (Columbia 18-02805)	50	5
4	11 IF IT AIN'T ONE THING		
	RICHARD "DIMPLES" FIELDS (Boardwelk NB7-11-139)	43	8
4	12 MURPHY'S LAW CHERI (Venture VD-5019)	46	7
(2)	SERTIE HIGGINS (Kat Family WS9 02524)	32 :	30
	14 PLAY THE GAME TONIGHT KANSAS (Kirshner/CBS ZS5 02903)	51	4
	THE MOTELS (Capitol PB-5114)	53	5
4	16 WORK THAT BODY DIANA ROSS (RCA PB-13201)	41	8
4	7 ONE TO ONE CAROLE KING (Atlantic 4026)	49	10
4	8 THEME FROM MAGNUM P.I. MIKE POST (Elektra E-47400)	39 -	16
4	9 JUST ANOTHER DAY IN PARADISE		
5	BERTIE HIGGINS (Kat Family/CBS 5-02839)  60 FINALLY	55	4
5	T.G. SHEPPARD (Warner/Curb WBS 50041)	45	9
5	2 FORGET ME NOTS	57	6
5	3 FRIENDS IN LOVE	58	4
		59	5
65		48	9
		66	3
	,	68	3
	,	37 1	15
		74	2
5		52 1	0
6	ROD STEWART (Warner Bros. WBS 50051)	56	6
6		47	8
6	2 ANGEL IN BLUE THE J. GEILS BAND (EMI America P-B-8100)	80	2
6	3 BREAK IT UP FOREIGNER (Atlantic 4044)	70	3
6	YOU SAY YOU DO		
	HUEY LEWIS AND THE NEWS	76	2
6		78	2
6	DAVID LASLEY (EMI America P-B-8111)	54 1	2
6:	PART 1		
		, ,	4
D TOP 100 S	SINGLES (INCLUDING PUBLISHERS	AND	LICEN

5,	/22 (	Or Cha
68 BE MINE TONIGHT NEIL DIAMOND (Columbie 18-02928)		
69 I DON'T KNOW WHERE TO START EDDIE RABBITT (Elektre E-47435)	) 72	
70 DANCING IN THE STREET VAN HALEN (Werner Bros. 7-29986)		
71 NICE GIRLS EYE TO EYE (Warner Bros. WBS 50050)		
72 DO I DO STEVIE WONDER (Tamla/Motown 1612TF)	) <u> </u>	
73 CAT PEOPLE (PUTTING OUT FIRE)		
DAVID BOWIE (Beckstreet/MCA BSR-52024) 74 I KNOW WHAT BOYS LIKE		
74 I KNOW WHAT BOYS LIKE WAITRESSES (Polydor/PolyGrem PD 2196) 75 DREAMIN'	77	
JOHN SCHNEIDER (Scottl Bros./CBS ZS5-02889)		!
76 I'LL FIND MY WAY HOME JON & VANGELIS (Polydor/PolyGram PD 2205)	85	
77 IF THE LOVE FITS WEAR IT LESLIE PEARL (RCA PB-13235)		
78 EARLY IN THE MORNING THE GAP BAND		
(Total Experience/PolyGram TE-8201) 79 RIGHT KIND OF LOVE	88	
OUARTERFLASH (Geffen 7-29994)  80 WHAT DO ALL THE PEOPLE	-	
THE MONROES (Alfa ALF-7119)	_	
81 KIDS IN AMERICA KIM WILDE (EMI America P-B-8110) 82 THE LAST SAFE PLACE	89	
ON EARTH  LE ROUX (RCA PB-13224)	90	
83 ABRACADABRA THE STEVE MILLER BAND		
(Capitol PRO-9785)	_	
GREG KIHN BAND (Beserkley/Elektra B-47463)  85 LOVE PLUS ONE	_	
HAIRCUT ONE HUNDRED (Arista AS 0672)  86 DANCE WIT' ME — PART 1	_	
RICK JAMES (Gordy/Motown 1619GF)  87 CUTIE PIE	-	
ONE WAY (MCA-52049) 88 YOU SHOULD HEAR HOW SHE	_	
TALKS ABOUT YOU MELISSA MANCHESTER (Arista AS 0676)	_	
89 I PREDICT  SPARKS (Atlantic 4030)	_	
90 I WANT CANDY BOW WOW WOW (RCA PB-13204) 91 MAN ON THE CORNER	_	
91 MAN ON THE CORNER GENESIS (Atlantic 4025) 92 STARS ON 45 III	60	1
STARS ON (Radio Records/Atlantic RR 4019) 93 PAC-MAN FEVER	75	1
BUCKNER & GARCIA (Columbie 18-02673) 94 FLY AWAY	61	2
95 TURN ON YOUR RADAR	96	
PRISM (Capitol P-B-5106) 96 THE VISITORS	73	
97 HANG FIRE THE ROLLING STONES	81	
(Rolling Stone/Atco RS21300)	62	1
HÜEY LEWIS AND THE NEWS (Chrysalls CHS 2589)	63	1
99 MAKE A MOVE ON ME OLIVIA NEWTON-JOHN (MCA-52000)	65	1
100 JUST TO SATISFY YOU WAYLON & WILLIE (RCA PB-13073)	67	
(SEES)		_

Abracadabra (Sailor — ASCAP)	83
After The Glitter (Welsh Witch - BMI)	56
Always On (Screen Gems — EMI/Rose Bridge — BMI)	10
Angel In Blue (Center City — ASCAP)	62
VII/Satellite III — ASCAP)	34
Any Day Now (Intersong — ASCAP)	33
BM1)	39
Be Mine Tonight (Stonebridge — ASCAP)  Body Language (Oueen Music Ltd.)	68 19
Break It Up (Somerset Songs/Evansongs Ltd. —	-
Cat People (MCA / Music Corp Of America —	63
ASCAP)	73
ASCAP)	35
Circles (Almo/Jodaway — ASCAP) Crimson And Clover (Big Seven — BMI)	11
Cutie Pie (Duchess (MCA) Perk's — BMI)  Dance Wit Me (Jobete + Stone City — ASCAP)	87
Dancing In (Jobete - ASCAP/Stone Agate-BMI) .	70
Did It (Fust Buzza/Hot-Cha/Six Continents — BMI) Do I Do (Jobete + Black Bull — ASCAP)	22 72
Don't Talk (Robie Porter - BMI)	2
Don't You Want (Virgin/Chappell/Sound Diegrams- ASCAP)	6
Do You Believe (Zomba Enterprises — BMI) Dreamin' (Warner-Tamerlane — BMI)	98
Early In The Morning (Total Experience - BMI)	78
Ebony And Ivory (MPL Communications — ASCAP) 867-5309/Jenny (New Daddy/Unichappell/Tutone-	1
Keller — (BMI))	5
Empty Garden (Intersong — ASCAP)	13

Fantasy (ATV Music — BMI)	25
Finally (Meadowgreen - ASCAP)	50
Fly Away (Irving/Woolnough/Foster Frees/Uni-	
chappell/Begonia Melodies — BMI	94
Forget Me Nots (Baby Fingers - ASCAP/Freddie	
Dee BMI)	52
Freeze Frame (Center City - ASCAP)	
Friends In Love (Garden Rake/Foster Frees —	
BMI/JSH — ASCAP)	53
Get Down On It (Delightful/Second Decade - BMI)	12
Goin' Down (World Song - ASCAP)	57
Hang Fire (Colgems - EMI - ASCAP)	97
Happy Man (Rye-Boy/Well Received - ASCAP)	84
Heat Of (WB/Almond Legg/Ackee - ASCAP)	9
Hope You Love Me (Irving - BMI)	64
How Long (MCA — ASCAP)	60
Hurts So Good (Riva — ASCAP)	24
I Don't Know Where (Briarpatch/Deb Dave - BMI)	69
If I Had My (Chappell/Ironside — ASCAP)	66
If It Ain't (On The Boardwalk/Dat Richfield Kat -	
BMI/Songs Can Sing — ASCAP)	41
If The Love Fits (Michael O'Conner - BMI/O'Conne	r
	77
t Know What (Merovingian/CRI CRI Music -BMI) .	
I'll Find My Way (WB/Toughknot Ltd./Spheric B.V	
ASCAP)	76
I Love Rock (Finchley—ASCAP)	8
I Predict (Ron Mael/Russell Mael/Hansa France —	
ASCAP)	
It's Gonna Take (Vogue— BMI)	
t've Never Been (Stone Diamond — BMI)	3

Just Another Day (Gen-Lee/Chappell/Brother
Bill's/Rose King — ASCAP/Lowery — BMI) 49
Just To Satisfy (Irving/Parody - BMI) 100
Key Largo (Jen-Lee — ASCAP/Chappell —
ASCAP/Lowery — BMI)
Kids In America (Finchley — ASCAP)
Let It Whip (Ujima/Macvacalac — ASCAP) 36
Let's Hang On (Seasons Four/Saturday/Screen
Gems-EMI — BMI)
Love's Been (Bobby Goldsboro /House of Gold -
ASCAP/BMI)
Love Plus One (Bryan Morrison — ASCAP) 85
Magnum P.I. (MCA Music — ASCAP)
Make A Move (John Farrar/Snow - BMI) 99
Making Love (20th Century-Fox/New Hidden Valley -
ASCAP/Begonia Melodies/Fedora—BMI) 17
Man On The Corner (Hit+Run - ASCAP) 91
Man On Your (Screen-Gems - EMI (BMI)) 16
Murphy's Law (Hygroton/Lopressor - Pro/Paddie -
BMI)
My Girl (Bema/Ameb — ASCAP)
Nice Girls (Intersong — ASCAP)
One To One (Elorac - ASCAP/ATV/Mann+Well -
BMI) 47
Only The Lonely (Clean Sheets BMI) 45
Pac-Man Fever (BGO — ASCAP)
Personally (Tree/Five Of A Kind - BMI) 40
Play The Game (Don Kirshner/Blackwood/
Fifty Grand — BMI)
Right Kind Of Love (Narrow Dude/Bonnie Bee
60

GOOD, TO MICONO MICONO, MICONO	
Rosanna (Hudmar — ASCAP)	
Run For The Roses (Hickory Grove — ASCAP)	15
Secret Journey (Virgin/adm. in U.S. by Chappell —	
ASCAP)	
Shanghai Breezes (Cherry Lane - ASCAP)	37
65 Love Affair (Web IV - BMI)	20
Standing On Top (Jobete + Stone City — ASCAP)	67
Stars 3 (Various — ASCAP/BMI)	
Still In Saigon (Dreena/Dan Daley - BMI)	38
Still They Ride (Weed High Nightmare - BMI)	65
Stone Cold (Thames Talent - ASCAP/Lyon Ferm -	_
BMI)	51
Tainted Love (Equinox — BMI)	28
Take Me Down (Chinnichap — BMI)	58
The Last Safe (Screen Gems — BMI)	82
The Other Woman (Raydiota — ASCAP)	4
The Visitors (Countless Songs — BMI)	96
This Man Of Mine (Strange Euphorla/Sheer/	
Know — ASCAP)	
Titles (Spheric B.V./WBMusic — ASCAP)	
Turn On Your Radar (Kohaw ASCAP)	
Wake Up Little (House Of Bryant — BMI)	
We Got The Beat (Daddy — Oh Music)	32
What Do All (Dode + MAM + Nineteen Eighty —	
ASCAP)	
When He Shines (WB Music — ASCAP)	27
When It's Over (Blackwood/Dean Of Music —	
BMI/April/Duke Reno — ASCAP)	31
Without You (Bright Smile/Knockout/Kid —	
ASCAP/Big Teeth /Blake and Blue — BMI)	26
Work That Body (Songs Of Manhattan Island/Olga/	
Ray-Han/Koppelman-Brandler/Rosseville—BMI)	
You Should Hear (Snow/Warner-Temerlane — BMI)	88
	1

### NEWS & REVIEWS



RCA PACTS PLANET WORLDWIDE - RCA Records has entered into a long-term contract with Richard Perry's Planet Records to market and manufacture Planet product worldwide. First release under the agreement will be an album in June by the Pointer Sisters entitled "So Excited." Pictured toasting the new pact in Los Angeles are (I-r): Robert Summer, president, RCA Records; Abe Somer, attorney for Planet; Richard Perry, founder, Planet Records; and Jack Craigo, division vice president, RCA Records - U.S.A. and

#### **Dealers Apply Rental Concept To Video Game Cartridges**

#### by Michael Martinez

LOS ANGELES -- Confronted by some of the same pressures that brought on the videocassette rental explosion - including intense competition from hardware/software merchants and deep discounting by department stores and mass merchandisers dependent home entertainment retailers are beginning to extend the rental concept to video game cartridges.

'We found it difficult being a small dealer to compete with the major discount department stores like K mart and Richway who sell video game software and hardware at prices so low we couldn't survive," said Michael McElroy, director of marketing for the Atlanta-based American Tapes and Video stores.

McElroy continued that the five-store chain's two-month-old video game rental program was also prompted by the current state of the U.S. economy. "Let's face it economic times are tough, and a parent is

going to be hard pressed to spend the kind of money these games cost just to find out in a few days that it's not what they wanted,'

Nevertheless, retail sales of home video game hardware and software topped \$1 billion last year by most estimates, and other forecasters predict that 20% of all American homes will have video game consoles by the end of 1983. A growing number of dealers now feel that rental programs can develop the market for such products.

The American Tape and Video games cartridge rental program calls for a onetime-only \$25 rental club fee that entitles members to rent a cartridge at \$5 for three days. McElroy said that if a customer returns the cartridge at the end of the period and decides he'd like to buy the game he rented, then the \$5 fee goes toward purchase of a fresh copy of the title.

McElroy also noted that movie rental club members, who pay an initial fee of \$70,

#### **Broad Departures Seen For** 25th Grammy Awards Show

NEW YORK - The next Grammy Awards Show, which celebrates the 25th Anniversary of the National Academy of Recording Arts and Sciences (NARAS), will be a radical departure from the traditional ceremony's program. Meeting recently in Tarpon Springs, Fla., NARAS trustees discussed plans for broadening the program from two hours to three hours in length, including a retrospective of the Academy's 25-year history that would, for the first time, feature performances by non-nominated artists. In addition, the Academy will work with the National Assn. of Recording Merchandisers (NARM) and other organizations to formulate a pre-program promotional campaign aimed at helping the industry capitalize on the excitement surrounding the annual awards ceremony.

"The plans to make it a broader program are very solid," said William Ivey, newly reelected national president of NARAS. "We have agreed with our executive producer Pierre Cossette, to allow the

show for this one time to include video tapes from previous Grammys and performances by previous winners. In the past, we've only had performances by nominated artists, so that will be quite a departure from what the Academy has authorized in the past. The expansion of the telecast into three hours is still a matter of negotiation between the Academy, Cossette and CBS. But it's something we have agreed to, and it's just a matter of working out the details."

**Looking Good** 

According to Cossette, those details are questions of logistics. "It's an arithmetic problem right now," said the producer. "NARAS wants to do it, and the network wants to do it, and now we're putting a budget together to see what the costs are to add that hour. Then we have to go in and negotiate it, but it's on a favorable poll. It looks very good."

Since the 25th Anniversary provides the Academy with the opportunity to present a special retrospective, the trustees have

elected to help the industry exploit the event. Aside from working with NARM, NARAS is considering several items to commemorate the anniversary, including a coin and a jacket to be made available to both Academy members and the general public

"In the past," said Ivey, "the Academy has been quite rigorous in working as an industry organization only. This year, since the Grammys have been around for awhile and had an impact on the public mind, the awards ceremony is going to reach out and do more kinds of things that will hook us up with the general public. This ties in with NARM coordinating some of its efforts with the Academy this year in promoting retail sales. The Academy, which I think may have been a little bit more standoffish a decade ago, is now in the position to be very open to these ideas."

#### Officers Reelected

Aside from discussing plans for the next award ceremony, the 29 national trustees unanimously reelected Ivey, Mike Melvoin, and Al Schlessinger to their posts as national president, first national vice president, and secretary/treasurer respectively. Other business included the creation of both a NARAS Lifetime Achievement

#### **CBS Starts Monthly Release Program** For Its CX LPs

NEW YORK - Beginning in June, CBS Records will undertake a monthly release program of CX-encoded albums. The number of selections carrying the noise reduction process released each month will increase steadily and is expected to provide a catalog of 250 CX-encoded releases by year's end. The integrated inventory program provides that titles utilizing the CX process will also continue to be available in the regular non-encoded format.

Titles from the new program, culled from both new and catalog releases in all musical styles, will include: "The Man With The Horn" by Miles Davis; Angela Clemmons' self-titled album; "Music From The Galaxies" by Ettore Stratta conducting the London Symphony Orchestra; "Liza With A by Liza Minelli; "Salieri" by Zoltan Pesko conducting the London Symphony Orchestra; "Deep Purple in Concert"; and "Phases of the Moon," an album of an album of traditional Chinese music.

To guarantee clear product identifica-

#### NAB Challenges **Lack Of Cable Radio Royalties**

by Larry Riggs

NEW YORK - The National Assn. of Broadcasters (NAB) has challenged the Copyright Royalty Tribunal (CRT) ruling that radio programs transmitted through cable systems are not due any royalties. Specifically, the NAB has asked the full U.S. District Court of Appeals for the District of Columbia for a hearing on the 1978 copyright royalty distribution plan and has filed an appeal of the 1979 plan mandated by the CRT.

The 1978 cable copyright royalty distribution plan, which was upheld April 9 by a three-judge panel (Cash Box, April 24), gives 75% of the cable royalties to film and television show producers, 12% to professional sports leagues and the National Collegiate Athletic Assn. (NCAA) and 5.25% to public television stations. In addition, U.S. and Canadian television stations will receive 3.25%, and 4.5% will be split in a 54%-43%-three percent ratio be-



ATLANTIC PACTS ISLAND FOR DISTRIBUTION - Atlantic and Island Records recently signed an agreement whereby Island product will be distributed by the Atco/Custom Labels arm of the Atlantic Recording Corp. Under the deal, Island will retain a great deal of autonomy and utilize its staff along with the support of Atlantic/Atco. First releases under the new arrangement, which are due in June, are "Sheffield Steel" by Joe Cocker, "Lone Rhino" by Adrian Belew and "Chill Out" by Black Uhuru. Pictured celebrating the new pact are (I-r): Ahmet Ertegun, chairman, Atlantic; Chris Blackwell, founder, Island; and Sheldon Vogel, vice chairman, Atlantic

#### Superstars Put Sizzle In Summer **Concert Season**

by Jeffrey Ressner

LOS ANGELES - With tours by many superstar acts already confirmed, including seven who have albums in the Top 10 of this week's Cash Box chart, the upcoming summer concert season is shaping up as one of the most exciting in recent years. A cornucopia of talent representing all different types of music, varying sizes and styles of venues and strong solo and multi-headliner packages are being offered to musical consumers over the summer, as well as a number of large festival shows and star-studded benefit performances that are sure to attract large crowds. This is especially good news for U.S. concert promoters, who face stiff competition from several potential blockbuster films Hollywood has scheduled for release in the next few months.

Of the acts with Top 10 LPs, Asia, evie Wonder, Van Halen, Rick Stevie Wonder, Van Halen, Rick Springfield, Willie Nelson, Joan Jett and the

#### **BUSINESS NOTES**

#### **Government Appeals Delay Goody Case**

NEW YORK — The Sam Goody, Inc. tape counterfeiting case has been effectively put on hold until the fall, while the government pursues its legal remedies through the U.S. Court of Appeals and, as appears likely, the Supreme Court (Cash Box, May 8). The next calendar hearing for pretrial motions leading up to a retrial of the case is Oct. 8. This date was set at a brief hearing before Federal Judge Thomas Platt on May 14.

The entire prosecution team at the October hearing will consist of new members. Prosecutor John Jacobs, executive assistant for the Organized Crime Strike Force, Eastern District, told **Cash Box** that he would join the other prosecutors in leaving the Government. Jacobs is resigning on May 28 to go into private practice. On May 14, Thomas P. Puccio, chief of the Organized Crime Strike Force also left the Justice Department to go into private practice. U.S. Attorney Edward R. Korman, who supervises the Strike Force, follows suit at the end of his term in August. The successors to the three prosecutors have not been named.

In April 1981, Sam Goody, Inc., and its vice president, Sam Stolon, were convicted of tape counterfeiting charges. Goody was convicted on one count of Interstate Transportation of Stolen Property (ITSP) and one count of criminal copyright infringement, while Stolon was convicted on one ITSP count and three infringement counts. Platt set aside the convictions and ordered a retrial on July 27, 1981, alleging misconduct by the prosecution. The government is appealing that action.

#### **NARM Shifts '83 Convention To Miami**

LOS ANGELES — In an unprecedented move, the board of directors of the National Assn. of Recording Merchandisers (NARM) last week shifted the site of its 1983 national convention to the Fontainebleau Hilton Hotel in Miami. The convention, set for April 10-14, 1983, was originally scheduled to be held in Honolulu, Hawaii.

The main reason for the change in convention sites was the expense involved. Starting almost concurrently with the announcement of the Hawaii convention site at this year's NARM gathering, many members of the organization complained that the unusually high expenditures involved in flying a contingent out to the islands would make it impossible to attend. A NARM statement said the organization had received "very vehemently expressed objections by every industry segment represented in the NARM membership — retailers, wholesalers and manufacturers."

Commenting on the decision to change convention sites, Harold Okinow, NARM president and president of Lieberman Enterprises, said, "The prime character of the board of directors is to serve NARM's membership. Each one of the board members is always personally aware of that responsibility, and as a body, we are very sensitive to it. Therefore, it was incumbent upon us to make the decision to postpone Hawaii and to come up with not only a sensible but very attractive alternative. Today's economic climate, not only for our industry, but for the nation, makes a convenient, less expensive convention site the only sensible route to take."

#### Sharp To Be Nominated For FCC Seat

NEW YORK — President Ronald Reagan last week announced his intention to nominate Steven Sharp for the Federal Communications Commission (FCC) seat that is being vacated by Commissioner Abbott Washburn. Sharp has been the FCC General Counsel since 1981.

Between 1978 and 1981, Sharp was a communications attorney at the Washington D.C. law firm of Schnader, Harrison, Segal and Lewis. Between 1976 and 1978, Sharp served as legal assistant to FCC Commissioner Margita White and had been a staff attorney in the office of the FCC General Counsel between 1974 and 1976.

It is not currently known when Reagan will formally nominate Sharp for the seat that Washburn is leaving June 30. If Reagan does nominate Sharp, however, he will have to be confirmed by the U.S. Senate and may run into some difficulty there. Sen. Bob Packwood (R-Ore.), chairman of the Senate Commerce Committee, may refuse to grant Sharp a confirmation hearing because of objections raised by Sen. Ted Stevens (R-Alaska), who has been opposing Sharp in favor of his own candidate.

#### French Lift Broadcast Monopoly

LOS ANGELES — With their Communist allies abstaining, the French socialist majority voted a new broadcasting law through the National Assembly, a law that breaks with the theory of state monopoly by allowing for cable and local radio stations under tightly controlled conditions.

The new legislation creates a nine-member board that will select network presidents to prevent conflicts in programming and oversee general ethical matters. The board will also license cable TV and local radio stations, which will not be allowed to carry advertising.

In addition to lifting the ad ceiling for existing network stations, the new law also provides for a delay between theatrical release of a film and its availability in home video form. The period of delay would not exceed 18 months, but an exact time period has yet to be established

#### **New Board Members Named For SRS**

LOS ANGELES — Barry Mann, Allee Willis, Bob Gibson and Ralph Goodman have been named to the board of directors of the Songwriters Resources and Services (SRS). The SRS serves as a public information clearinghouse for songwriting and the music business in general. Among its services are the Songbank Registration Service to assist in establishing proof of ownership of copyrighted songs and the SRS legal panel, which provides low-cost legal services for musicians and songwriters.

#### **NARM** Relocates Headquarters Offices

LOS ANGELES — The offices of the National Assn. of Recording Merchandisers (NARM) and its home video division, the Video Software Dealers Assn. (VSDA), have been moved to 1008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J. 08034. The new telephone number is (609) 424-7404.

### **Cutout Dealers Stress Imports And Cassettes**

by Jim Bessman

NEW YORK — Despite the proliferation of midlines, cutout suppliers are still finding plenty of available product. Besides an ample amount of titles provided by domestic manufacturers, the strength of the dollar is encouraging the import of foreign cutout product, which many feel is more desirable. In addition, wholesalers are finding an expanded market for cutout cassettes, as that configuration asserts its dominance of the tape market.

Most merchants felt that the midlines have caused little damage to the cutout business. According to Jack Rose, a partner in Chicago's Surplus Records & Tapes, midlines have had "some but not overwhelming" negative effect on cutouts. "One reason is that cutouts reach a different customer than midlines," he explained. "Second, the different price structure sets them apart. And third, a cutout is still a cutout."

The price spread was also cited by Denny Hamilton, co-owner of Last Chance Records & Tapes in Little Rock, Ark., as a reason for cutouts' continued desirability. "A few stores we supply decided to handle the \$5.98s and dropped cutouts," he said, "but they're coming back."

Pete Hyman, vice president of Surplus Record and Tape Distributors in Passaic, N.J., saw some effect from midlines on cutout purchases and sales, largely due to midlines being priced as low as \$3.99 by some retailers. However, his partner, Manny Wells, said that many of the titles now available as midline were cutouts not that long ago.

Frank Wade, cutout buyer for Candy Stripe Entertainment Corp. in Freeport,

#### VSDA Board Mulls Industry Problems With Suppliers

by Michael Glynn

LOS ANGELES — In what was described by Video Software Dealers Assn. (VSDA) vice president Risa Solomon as a "very positive" meeting. Eleven executives representing six West Coast-based studios and independent video software suppliers gathered for a round of discussions with the VSDA advisory board at the Century Plaza

The purpose of the meeting was to formally promote an exchange of ideas on a series of topics presently of concern to VSDA members, such as the need for better market information; piracy, counterfeiting and illegal duplication; the necessity for a greater variety of display materials; and packaging improvements, among other things.

"We were very pleased with the way this meeting went," said VSDA's Solomon. "We had 100% attendance from the West Coast studios and independents invited, including Paramount, Columbia Pictures Home Entertainment, MCA, Disney, Media Home Entertainment and The Nostalgia Merchant. Only CBS/Fox, MGM and Warner's couldn't make it and that's understandable. All three are presently based in New York and two, CBS/Fox and MGM, are still in the process of organizing their new staffs, while Warners' (vice president of marketing) Herb Mendelsohn was out here just last week."

Running down the meeting's agenda topic by topic, Solomon said that in addressing the issue of market information, "the consensus was that there has not been

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#### **REVIEWS**

### ALBUMS OUT OF THE BOX



THROWIN' DOWN — Rick James — Gordy 6005GL — Producer: Rick James — List: 8.98

James follows up last year's multiplatinum smash "Street Songs" with this collection of tunes highlighted by a finely-textured, Phil Spectoresque "Wall of Funk" and incisive socio-sexual commentary. A sampling of dramatic, mid-tempo ballads — "Teardrops," "Happy" and "My Love" — round out the dance-oriented numbers here and enable listeners to hear the full dynamic range of James' voice, which is capable of transmitting sensitive emotion in addition to kinky yowls.

#### FEATURE PICKS

POP

JANE FONDA'S WORKOUT RECORD — Columbia CX2-38054 — Producer: Mary Kushner — List: None — Bar Coded

Both beginning and advanced exercise sessions are included in this two-record set of music by such performers as The Jacksons, REO Speedwagon and Boz Scaggs, along with a voice-over from Ms. Fonda cooing instructions and rep counts. Although the songs' lyrics make the actress cum fitness guru's directions a little difficult to hear at times, Fonda's notoriety — as well as her best-selling workout book — should help this album muscle its way up the charts.

COMBAT ROCK — The Clash — Epic FE 37689 — Producers: The Clash — List: None — Bar Coded

Offering more political agit-prop-rock from Britain's prime musical proponents of youthful rebellion, The Clash tackles topics including human rights, car cults, military mindlessness and ghetto unrest. One of the more interesting points about this LP is the fact that the bridge on the song "Red Angel Dragnet" is taken directly from dialogue spoken by Robert DeNiro in the film Taxi Driver. When the rock revolution comes, you can be sure The Clash will be the junta's house band.

#### TIME PIECES/THE BEST OF ERIC CLAP-TON — RSO RX-1-3099 — Producers: Various — List: 8.98

Clapton classics from the albums "Layla And Other Assorted Love Songs," "461 Ocean Boulevard," "Just One Night," "Backless" and others are the core of this greatest hits of the '70s package, which also includes the Slowhand's cover of Bob Dylan's "Knockin' On Heaven's Door," previously available solely as a single. A well-rounded set of 10 tunes ranging from "I Shot the Sheriff" to "Lay Down Sally," practically every selection here has proven itself strongly on AOR.

(continued on page 8)

### **BEST SOUND**

"Gap Band IV," the long-awaited new album from The Gap Band featuring their hit, "Early In The Morning," is really something to crow about.

TE-1-300! Gap Band IV," featuring
"Early In The Morning." TE-8201



#### **REVIEWS**

OFFERING - Axe - ATCO SD 38-148 -Producer: Al Naill - List: 8.98

The cover of Axe's most recent effort portrays a figure holding a guitar up to the heavens, ilke some biblical patriarch brandishing a sacrifice, and the analogy seems totally fitting, inventive guitar work by band leader Bobby Barth dominates this disc throughout, especially on the cut "I Got The where he sends out electric powerblasts that spiral to incredibly high sonic aititudes. AOR and pop may also want to check out the programming potential of "Now Or Never" and "Burn The City Down".

VINYL CONFESSIONS - Kansas -Kirshner FZ 38002 — Producers: Kansas and Ken Scott - List: None - Bar Coded

Esteemed producer/engineer Ken Scott, who's done boardwork for David Bowle, Devo. Supertramp and Jeff Beck over the vears, works wonders with Kansas, that collection of powerchard rockers who infuse classical-tinged instrumental ability with sweet harmonles. New band member John Elefante, who took over lead vocal chores following the departure of founding member Steve Walsh, is a welcome addition to the group, providing an abie keyboard style and contributing four songs.

COUNTRY

THE STORYTELLER AND THE BANJO MAN — Earl Scruggs & Tom T. Hall — Columbia FC 37953 — Producers: Randy Scruggs and John Thompson — List: None Bar Coded

Though the pairing of Earl Scruggs and Tom T. Hall comes as somewhat of a surprise, the match is a 'natch as both artists have established strong notoriety as traditionally consistent figures within the realm of country music. Though the album is in some ways a lament over the changes that have taken place within the consciousness of the American public ("The Engineers Don't Wave From The Trains Anymore" and "There Ain't No Country Music On This Jukebox"), it still gains input from some members of the new breed in country, with guest appearances by Rosanne Cash, Rodney Crowell and the Oak Ridge Boys.

QUIET MAN — John Schneider — Scottl Bros. FZ 37956 — Producers: Tony Scottl, John D'Andrea — List: 8.98 — Bar Coded

Through his television role as Bo Duke in Alabama's Hazzard County, John Schneider has created an Ali-American image, and his musical fare seems to back up that stance. The teen heartthrob had a big crossover record with last year's "it's Now Or Never" remake, and the latest effort also contains covers of Johnny Burnette's "Dreamin'" and Pat Boone's "Love Letters

**BLACK CONTEMPORARY** FUNKAPOLITAN - Pavillion FZ-37969 -Producer: August Darnell — List: None —

Out of the hundreds of funk albums ground out each year, Funkapolitan's debut stands out as being much, much more than just a formulaic endeavor. Danceably delightful English disco/funk fusion with plenty of electronic snapplness, the band plays an assortment of wild Instruments (cabasa, shakere, caxixi, guiro, timball, steel drums, etc.) that aids and abets Its exotic, superiative groove. DOR and B/C fans will enjoy the whole LP, while new wavers should pay attention to the liiting "if

STRONGER THAN EVER - Rose Royce -Epic FE-37939 — Producer: Norman J. Whitfield - List: None - Bar Coded

Nearly a decade old, Rose Royce has earned several gold and platinum records and a host of industry awards for its work,. and the title of its most recent LP is a good Indication of how aimost 10 years of hard work have made their mark. A rowdy, goodnatured party atmosphere starts off the album's opener, "Dance With Me," and from there on the celebration gets moving.

JAZZ

ROUTES TO DJANGO - Birell Lagrene -Antilles AN 1002 - Producer: Jan Jankeje - List: 8.98

It's not fair - no one should be able to play this well, least of all a 13-year-old boy. Detractors will no doubt fault Lagrene for being a carbon-copy of Django Reinhardt, but with this much talent, there's no reason to suppose that the young Sintl gypsy won't develop into a major stylist in his own right. For fans of The Hot Club sound, this record is unsurpassed. The young Lagrene's technique is flawless, his ideas melodic and

GOLDEN LOTUS — Kenny Barron — Muse MR 5220 - Producer: Michael Cuscuna -List: 7.98

A true mainstay of the scene, planist Barron leads a fine quintet here featuring several seasoned pros and a bright newcomer. The music is rich and full, although never crowded, with the contributions of saxophonist John Stubblefield, bassist Buster Williams, drummer Ben Rliey and vibraphonist and former Barron student Steve Nelson right on target. The kind of album that bears a lot of listening.

(continued on pece 10)

#### SINGLES OUT OF THE BOX



JOURNEY (Columbia 18-02883) Still They Ride (3:45) (Weed High Nightmare Music — BMI) (S. Perry, N. Schon, J. Caln) (Producers: M. Stone, K.

There is something sad, almost mournful, In Steve Perry's vocal, as he sings of quasi-mystical night riders in this bluesy lament from the "Escape" LP. Jonathan Cain's doleful acoustic plano work and Neal Schon's crying gultar notes fill out the sonic scenario.

#### FEATURE PICKS

STARS ON (Radio RR 4040)
Rollin' Stars (Start Me Up)\* — Emotional
Rescue\* — Miss You\* — It's Only Rock 'N

POP

Roll (But I Like It) — Brown Sugar — Under

#### NEW FACES TO WATCH



Charlene

Motown recording artist Charlene's highly successful single, "I've Never Been To Me," draws its power from being more than just another mellow, sentimental ballad featuring angelic vocals and lush production values. Behind its soft pop/adult contemporary soundscape is Charlene D'Angelo's own story, a true tale of one woman's difficult struggle towards psychological self-discovery. Illness, personal problems and an austere start in the music industry have all plagued this wholesome-volced lady in the past, yet through a resilient inner strength, she's managed to create something positive from her dire experiences - a song that relates spiritual rebirth in the face of ongoing adversity.

A year after she was born in 1950, the soft-spoken performer contracted meningitis, a deblitating brain disease that put her in a coma straddling the thin border between life and death. When she recovered from that Illness, a lonely, introspective childhood followed, and after she dropped out of school at age 16, she was thrown into even more turmoll. Hurriedly married in her late teens, she gave birth to a daughter, grew dependent on drugs, abused herself, divorced and then tried to break into recording with equally dismal results.

Influenced by the Beatles, Dionne Warwick and Dusty Springfield, as well as by her own innate pain, Charlene put together a series of rough demo tapes at home. impressed with the quality of these demos, a friend introduced her to Berry Gordy, chairman of Motown, at a

movie studio where the music magnate was busy with the production of his company's first feature film, Lady Sings The Blues. Gordy asked Charlene to sing something a capella in the commissary and, two weeks later, signed her to his record label.

Gordy's musical acumen led him to team Charlene up with one of his company's seasoned pros, Ron Miller, who had penned such classics as "For Once in My Life," "A Place in the Sun" and "Yester Me — Yester You-Yesterday." However, fate played the young woman another bad hand - her debut album was released in 1976, but it was quickly passed over by both the public and the press. Disillusioned with her recording career, she quit the business in 1980 and went through a series of redemptive changes that dramatically altered her life. She took a renewed Interest in her daughter, began working with autistic children, discovered Christianity, moved to England and fell in love.

Getting back into pop music was one of the farthest things from her mind when, early this year, a Tampa, Fla. disc Jockey named Scott Shannon played 'I've Never Been To Me" on the air and was deluged with calls from people wanting to know where they could get the record. Responding to the public's overwhelming response, Shannon called Jay Lasker, president of Motown, and excitedly described the glut of calls that besleged the station whenever he played Charlene's platter. Lasker, who had always believed in the singer's talent, re-released the single eventually the entire album - re-signed her to the label and helped spearhead the drive that made the ballad such a resounding, coast-to-coast hit.
How does Charlene react to her new-

found popularity, nearly six years after she first recorded the song? "I feel very humble," she said. "The record is my story: I was a woman who seemingly did everything during her life, but was never able to find peace inside myself. Now, after having gone through so much, I'm trying to tell other women that things don't have to be hopeless.'

My Thumb — Honky Tonk Women — (I Can't Get No) Satisfaction — Get Off My Cloud) (4:39) (All Songs BMI except \*ASCAP) (Producer: J. Eggermont)

After this bit of predictable Stones mimickry, what new frontiers are there left for Dutch producer Jaap Eggermont to conquer? Switched On Doors? Hooked On Hendrix? Zapped On Zeppelin? Stay. tuned.

THE MONROES (Alfa ALF-7119) What Do All The People Know (3:23) (Dode Music/MAM (Music Publishing) Corp./Nineteen-Eighty — ASCAP) (B. Monroe) (Producer: B. Botnick)

Slickly produced power pop with well-executed harmonies is what The Monroes deliver on this debut single. It's an updated 60s sound with a potent bass and drum punch, plus nicely woven gultars and keyboards, for both pop and AOR.

JON & VANGELIS (Polydor PD 2205) I'll Find My Way Home (3:55) (WB Music Corp./Toughknot Ltd./Spheric B.V. -ASCAP) (Vangells, Anderson) (Producer:

With the Greek composer riding the top of the charts, PolyGram goes back to "The Friends of Mr. Cairo" LP to pull another dreamy duet featuring Vangells' sparkling layers of keyboards and ex-Yes man Jon Anderson's floating falsetto. The song ebbs and flows on a tide of glistening synthesizer waves.

COUNTRY

DOLLY PARTON (RCA PB-13234) Heartbreak Express (3:14) (Velvet Apple Music - BMI) (D. Parton)(Producers: D.

Parton, G. Perry)

Dolly continues her slick country approach, incorporating sparse horn inflections and a gritty, '50s-style sax on the title cut from her latest album. Trains have been a traditional favorite topic of country songs, but Parton adds a new twist in leaving town over a broken heart in an "expressive" ren-

OAK RIDGE BOYS (MCA MCA-52065) So Fine (2:47) (Eldorado Music, Inc. — BMI) (J. Otis) (Producer: R. Chancey)

Hot on the heels of a second b-b-b-blg crossover record, the Oak Ridge clan steps forth with an "Elvira" clone. "So Fine' utilizes the same gultar riffs and short baritone sax parts, with Richard Sterban's bass tags closing out the disc. Even before the single's release, scattered country stations had begun to pick up the cut from the

EARL THOMAS CONLEY (RCA PB-13246) Heavenly Bodles (3:05) (Blue Moon Music/Merliark Music/April Music — ASCAP) (E. Lifton, G. Nissenson) (Producers: N. Larkin, E.T. Conley)

In contrast to his usual approach, using self-penned efforts in providing an in-trospective and vulnerable view of a soulsearching man, ETC's latest record, penned by Elaine Lifton and Gioria Nissenson, lends a more generalized overview of the night life. Conley's nasal tenor proves to be equally adept at Interpreting others' material.

**BLACK CONTEMPORARY** 

CHERYL LYNN (Columbia 18-02905)
Instant Love (3:58) (April Music, Inc./Uncle Ronnle's Music Co., Inc./Sunset Burgundy, Inc. — BMI) (L. Vandross, M. Miller) (Producer: L. Vandross)

Lynn is Vandross-ized on this sassy dance number from the upcoming "Sleep Walkin'" LP, with last year's top new B/C talent co-writing, producing, and lending backing vocals here. Lynn's vocals are given plenty of room to stretch out on this potential club and radio hit.

**QUINCY JONES featuring PATTI AUSTIN** (A&M 2417)

Somethin' Special (4:03) (Rodsongs, admin. by Almo Music Corp. — ASCAP) (R. Temperton) (Producer: Q. Jones)

Jones gets mellow and Jazzy on the third single from "The Dude." With a little help from his friends, namely Qwest artist (and

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2



The music and feeling go on forever.



RS-1-3803 Grease 2," the original soundtrack album featuring "Back To School Again" By The Four Tops.

Produced by Louis St. Louis

"Grease 2," A Paramount Picture. Watch for the film, coming in June.

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#### **REVIEWS**

(continued from page 8.

jazz schooled) Patti Austin and right-hand writer Rod Temperton, Q smooths it out for B/C, jazz, A/C and pop.

BILLY OCEAN (Epic 14-02942)

Calypso Funkin' (4:10) (Blackwood Music Inc. — BMI/Interworld Music Ltd. — ASCAP/Motcha Music — PRS) (B. Ocean, N. Martinez, J. James) (Producers: B. Ocean, N. Martinez)

Ocean lands upon a very effective fusion of Carlbbean percussives and flat out funk on this swirling bit of high energy dance music. An excellent encore to last year's hit, "Night (Feel Like Getting Down)."

CON FUNK SHUN (Mercury/PolyGram 76159)

Straight From The Heart (4:21) (Val-ie-Joe/Felstar — BMI) (F. Pilate, N. Wells-Pilate) (Producers: Con Funk Shun)

Con Funk Shun recalls the halcyon days of The Stylistics and such songs as "Betcha By Golly Wow" with this dreamy bit of high vocal work and close harmonies from the "7" LP. Even the guitar sound is the same. A beauty ballad for B/C.

#### NEW AND DEVELOPING

SURVIVOR (Scotti Bros. ZS5 02912) Eye Of The Tiger (3:45) (Holy Moley Music/Rude Music — BMI/WB Music Corp./Easy Action Music — ASCAP) (F.



Sullivan, J. Peterik) (Producers: J. Peterik, F. Sullivan)

If Rocky III is the summer blockbuster everyone is expecting it to be, then this taut, driving rock

theme from the movie shouldn't fail to catch on in a big way. It's hard to keep the feet still to the tense, marching drum beat, while the staccato fuzz guitar chords punch it up like powerful right crosses.

#### **ALBUMS**

#### NEW AND DEVELOPING

JUST SYLVIA — Sylvia — RCA AHL1-4312 — Producer: T. Collins — List: 8.98 — Bar Coded

Two of the most successful mass appeal artists in contem-



artists in contemporary music, Ronnie Milsap and Barbara Mandrell, are produced by Tom Collins, and his work with Sylvia is most assuredly in the same direction as his

two "biggies." The Durango boot representative has developed a strong identity within the country idiom, but this offering, which displays some interesting studio treatment of her vocal performances, should bring her into a new circle

PHIL SEYMOUR 2 — Phil Seymour — Boardwalk NB1-33252 — Producer: Richard Podolor — List: 8.98 — Bar Coded

A solid dose of power pop from this former singer/drummer with the Dwight Twilley Band, Seymour's second album for Boardwalk weaves light, sugary hooks with high-pitched vocals on a disc sure to score with teeny boppers of all ages. Top 40 and AOR will revel in the choices contained here, and some, such as "Talk to Me" and the Twilley composition "Looking For The Magic," may inspire another hit for Seymour.

#### Bruce, Caradine, Cooper Named At WEA International

LOS ANGELES — Keith Bruce, James Caradine and Ken Cooper have been named to senior vice president positions at WEA International. The three executives will be based at WEA International's main offices in New York and Los Angeles.

Bruce will execute his new duties as senior vice president/director, Asia-Pacific operations, from Los Angeles, where he will report directly to executive vice president Phil Rose. Bruce held the position of WEA International vice president and comanaging director of Warner-Pioneer in Japan prior to his new post.

Commenting on Bruce's appointment, Rose said his "twenty year's experience in every facet of the record industry throughout the Asia-Pacific region makes him a most suitable individual to augment our home office's increasing activities with this vital area of the world."

Caradine, who is based in New York, will assume the position of senior vice president, operations. He was promoted from the position of vice president, operations.

Commenting on Caradine's appointment, Nesuhi Ertegun, president, WEA International, said, "Jim Caradine has been with WEA International for four years and in that time has been the person responsible for working with me on the fundamentals of setting up our affiliates in Mexico and Greece, our divisions in Argentina, Zambia and Zimbabwe, and our company in Spain."

Cooper, who is also based in New York, will assume the post of senior vice president-treasurer. Prior to his promotion, Cooper served as group controller for WEA International and before that, as financial controller, WEA Australia.

Commenting on Cooper's appointment, Ertegun said Cooper "has done a fantastic job of building up the finance, administrative and data processing areas of our operation, and we look forward to many more years of his innovative input to the company."

#### **BASF Sales Increase**

NEW YORK — BASF Corp. last week reported first quarter net sales of \$3.5 billion, a 2.3 percent gain over the comparable period in 1981. Conversely, earnings before taxes totalled \$117 million, a 38.3% decline from the first quarter of last year.

The company attributed the earnings decline to price wars in refinery products, a "sharp downturn in potash, the persistently unsatisfactory situation impacting commodity plastics and the weakness in earnings of BASF's North American affiliates due to the recession."

The major BASF U.S. affiliates are BASF Systems Corp. (magnetic recording media and nyloprint printing products); BASF Canada, Inc. (chemical manufacturing); Badische Corp. (man-made fibers and chemicals); BASF Wyandotte Corp. (chemicals); Fritsche Dodge & Olcott, Inc. (flavors and fragrances); and Knoll Pharmaceutical Co.

#### **Destiny Bows Mini-LP**

LOS ANGELES — Destiny Records will soon enter the mini-LP market with release of a four song package by St. Tropez, which will carry a \$5.98 list price. The abbreviated album, titled "Femmed Fatales," will contain the group's current single, "Femmes Fatales," and one other track from their current LP, "Hot And Nasty."

An extensive merchandising campaign, including in-store display, merchandising contests, cash prizes, balloons, buttons and other point-of-purchase material, will be used in support of the release.

#### **EXECUTIVES ON THE MOVE**



ch Goldstone Mastropaolo

RCA Names Muench — The appointment of Teri Muench as talent manager, A&R, contemporary music has been announced. She joined RCA Records in 1978, and held positions in the promotion and sales departments before joining the A&R staff.

**Goldstone Named** — Chrysalis Records has announced the appointment of Michael Goldstone as west coast manager of artist development. He had been with the Chrysalis publicity department for the past four years.

Jay Named — Michael Jay has been named as general professional manager of Mega Records publishing group, Fresh Squeezed Music, Inc. (BMI) and Sha-Mel Music, Inc. (ASCAP). He has served as music director for WLNX, Lintoln, IL. and publishing and A&R duties for Gold Coast Records.

**Mastropaolo Named** — Arista Records has announced the promotion of Mary Ann Mastropaolo to director, personnel and office services for the company. She has been with Arista for six years, most recently as associate director, personnel and office services

Sessa Leaves Warner — Donna B. Sessa, vice president of programming for Warner Home Video, will leave her position to form her own independent production company. At Warner Home Video, she was responsible for program acquisition and development and originated the company's licensing arrangement in the home video marketplace with NBC Television.

with NBC Television.

Christie Joins WCI — Warren A. Christie has been appointed executive director of taxes, Warner Communications Inc. For the past two years, he has been the director of taxes for the Hertz Corporation.

MHE Names Culberg — Paul Culberg has been named vice president and national sales director of Media Home Entertainment. He has resigned his position as national director of sales for Paramount Home Video, a post he has held for the past two years. Abrams Named — Jeff Abrams, national marketing director for Select/Essex Video has been named director of international marketing. He was formerly the western regional sales manager for Media Home Entertainment.

Sechler Named — Tapette Corp. has announced the appointment of Les. D. Sechler as sales manager of the company's video division. He joins Tapette from Total Video Supply Co., San Diego.

**Cornellus To Drake** — The Drake Music Group has named Ron Cornelius as professional manager. As a musician he has had albums recorded by Johnny Cash and Marty Robbins.

Ehrhart Named — James L. Ehrhart has been appointed product development manager for 3M's Magnetic Audio/Video Products Laboratory. His most recent position was manager, diskette products, data recording products manufacturing and laboratory.

**Welss Appointed** — Jive Records has announced the appointment of Barry Weiss as manager, artist development for the United States and Canada. He previously worked for Ariola-America Records and Infinity Records.

**Toler To Rosebud** — Gaynell Toler has joined the staff of San Francisco's Rosebud Agency as office manager. She was formerly marketing and promotions coordinator at Paradigm/Airstrip Records.

Williams Named — Buck Williams has been appointed a booking agent at F.B.I. (Frontier Booking International). He was previously manager of Sea Level and vice president of the Paragon Agency.

Mascla Named — Malverne Distributors, Inc. has announced the appointment of Tony Mascia as buyer for the northeast distributorship. He has spent six years with Fantasy Records as eastern regional division head.

#### **AFM Local 47 Posts 1981 Surplus**

LOS ANGELES — The general fund of the American Federation of Musicians (AFM) Local 47 recently posted a surplus in 1981 of \$372,489, following a strike-related deficit of \$164,000 in 1980. While the relief and strike funds broke even at \$70,213 and \$6,336, respectively, the recently disclosed annual audit of the local revealed that the death benefit fund also posted a \$26,638 surplus.

General fund revenues of \$2,531,550 were primarily derived from \$416,040 in one percent work dues, up from \$402,627 in 1980; membership dues of \$308,184, up from \$294,845 the previous year; and \$1,417,651 in two-and-a-half percent work dues.

The largest single overhead item for the local was salaries, which totalled \$918,319,

#### **Intense Records Bows**

NEW YORK — Intense Records has been formed by Michael Bashkin, Rich Barker and Glenn Barker. Its first release will be "Radio Dial," a single by Broken English, Intense is located at 2421 W. Pratt St., Suite 834, Chicago, III. 60645. The telephone number is (312) 465-3889.

compared to \$894,434 in 1980. Operating expenses dipped, however, to \$470,907 iast year from \$482,192 in 1980. The expense of operating the local's national contracts office also dropped to \$317,142 in 1981 from \$445,421 the previous year.

#### CBS Revises Figures For Second Quarter

NEW YORK — CBS, Inc. last week revised its previously reported estimates of earnings for the first quarter of 1982 from 14.2 million, or 51 cents per share, to \$12.2 million, or 44 cents per share. Estimated revenues for the period have also been revised from the \$1.011 billion previously posted to \$1.013 billion.

A portion of the revenue and operating loss of the CBS cultural cable service had been deferred in the previously reported estimates in anticipation of the formation, early in the second quarter, of CBS/Fox, a joint venture of CBS and the 20th Century-Fox Film Corp. Since the closing of the joint venture has not yet taken place, CBS is refraining from giving accounting effect to those deferrals until the venture has actually been established.



## Only a hosehead would miss a special like this.

Never before in the history of network radio has anything like the Almost Comedy Hour been unleashed on unsuspecting audiences.

You'll hear Bob and Doug McKenzie in this history-making special, along with such stars as Al Franken & Tom Davis, the Too Cute for Radio

<u>All-Stars, Firesign Theatre</u> (in a special guest appearance) and as a final blow, <u>Uncle Miltie</u>.

Okay, don't be a hosehead. Tune in to the Almost Comedy Hour. Check your local listings the weekend of June 18th for the RADIORADIO station near you, and the exact time of broadcast.





COLUMBIA PACTS 415 RECORDS — Columbia Records has signed a distribution agreement with San Francisco-based 415 Records. Under the agreement, 415 will sign artists and Columbia will promote and market the records, the first of which are expected by the end of the year. 415 Records' roster of artists includes Romeo Void, the Units, the Red Rockers and Translator. Pictured at the signing are Al Teller (I), senior vice president/general manager, Columbia Records, and Howard Klein, president, 415

#### **CBS, WEA Black Music Month Pushes Stress Small Retailers**

by Michael Martinez

LOS ANGELES - In step with the trend toward programs emphasizing the involvement of small black retailers, CBS and WEA last week unveiled June Black Music Month campaigns aimed at such dealers. CBS and WEA, which will tie in more closely with the Black Music Month celebration than a year ago, join RCA, Motown, PolyGram and MCA with programs that will work more closely with the ma & pa dealers who provide the initial consumer base for black product (Cash Box, May 22).

The CBS and WEA Black Music Month campaigns focus more on current product than the Motown, PolyGram and RCA programs. Motown will be promoting its midlines and current hot product, while PolyGram and RCA will be using a mix of current product and catalog to build their Black Music Month programs

Another common feature of the CBS and WEA programs is that both will cover a diverse mixture of R&B, black contemporary and jazz acts. And like all the labels contacted in recent weeks, CBS and WEA plan to make greater use of Black Music Month in display material and advertising CODV.

CBS plans a dual Black Music Month promotion featuring both R&B and jazzone program called "CBS Records Jazz, Jazz, Jazz" and another dub-bed "Summer Jam." Columbia vice president of product development Arma Andon said that the project was jointly developed by Columbia and Epic/Portrait/CBS Associated Labels (E/P/A) staffs. Eighteen black contemporary artists and 11 jazz ar-

#### Summit Bows Jones EP

LOS ANGELES - The Summit Label will be releasing the debut solo EP by LeRoy Jones, titled "Suffer For Fashion," in mid-June. It is co-produced by John Alcock (who has produced John Entwistle and Thin Lizzy) and Jim Hill.

Jones, former leader of LeRoy and The Lifters, will have 1,000 promo copies of the EP pressed on white vinvl for radio and college, while all pressings will be on a newly-developed high grade vinyl.

#### B Major Music Formed

LOS ANGELES - Independent music publishing company B Major Music was recently formed by Brenden Okrent, former professional manager of The Special Music Group and general professional manager of Glotzer Management's publishing division. The new firm is located at 4628 Fulton Ave., Sherman Oaks, Calif. 91423. The telephone number is (213) 995-1215.

tists are included in the programs, which call for CBS to develop two special posters featuring artists in each of the programs. Also planned are multi-artist radio spots in all 20 cities where CBS branches are located. In addition, CBS will be supporting its artists who are scheduled to tour in the Kool Jazz and other open-air summer festivals. Andon said that the company would be making time buys in each city the artists tour. All of the radio spots and the posters will make reference to the Black Music Month celebration.

Andon additionally noted that sampler albums featuring the artists in the black contemporary campaign will be distributed to retail for in-store play, particularly at the ma & pa level. A special sampler featuring various CBS jazz artists will also be released to retail.

Black contemporary acts featured in the CBS campaign include: Earth, Wind and Fire, Deniece Williams, a new group called Waldo, Third World, Johnny Mathis, Gladys Knight and the Pips, Cheryl Lynn and Jimmy Cliffe on Columbia; and Luther Vandross, Teddy Pendergrass, Hamilton Bohannon, Bloodstone, the Isley Brothers, a new group named Superior Movement, Lou Rawls, the O'Jays, Fantasy and The Reddings on E/P/A.

Jazz artists to be featured in the CBS Records "Jazz, Jazz, Jazz" campaign include Herbie Hancock, Miles Davis, Charles Earland, Ramsey Lewis, Weather Report, McCoy Tyner, Arthur Blythe, Bob James and Wynton Marsalis on Columbia; and George Duke on Epic.

Best Time

In addition to the radio spots, CBS will be taking out an institutional ad in Jet magazine saluting Black Music Month and encouraging consumers to celebrate it with **CBS** artists

"We believe that we have a very strong and important roster of R&B and jazz artists," said Andon. "We support our black

#### For The Record

NEW YORK - In an article entitled "Majors Pacting Smaller Rock Labels to Limited P&D Deals," which appeared in the April 24 issue of Cash Box, it was reported that a still-to-be-finalized deal between CBS Records and 415 Records would give CBS distribution of the entire 415 roster. In fact, the deal being discussed would not include any past product except the Romeo Void and only future recordings by artists signed to long-term contracts with 415. Any one-off product will continue to be distributed independently.

#### COAST TO COAST

EAST COASTINGS — All systems "go" for gonzo gunner Ted Nugent to ink with Atlantic — all that's missing is the Motorcity Madman's John Hancock . . . Hammond Music Inc. has entered into an agreement with Bob Vernon, aka the Sound Doctor of New Orleans, for the formation of a Crescent City-based label. The imprint, dubbed Zoo Orleans Records, will be a street label modelled on Hammond's Zoo Recordz and will record Louisiana artists exclusively . . . Fast Eddie has upped and left Motorhead in the middle of its North American tour. Brian Robertson of Thin Lizzy will finish the tour in his stead . . . Yes, Columbia has inked Jimmy Cliff. First LP by the reggae star is due in July . . . Atlantic is rumored to have joined RCA in making a bid for Nona Hendryx and Propaganda . . . With The Clash's American tour set to kick off next week, still no word



TASTES GOOD — Janice Marie Johnson (I) and Hazel Payne (r) of Capitol recording group A Taste Of Honey recently guested on ABC-TV's American Bandstand. Pictured with the singers is Bandstand host

on where Joe Strummer is. The volatile Brit-rocker hasn't been heard from in several weeks . . . East Coasting's Punof-the-Month award goes to guitarist James Blood Ulmer, whose next Columbia album will be titled "Black Rock." For those of you beyond the gates of Gotham, "Black Rock" is the nickname given the CBS building in New York ... And the Beatles memorabilia just keeps on comin'. Two new books, The Beatles For The Record from Canada's Totem Books and As I Write This Letter from the Ann Arborbased Pierian Press have recently hit the shelves, while an interview album, "The Beatles Talk Downunder" on PVC has just made its way into the bins. We'd have to recommend you take a pass on both the books unless you're positively

hard-core. The first is primarily a photo book composed for the most part of all-too familiar photos, while As I Write This Letter is a collection of fan remembrances in letter form. However, the LP offers a unique collection of radio interviews from the Beatles 1964 tour of Australia and has more than a few fascinating moments. Running over an hour in length, the single-disc LP also includes words with second-string drummer Jimmy Nicol, who handled several dates for a sick Ringo Starr. Worth hearing . . . Dick Fox of Fishof-Fox Ltd. has been named exclusive talent buyer for the South Street-Seaport's "Save Our Ships" summer series . . . The new Peppermint Lounge opens this Wednesday at 100 Fifth Avenue, with Pete Shelley as first act... Elvis Costello fans are advised to check out New York singer Jo Marshall, whose set includes two tunes, 'Mighty Man" and "True Love," written for her by Costello. Incidentally, Marshall is also sitting on a four-song demo on which she is joined by Costello, Nick Lowe, drummer Pete Thomas and Shrapnel guitarist Daniel Rabinowitz . . . Ann Arbor's Blind Pig label has signed with BIII Wyman and Ripple Records to release a live Buddy Guy/Junior Wells LP in the U.S. and Canada. The band also features Wyman, pianist Pinetop PerkIns, guitarist Terry Taylor and drummer Dallas Taylor... The disc will be titled "Drinkin' TNT 'N' Smokin' Dynamite"... Producer Eddy Offord continues to make his presence felt in Atlanta. The producer for the likes of Yes and Billy Squier has turned out LPs by The Dixle Dregs and The Late Bronze Age since settling in Atlanta and will soon begin work on the next Ziggurat album for Robox Records... Congrats to The Marshall Tucker Band's keyboardist Jerry Eubank and his wife, Libby, on the birth of their daughter, Laura Elizabeth fred goodman their daughter, Laura Elizabeth

POINTS WEST -- At a May 19 press conference in Los Angeles last week, Stevie Wonder and Pattl Davis Reagan publicly announced support of global nuclear disarmanent and rapped about their upcoming roles in the June 6 "Peace Sunday" no nukes concert, where they'll be joining Linda Ronstadt, Stevle Nicks, Muhammed All and Jackson Browne in the struggle for a sane defense system . . . A new book about the life and times of Doors mastermind Jim Morrison, entitled An Hour For Magic, came out a short while back and quickly sold out its first run of 50,000 copies. To comemmorate this deed, a gold book will be presented to the volume's author, Frank Lisciandro, during a private party held at L.A.'s Museum of Rock Art on June 2. In addition, rare photographs, films and video involving Morrison are set, including a 1970 curiosity called Highway, a 50-minute film written, produced and starring the late singer/com poser/poet. The Morrison exhibit continues at the museum through July, and many of the photos on display will be for sale . . . The latest Go-Go's single, which should be out on June 22, is "Vacation" b/w "Beatnik Beach," the latter a Charlotte Caffey/Belinda Carlisle oldie written during the ladies' appearances at Los Angeles' legendary Masque club. Jacket art for the 45 is said to portray the group in a water ballet pose, described by one insider as being "very Cypress Gardens." The band's album will include both songs and other ditties including "Speeding" and "This Old Feeling" . . . Industry veteran **Stan Monteiro** has formed Stan Monteiro & Assoc., an indie company providing marketing, promotion, merch and sales support. He can be reached at (213) 874-3353 . . . Surf riffers Jon & The Nightriders are working at Gold Star Studios on an EP with producer Shel Talmy, with a follow-up LP coming soon . . . Posh Boy Records' Robbie Fields traveled to Moscow on May 5 to negotiate a deal with Mezhdunarodnaya Kniga, the Soviet pop label. Fields is looking at the production and distribution possibilities of Carnaval, the first U.S.S.R. outfit ever to record in English. Let us hear your balalaikas ringing out . . . Canadian "rock-apella" sensations The Nylons are playing San Francisco's Boarding House May 19-23, and the opening night show has already been sold out, even without a U.S. record release by the singers . . . Edith Massey, the massive "Egg Lady" of John Waters' gross-out epic *Pink Flamingos*, is shopping her version of "Big Girls Don't Cry" around to various labels, but so far no one's biting . . The Plimsouls' Peter Case tells us that the band was recently signed to endorse the prestigious Rickenbacker line of guitars. The Rickenbacker "sound," you may recall, was popularized by the Beatles and the Byrds back in the '60s . . Two rock movies, the Rolling Stones concert film directed by Hal Ashby and The Secret Policeman's Other Ball starring Sting, Pete Townshend, Jeff Beck and Eric Clapton, will probably be in theaters before the end of the summer. On other celluloid fronts, E.T. The Extraterrestrial, the newest offering from Steven Spielberg, has been scored by Academy Award-winning composer John Williams, who added musical atmosphere to Jaws, Star Wars, Raiders of the Lost Ark and Close Encounters. ieffrey ressner

#### NAB Challenges Lack Of Cable **Radio Rovalties**

tween the American Society of Composers. Authors and Publishers (ASCAP), Broadcast Music, Inc. (BMI) and SESAC, the music licensing organizations.

The 1979 cable royalties plan is essentially the same as the 1978 plan, with the only difference being a lower 70% rate for film and television show producers and a higher 15% rate for professional sports leagues and the NCAA, according to CRT commissioner Tom Brennan.

The NAB is asking for a full-court hearing on the 1978 Appeals Court decision because the three-judge panel has already made a ruling on the original CRT decision. It has appealed the 1979 decision to the U.S. Court of Appeals because that is the next available channel for appeal of the 1979 CRT decision which, so far, has not been challenged in court.

**Need Royalties** 

The NAB is arguing that radio programs transmitted through cable systems are indeed deserving of a portion of the royalty payments generated. "Radio stations are often retransmitted through cable systems, and radio stations are the copyright owners of any programming that is produced locally," said Jim Popham, NAB vice president, government liaison. "Some cable systems will sell you a radio hook-up for an extra \$15 or something, and you can hear FM broadcasts from another city." For that reason, Popham felt that radio broadcasters are entitled to a share of the cable rovalty fees.

In its ruling on 1978 fees, the CRT felt that "the tribunal didn't feel that the radio claimants had presented a satisfactory case,' said Brennan, who added that this issue is likely to resurface when the CRT begins hearings on the 1980 cable copyright royalty fee distribution. It wouldn't be surprising if the CRT changed its position on

the issue, he added.

Coincidentally, the NAB petition comes on the heels of a recent decision by the Canadian Radio-Television Telecommunications Commission (CRTC) barring Canadian cable television stations from adding American radio stations to their distribution signal. The CRTC will, however, allow existing stations to continue to be distributed through Canadian cable television signals. (Cash Box, May 22)

The newness of the issue of royalties for feeding radio signals through cable television systems is a good part of the problem so far, according to Lisa Freide, vice president, operations, National Radio Broadcasters Assn. (NRBA). "Part of the problem with the CRT is that the whole cable revolution has happened very suddenly, and it's been only very recently that radio broadcasters have gotten into it and imported their signals," said Freide, adding that she believed the number of radio broadcasters using cable systems had increased since 1978 and will continue to grow

#### First American To Release The Solution LP

LOS ANGELES - Seattle-based First American Records recently announced it was rush-releasing a new LP by Dutch band Solution, titled "It's Only Just Begun." The label just acquired American distribution rights for the LP, which has earned gold awards in Europe. A major U.S. push is planned for the band.

#### **Platinum For Diamond**

NEW YORK - Columbia recording artist Neil Diamond's most recent LP, "On The Way To The Sky," was recently certified platinum by the Recording Industry Assn. of America (RIAA).

#### Superstar Talent Lineup Puts CBS, WEA Direct Sizzle In Summer Concerts

Blackhearts and The Go-Go's will be appearing at large venues around the country. Besides those popular performers, a higher than usual number of other topdrawing entertainers including The Police, Dolly Parton, Elton John, Journey, Queen, Eric Clapton, Foreigner, Chicago, Joni Mitchell, Juice Newton, Cheap Trick, The Commodores and Heart plan to do live gigs, with one major attraction, The Doobie Brothers, making arrangements for their farewell tour after they announced last month that the group will splitting up. In addition, performers such as Al Jarreau, The Steve Miller Band, Kenny Rogers, Genesis, The Clash, John Denver, Bonnie Raitt, Air Supply, Kenny Loggins, Rickie Lee Jones, Grover Washington, Jr., The Charlie Daniels Band, REO Speedwagon, Chuck Mangione, Barbara Mandrell and The O'Jays are all set to appear at different locations during June, July and August.

In many cases, concert promoters will be directly competing with the summertime surge of such new fantasy/science fiction films as Conan, E.T., The Extraterrestrial, Star Trek II: The Wrath of Khan, Firefox, The Thing, Tron and Poltergeist, all of which are expected to draw large numbers of kids and young adults who are a major part of the demographic group known to frequent concerts by musicians. Still, promoters nationwide - from Barry Fey's Feyline Productions based in Colorado to John Scher's Monarch Entertainment firm which handles concerts on the northeastern seaboard - feel that this summer has the potential to garner huge

Even with the decline of the economy, the state of the recording industry, and last year's financially ruinous rock tours, concert promoters from coast to coast seem optimistic that audiences will shell out big bucks for shows in the months ahead "We're certainly not on a bummer." said Gary Perkins, a spokesperson for Los Angeles' Avalon Attractions, which is promoting such events as a "Summer Strut" show featuring Foreigner, Loverboy. Scorpions, Iron Maiden, and Huey Lewis and the News at Anaheim Stadium along with concerts by Aldo Nova, Sparks, and a special Fourth of July celebration with Journey, Blue Oyster Cult and Triumph at Pasadena's Rose Bowl in the weeks ahead.

"This year we feel very safe with arena and stadium shows by acts like Foreigner and Van Halen," commented Perkins, "As a matter of fact, we passed on Blondie because we haven't heard the new album. and they've changed their format so many times it's hard to say what kind of numbers they'll attract.'

Although solo performances make up the bulk of this season's schedule, promoters are also banking on the success of several package shows to bring in revenue that may have eluded them last year when many big-name artists were unable to fill large arenas. Some acts, like Queen and Billy Squier or Elton John and Quarterflash, will be travelling together around the U.S., while other bands will be joining forces for special multi-headliner packages in different locations. Philadelphia's Electric Factory Concerts agency headed by Larry Magid, for example, is expecting large returns on two of their outdoor shows held at Philly's 90,000seat JFK Stadium, including a \$15.75-perticket June 19 show starring Foreigner, The Kinks, Joan Jett, Loverboy and Huey Lewis and the News, and another concert dubbed the "Soul Bowl" held on July 3 which will feature Rick James & the Stone City Band. Kool & The Gang, Maze, War, The Bar-Kays and Atlantic Starr.

A large number of music festivals appear to be proliferating around the country as well this summer. Regional events like Philadelphia's American Music Festival with 60 different shows and Chicago's annual Chicagofest - which is expected to feature about 600 acts, including headlining gigs by Frank Sinatra, Kool & The Gang, The Oak Ridge Boys and The Doobles are viewed as two of the largest musical gatherings upcoming, with Chicagofest officials hoping to top the million mark in attendance figures after last year's record 843,000 audience.

#### **Corporate Sponsors**

Many large corporations, even with the recessionary economic climate, are continuing to sponsor major concerts, most prominent of which are the Dr. Pepper series based in New York's Central Park and the Brown & Williamson Tobacco Corp.'s Kool jazz festival, which will be presented in 20 cities this year and spotlights such acts as The Miles Davis Sextet, The Herble Hancock Ensemble, The Crusaders, Ella Fitzgerald, Sarah Vaughn, Weather Report, Oscar Peterson and George Benson, among hundreds of other acclaimed jazz musicians.

Benefit concerts for various political causes have been a summer staple since the 1960s, and this year's lineup of fundraising rock 'n' roll events promises to pull in lots of money aimed at enacting certain government legislation. Linda Ronstadt recently announced she'll be making her first public appearance this year when she performs at a "Peace Sunday" date on June 6 at Pasadena's Rose Bowl to protest the buildup of nuclear weapons. She'll be joined by such artists as Stevie Wonder, Jackson Browne, Dan Fogelberg, Graham Nash, Steven Stills, Gary U.S. Bonds, Gil Scott-Heron and Tai Mahal in what's being billed as "a musical, cultural and spiritual event."

A similar anti-nuclear rally/concert is scheduled to take place in New York City on June 12 in Central Park, with Ronstadt and Browne performing as well as James Taylor, Third World, Rita Marley, Pete Seeger, Holly Near and others. The New York event, expected to draw nearly 500,-000 people, is set to coincide with the United Nations' Special Session on Disarmament which opens on June 7th

#### **ERA** Benefit

Another cause that is hoping to draw support from music lovers is the ratification of the Equal Rights Amendment, for which The Committee to Ratify ERA is holding a "Concert for Equality" on May 30 at the Los Angeles Sports Arena. With Christine McVie with Mick Fleetwood and Lindsey Buckingham, The Motels, Nicolette Larson, Darlene Love, Helen Reddy and appearances by other recording artists scheduled, the show's promoters hope to drum up aid for the ERA which faces a 30day deadline to complete ratification in four

While many promoters seem to feel this summer could be the best in recent years, most were wary of making any long-range projections. Because so many different traditional formats are represented - rock, pop, country, MOR, black contemporary as well as modern trends like new wave and reggae which are increasingly gaining in popularity, this summer's concert agenda has a chance to attract an extremely broadbased market. Still, the promoters stressed, the only time profits can be accurately gauged is at the end of the season, not the beginning. However, if the lineup of talent is any indication of the odds for success, it's practically certain promoters will enjoy a long, hot summer ahead.

#### **Black Music Push** To Small Dealers

artists all year; but we couldn't think of a better time to launch a program like this than during Black Music Month."

He said that the R&B campaign was designed to run through the first of July, while the jazz campaign would run throughout the summer.

'The Heritage of Black Music Continues' is the title of WEA's Black Music Month campaign, which is set to hit 12 cities, including Atlanta, Miami, Chicago, Cleveland, Detroit, New Orleans, Los Angeles, San Francisco, Washington D.C., Philadelphia and New York.

A special Black Music Month poster, which features the campaign slogan, has been developed, according to Hank Caldwell, WEA vice president of black music marketing, who added that the national campaign will feature normal instore merchandising, (flats, etc.), in addition to radio spots featuring the artists in the promotion. Half of the spots will remind listeners that June is Black Music Month, and the other half will plug the WEA campalgn slogan.

Caldwell said that the WEA black music field marketing team would have a special incentive this year to develop special regional programs connected with the campaign. WEA president Henry Droz will present the "President's Award For Excellence in Marketing Black Music" to the branch or sales office that produces the best "Heritage of Black Music" campaign in the country. The award will be an annual event for as long as there is a Black Music Month, and each year the award will be sent to the winning marketing team's office for display throughout the year.

Caldwell said that branches will be encouraged to develop creative campaigns and will be able to tailor some programs specifically for their region.

As an incentive to stock the product to be featured in the promotion, WEA plans to offer special discounts and dating programs.

Artists to be featured in "The Heritage of Black Music Continues" include: Larry Graham, Randy Crawford, Kid Creole and Bootsy Collins on Warner Bros.; Whispers, Shalamar and Lakeside on Solar; Patrice Rushen, Ren Woods and Grover Washington on Elektra/Asylum; and the original soundtrack to Soup For One, Change, Narada Michael Walden and Roberta Flack on Atlantic.

#### **VSDA Board Meet**

a general market study up to this point, and it was agreed on all sides that there was a need for such a broad statistical analysis. What the suppliers offered, she noted, was to provide the results of their own individual surveys and studies to VSDA

"Many different types of home video studies exist analyzing a certain aspect of the market or, in the case of several studios. tracking sales or rentals on particular ti-Solomon noted. "In some cases, such as Paramount, these studies have not been made available in the past. The fact that they're willing to provide us with this information is a very encouraging step in cooperating on a general market study."

Regarding piracy, counterfeiting and illegal duplication, Solomon pointed out that both the VSDA board and the suppliers were in agreement that it is taking too long to process criminal cases and get legal action in this area. The possibility of joint civil suits was mulled over, and everyone seemed to feel that while tough new antipiracy laws passed by Congress would help contain the problem, the VSDA board, with

(continued on page 16)

### MERCHANDISING

**TOP 200 ALBUMS** 

#### Wonder Top Debut In Deluge Of Heavy Hitting New Releases

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is the second quarter barrage of heavy hitters debuting on the Cash Box Top 200 Albums chart, with no less than seven cracking the Top 100, led by Stevie Wonder's "Original Musiquarium I." Wonder's latest offering came in at #4 bullet, becoming the highest debut of the year thus far. The two-record set also scored heavily on the Cash Box Top 75 Black Contemporary Albums chart, coming in at #1 bullet in its first week of release. Extremely good retail out of all regions, with excellent initial reaction at the racks — this will be a huge rack item. In addition to the album, the second single, "Do I Do," was the highest debut on the Cash Box Top 100 Singles chart this week at #72 bullet. TOP TEN HIGHLIGHTS — Paul McCartney remains a very solid #1 bullet for the second

straight week. Top 10 at the racks after three weeks. The LP also debuted on the Black Contemporary Album chart at #40 bullet this week. . . Van Halen moves up a point to #5 bullet with good retail everywhere, led by the South, Midwest and West. Top 25 rack sales. . Willie Nelson moves to #8 bullet, up from #9. Sales are strong in all regions, particularly the South, and the LP is a solid rack item. His "Always On My Mind" single cracked the Top 10 on the Cash Box Top 100 Singles chart at #10 bullet.

TOP 100 HIGHLIGHTS — The Human League notches up a point to #13 bullet behind

continued huge sales on the coasts. The album is finally starting to make some noise at the rack level. . . Ray Parker, Jr. moves up two points to #16 bullet with good retail activity everywhere, especially the South and Midwest. . . Toto breaks into the Top 20 at #19 bullet, up from #23, with exceptionally strong sales action in the West and Midwest, good sales in the East and South and increasing action at the racks. The "Rosanna" single also had a fine week, jumping to #14 bullet from #20. . .Patrice Rushen, #24 bullet, up from #27, continues to do well, taking a four-point jump behind good sales in the East and South, with momentum also beginning to pick up in the West. . . Two of the hotter heavy metal groups at the moment are Rainbow, #31 bullet, up from #35, and Blue Oyster Cult, #35 bullet, up from #46. Both of these albums are strongest in the Midwest and West and are starting to kick in at the racks...John Cougar takes a good 12-point jump to #37 bullet based on good retail reports out of the Midwest, West and South. The single "Hurts So Good" leaped to #24 bullet from #35 on the Cash Box Top 100 Singles chart. . . The Motels, #44 bullet, continue

strong in the West and Northeast.

101 TO 200 HIGHLIGHTS — Closing in on the Top 100 at #101 builet, up from #114, is Haircut 100's "Pelican West." Nice sales out of the East and West. The single "Love Plus One" hit the Top 100 Singles chart at #85 bullet. . . William "Bootsy" Collins, #116 bullet, up from #130, is receiving good reaction in the South and West. . . Barbara Mandrell takes a 24point jump to #128 bullet, up from #154. Fair retail out of the South and Midwest, but good rack action spurred by the single "'Til You're Gone" has helped here. . .Ambrosia, #129 bullet, up from #144 is selling in the Midwest and West. . . Marshall Crenshaw, #139 bullet, up from #161, is a fairly big East Coast item at this point.

DEBUTS — Not far behind Stevie Wonder is Queen, which debuted at #14 bullet this week. Solid retail out of every region, as well as black sales activity reported out of the South and East. . . Coming in at #48 bullet is .38 Special with solid retail out of the South, Midwest and West. . . Cheap Trick hits the chart at #59 bullet. The LP is particularly strong in the Midwest and West initially. . . Juice Newton, #84 bullet, is especially strong in the Midwest and South. Good early indications at the racks as well. Her single, "Love's Been A Little Bit Hard On Me," is very hot, going to #18 bullet from #23, on the pop chart and to #55 bullet, up from #67, on the Top 100 Country Singles chart. It is also one of the hottest jukebox records currently out there in both pop and country locations. . .Squeeze, #96 bullet, is big in the East and West. . .Ashford & Simpson, at #99 bullet, is taking off in the South and East. . Neil Diamond, #111 bullet, shows good early retail out of the Midwest and South. Look for this to explode next week at the racks. . .Frank Zappa, #145 bullet, is breaking out of the West and Midwest. The album contains the song "Valley Girls," with improvised monologue supplied by Zappa's daughter Moon Unit . . . The latest exercise offering comes from Jane Fonda at #151 bullet. This is essentially selling at the racks . . . The Reddings, #163 bullet, is breaking out of the East and West . . . Herbie Hancock, #167 bullet, is happening out of the East and Midwest.

RECORDS TO WATCH - Albums expected to hit the charts soon include "Throwin' Down" by Rick James on Gordy/Motown; Richard Simmons' "Reach" on Elektra; "Tuckerized" by The Marshall Tucker Band on Warner Bros.; The Soup For One soundtrack on Mirage; and Frankie Miller's "Standing On The Edge" on Capitol.



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

### REGIONAL ALBUM ANALYSIS

#### NATIONAL BREAKOUTS

- .38 SPECIAL
- **PATRICE RUSHEN**
- 3 JOHN COUGAR
- 4 RAINBOW
- SQUEEZE
- **DAZZ BAND**
- **CHEAP TRICK**
- **8 JUICE NEWTON**
- **BLUE OYSTER CULT**
- 10 PAT METHENY
- 11 ANNIE
- 12 MOTELS
- 13 O'JAYS
- 14 BARBARA MANDRELL
- 15 ASHFORD & SIMPSON

#### **NORTHEAST**

- 1 SQUEEZE
- ANNIE
- PATRICE RUSHEN
- **TOMMY TUTONE**
- MARSHALL CRENSHAW **GRAHAM PARKER**
- **DREAMGIRLS**
- RAINBOW
- JOHN COUGAR 10 PAT METHENY

#### **SOUTHEAST**

- .38 SPECIAL
- JUICE NEWTON
- SQUEEZE
- **BARBARA MANDRELL**
- RAINBOW
- **DAZZ BAND**
- **PATRICE RUSHEN**
- **TEMPTATIONS**
- CHEAP TRICK
- **ASHFORD & SIMPSON**

#### BALTIMORE/ WASHINGTON

- 1 ANNIE
- 2 O'JAYS
- 3 TEMPTATIONS
- **BLUE OYSTER CULT**
- .38 SPECIAL
- PATRICE RUSHEN
- **DREAMGIRLS**
- CHANGE
- JUICE NEWTON
- 10 PAT METHENY

#### **WEST**

- 1 MOTELS
- 2 CHEAP TRICK
- 3 SQUEEZE
- PATRICE RUSHEN
- .38 SPECIAL PAT METHENY
- 8' DAZZ BAND
- **DENIECE WILLIAMS**

#### **MIDWEST**

- JOHN COUGAR
- RAINBOW
- .38 SPECIAL PAT METHENY
- **CHEAP TRICK**
- JUICE NEWTON **BLUE OYSTER CULT**
- **JETHRO TULL**
- NEIL DIAMOND
- FRANK ZAPPA

#### NORTH CENTRAL 6.

- JOANNIE GREGGAINS
- ANNIE
- JANE FONDA
- HANK WILLIAMS, JR.
- BARBARA MANDRELL
- NEIL DIAMOND RAINBOW
- **PAVAROTTI**
- TOMMY TUTONE
- **BLUE OYSTER CULT**

#### DENVER/PHOENIX 7.

- JOHN COUGAR
- .38 SPECIAL
- **PATRICE RUSHEN**
- ONE WAY
- RAINBOW
- SPLIT ENZ
- CHARLENE
- **DAZZ BAND** JUICE NEWTON
- SQUEEZE

#### JOHN COUGAR

#### SOUTH CENTRAL

- **2 DENIECE WILLIAMS**
- 3 ASHFORD & SIMPSON
- 4 MOTELS
- 5 O'JAYS
- JOHN COUGAR
- WILLIAM "BOOTSY" COLLINS
- CHANGE
- **BLUE OYSTER CULT**
- 10 CHEAP TRICK

#### WHAT'S IN-STORE

DAILY NEWS ROCKS - The New York Daily News, which heavily supports the music industry editorially and through such promotional vehicles as annual "Give The Gift of sections, Sunday Magazine cover features and picture centerfolds, summer festival T-shirt iron-ons, and ticket sweepstakes, is starting a weekly series of rock star centerfold posters in the Sunday comics section. The series immediately follows the culmination of a highly successful 13-week poster series that caricatured Yankees and Mets baseball stars. According to **Jody Dunowitz**, music manager for the News, the series begins June 6 with Rick Springfield and will run throughout the summer, with Van Halen, Paul McCartney and Blondie already scheduled to follow Springfield. Instead of caricatures, the rock posters will feature four-color portraits created by guest artists. The News is offering ad support to retailers, who can buy the reverse side of the twopage centerfold and use either color or black and white, the latter not normally allowed in the comic section. Disc-O-Mat's John D'Antoni reports that the chain is teaming with CBS to back the June 20 McCartney poster. Dunowitz says that the 70 radio spots supporting the posters will also help retailers, as they will feature a prominent cut from the postered artist's product in the background. "Helping the music industry is a specific goal of the series," explains Dunowitz. "In turn, that helps retailers.

PIZZA PIES - Licorice Pizza is giving away the Elektra/Musician sampler LP to buyers of any two albums in the label's new jazz line. The store hopes to generate multiple sales, as well as future sales, of product by other artists spotlighted in the sampler. contest involving the chain's bestselling Missing Persons EP is giving away a VHS videocassette recorder along with the Missing Persons video as grand prize. Second prize is a night on the town in a chauffered limo to the tune of the EP track "Destination

Twenty-five EPs make up the third prizes.

TYING LOOSE ENZ - A&M Records is relying heavily on MTV in augmenting its traditional marketing plans. To support the release of Split Enz' new "Time And Tide" LP, it is buying ads in 10 MTV markets that tag the cable music video channel as well as local retailers. According to Burt Miller A&M's national artist development coordinator, MTV provided its market coverage list and from it A&M selected Split Enz strongholds in which to tag its radio and print ads with "See them on MTV." Explains Miller, "We've found that Split Enz sells albums in MTV areas where there is slim airplay." MTV heavily promoted the May 15 "world premiere" showings of the group's new videos for "Six Months In A Leaky Boat" and "Dirty Creatures" off the new album, and has also given four earlier Split Enz videos heavy play. Another A&M act that has benefited from MTV is Rupert Hine, whose singles "Surface Tension" and "Misplaced Love," both from the 1981 "Immunity" LP, were shown on the channel. Response to the videos was such that retailers in MTV markets called A&M to report sales of the LP despite little or no airplay. Now MTV has added Hine's new single "The Set Up" from the album "Waving Not Drowning," to its rotation. The album, however, was released by A&M in Canada and England and is available in the U.S. only by import. So last week Miller sent out letters to retailers within MTV's reach informing them of "The Set Up" video play and the availability of the "Waving Not Drowning" import. He enclosed a prestamped postcard asking interested retailers to return it for forwarding to importers who would supply the album.

THE CAVAGE PATCH - Cavages, along with Epic Records and Buffalo night club Uncle Sams, recently held the "world premiere" hearings of the new albums by Cheap Trick, Heart and Kansas during a "Cavages Listener Appreciation Night" at Uncle Sam's. Admission to the event was by ticket only, and tickets were available free at Cavages stores. Two parties were held, one at 7:00 p.m. for those under 18, and the other at 10:00 p.m. for the regular crowd. The early show drew 300, while the second show brought 500. The reverse side of the ticket was a coupon worth a dollar off on any

of the three albums, good through June.

DOCTORS' ORDERS - Milwaukee's Radio Doctors, having just concluded a month of sales on PolyGram and soul and jazz product, is now devoting its energy to this month's opening of the seventh Mainstream outlet. Mainstreams are serviced by Radio Doctors and form its biggest chain



LAYING DOWN THE LAW - Venture recording duo Cheri, whose "Murphy's Law" single is bulleting up the pop and B/C charts, visited the Kemp Mill Record Shop in Washington, to sign autographs and chat with fans. Pictured on the far left are Rosalind Milligan and Lynn Cullerier of the group.

#### **Dealers Bow Video Game Rental Plans**

are automatically eligible for the video game rental club privileges.

While it has not established a formal rental club yet. New England Home Video, the three-store chain based in Groton, Conn., offers a video game rental program that permits customers to rent a game for one week at a \$4.95 rate, with no deposit and only proper ID required. Under the plan, the New England stores do not apply the rental fee toward a purchase if the customer decides he'd like to keep a copy of the

According to Gary Grimm, operator of New England Home Video store in Groton, there is a substantial profit potential in this approach. "With the wholesale cost of the cartridge about \$13, all you have to do is rent a title three times and you've recouped your money. Over a six-month period, rental revenue is gravy."

Grimm said that the chain was developing a rental club program whereby customers could join for a \$20 annual fee that would allow them to rent the games at a discount and apply the fee toward purchase if the customer enjoys the game.

Both American Tape and Video and New England Home Video offer a wide selection of cartridge lines. The Atlanta-based company offers Atari software for the 2600 home console and the Atari 400 computer. American Tape and Video also carries Intellivision, Odyssey, software and Activision and Apollo software, which is compatible with Atari equipment. The New England store carries many of the same lines, except the Atari computer and software and the Odyssey line.

McElroy said market competition has increased in the last 18 months due to a number of stores opening. He said many of the dealers that entered the marketplace began selling hardware at prices just above cost, forcing other dealers to do the same.

You'd have to sell a tremendous volume if you wanted to make any profit," said McEiroy. "We had to find ways to increase our hardware volume sales.

Noting that the three-year old store sold a full line of home entertainment items and computers, he said that a couple of months ago, the stores offered customers a deal where if they joined the movie club, one benefit would be that the customer could purchase any video recorder, disc player, video camera or big screen TV for five percent above dealer cost.

"I'm the one taking a risk in this situation, especially if I'm only making five percent above cost," said McElroy, "but I've got to gamble that the customer will return to the store to rent movies, games, buy blank tapes and bring his video unit in here for repairs. We're trying to build the one-stop home video entertainment concept here.

He suggested that viewing the business as a software oriented market, and crossmerchandising software with hardware sales, could help achieve that goal.

Both McElroy and Grimm agreed that customer response to the rental plans have been excellent. Grimm noted that other stores in his market are beginning to develop video rental programs.

#### BREAKOUTS/PLUS PROFIT

#### *A*LBUM BREAKOUT

STEVIE WONDER'S ORIGINAL MUSIQUARIUM I -

STEVIE WONDER'S ORIGINAL MUSIQUARIUM I—STEVIE WONDER — TAMLA/MOTOWN 6002TL2

Breaking out of: Camelot — National, Musicland —
National, Sound Unlimited — National, Wherehouse —
National, Handleman — National, Lieberman — Portland/Dallas, Harmony Hut — East Coast,
Soundtown/Hastings Book — Southwest, Everybody's — Northwest, Strawberries — New England, Caldor —
Northwest, Strawberries — New England, Caldor — Northwest, Strawberries — New England, Caldor —
Northwest, Spray's — South Florida, Gards — Virginia — Northwest, Strawberries — New England, Caldor — Northeast, Spec's — South Florida, Gary's — Virginia, National Record Mart — Midwest, Tower — Los Angeles/Campbell/San Francisco/Sacramento/Seattle/San Diego, City One Stop — Los Angeles, Licorice Pizza — Los Angeles, All Record Service — Oakland, Record Factory — San Francisco, Johns — Los Angeles, Charts — Phoenix, Big Apple — Denver, Mile Hi — Denver, Dan Jay — Denver, Wilcox — Okiahoma City, Tape City — New Orleans, Leisure Landing — New Orleans, Boatners — New Orleans, Hotline — Memphis, Port O' Call — Nashville, Bib — Charlotte, MERCHANDISING AIDS: 2x2 Poster, Album Jackets

#### SINGLE BREAKOUT

THIS MAN IS MINE - HEART - EPIC 14-02925 Breaking out of: Potomac One Stop — Baltimore, — Tower — San Francisco, Alta — Phoenix, Karma — In-dianapolis, Richman Bros. — Philadelphia, Disc-O-Mat Tower — San Francisco, And dianapolis, Richman Bros. — Philadelphia, Disc-U-Mat — New York City, Tower — Sacramento, Record Theatre — Cleveland, Everybody's — Portland, Tape City — New Chang Lieberman's — Portland.

#### TOP SELLING ACCESSORIES \*

Allsop Cassette Head Cleaner (77000) Apollo Videogame "Space Cavern" (2002) Audio Technica Sonic Broom (AT 6012) Bowers Outer LP Sleeves

- (3) Discwasher D-4 11/4 oz. Refill Fluid
- (3) Discwasher D-4 System Kit Discwasher "Perfect Path" Cassette Head Cleaner

Maxell UDXL I C-60

(A) Maxell UDXL II C-90

Maxell UDXL II C-90 (2/BAG)

Maxell VHS-120

Memorex MRX I C-60

Recoton Record Guard Anti-Static LP Inner Sleeves

TDK DC-90

- (5) TDK DC-90 (2/BAG)
- KH TDK SAC-90

Compiled from: Sound Video, Unlintd. — Chicago • Dan Jay — Denver • Lieberman — Denver, Portland • Peaches — Cincinnati, Columbus • Tower — Sacramento • Cavages — Buffalo • Radio Doctors — Milwaukee • Big Apple — Denver • Gary's — Virginia • Cutler's — New Haven • Karma — Indianapolis • Charts — Phoenix • Liccrice Pizza — Los Angeles • Sound Warehouse — San Antonio • Record Theatre — Cincinnati.

#### TOP SELLING MIDLINES

A Flock of Seagulls • Jive/Arista VA 66000

AC/DC • Let There Be Rock • Atco SD-36151 Beatles • Rock 'N Roll, Vol. I • Capitol SN/16020

Tommy Bolln • Private Eyes • Columbia C-34329

Tommy Bolln • Teaser • Nemperor/CBS PZ 37534

Bow Wow Wow . Last Of The Mohicans . RCA CLP1-4314

The Doors • Elektra EKS 74007

Bob Dylan • Planet Waves • Columbia PC-37637

- (3) Haircut 100 Pelican West Arista AL 6600 Human League • Dare • Virgin/A&M SP-6-4892
  - Janis Joplin Farewell Song Columbia PC-37569
- Missing Persons Capitol DLP-15001

Tom Petty and the Heartbreakers • MCA SR 52006

Rainbow • Jealous Lover • Polydor/Polygram PX-

Rolling Stones • Sucking In The Seventies • Rolling Stones/Atco COC T6028

Complied from: Radio Doctors — Milwaukee • Tower -- Sacramento, Seattle • Peaches — Cincinnati, Columbus • Big Apple — Denver • Gary's — Virginia • Cutler's — New Haven • Karina — Indianapolis • Charts — Phoenix • Licorice Pizza — Los Angeles • Sound Warehouse — San Antonio • Record Theatre — Cincinnati • Sound Video, Unimtd. — Chicago • Lieberman — Denver, Portland • Dan Jay — Denver.

Excludes \*-Shirts & Paraphernalia

Heavy Sales

#### SOUND/ IEWS

VIDEO BRIEFS - The musical video question of the week is who is the top recording artist whose first home video production will be released by MGM/UA in July? Com pany president Micky Hyman last week said he couldn't let the cat out of the bag just yet (they're saving it up for a splashy CES announcement, you see), but, needless to say, the company is very excited as it is MGM's initial music video project. Both the cassette and CED-format disc, which follows in August, of this mystery act will be in stereo. Stay . . Meanwhile, in other MGM/UA news, the home entertaintuned for the "unmasking" ment group's video wing has scheduled the following titles for its First Run Home Theater rental program through October: Shoot The Moon (July), Pennies From

Heaven (August), Diner (September) and Victor, Victoria . . . RCA SelectaVision pulled a bit of a gaffe on its packaging for the videodisc of Coming Home, the Hal Ashby-directed anti-war drama starring Jane Fonda and Jon Voight, citing the 1978 film as winner of four Academy Awards, including Best Picture. Not so. The Deerhunter was the



Videocassette awards from the Inter-Cannonball Run. Pictured are (I-r): Jon president, sales,

winner of the top Oscar that particular ITA GOLD FOR VESTRON - Vestron year although Coming Home was a Video recently received Golden nominee. RCA will be making the appropriate correction. In other RCA national Tape/Disc Assn. (ITA) for sales of SelectaVision news, the company its titles Fort Apache, The Bronx and The recently broke ground on a new \$19 million dollar facility that will supply the Peisinger, Vestron president; Austin Furst, basic material used in the manufacture Vestron chairman; Henry Brief, ITA presiof CED videodiscs near its Rockville dent; and Michael Olivieri, Vestron vice Road plant in Indianapolis. The company has recently tripled its disc press-

ing capacity to fulfill consumer demand. RCA reported not long ago that player owners were purchasing an average of 32 discs in the first year, a number which was confirmed as legit after a Sound Views spot check of dealers and distributors. The completion date of the compounding facility is targeted for early '83... In what we assume is at least partially an effort to stimulate the lagging beta market, the price on Superscope's Rentabeta home video player rental program has been dropped to as low as \$2.95 per day. That is what the company is calling the "bargain matinee" special for video units rented

and returned the same day before 5 p.m., Monday through Thursday.

RETAIL ROUNDUP: FROM CONVENIENCE TO THE NFL — If you've balked at opening your own video specialty store or section due to high start-up costs and even greater monetary risks in inventory maintenance, retail entrepreneur Jack Freedman has come up with a scheme for you to "inexpensively get into the booming video rental business" (their quote, not ours). For five dollars a month per tape, plus \$50 refundable deposit, Freedman's company, Convenience Video Corp., will supply you with "a self-promoting 'Video Movie Rental' display" that contains no fewer than 65 titles and holds more than 100 cassettes that will be updated on a regular basis. Five stores in N.Y.C. have already agreed to participate in the mandatory four-month trial period for the sixfoot display racks, according to Freedman, including record retail institution King Karol and four Granada TV rental outlets. Freedman has had some experience in the video rental biz in the past as former president of Video-To-Go... Another name in New York video circles, former All-Star and Electric Video (EVI) exec Les Rubinowitz, turns up at recently formed Planet Video, Inc., the home video software division of 21st Century Distribution Corp., as head of sales and marketing. The company debuts with eight titles, many of which are in the martial arts realm. Included are Snake Fist Fighter, Challenge The Dragon, Black Belt Fury, Dragon Versus Needles of Death, Nightmare, Cathy's Curse, the sex-romp Fore-Play and the Jayne Kennedy-Leon Isaacs (Kennedy) flick Fighting Back, all of which retail for \$59.95 ... NFL Films is releasing 1981 highlights from the seasons of seven National Football League teams, including the Super Bowl winning San Francisco 49'ers (A Very Special Team), San Diego Chargers (Cliffhangers, Comebacks and Character), New York Jets (Talk of the Town), New York Giants (A Giant Step), Dallas Cowboys (Star-Spangled Cowboys), Cincinnati Bengals (Stripes) and the Miami Dolphins (title to be announced). All videos are 23 minutes long and carry a \$34.95 list price

MUSIC CLIPS — Chrysalis Visual Programming's U.S. operations in L.A. has wrapped up work on a one-hour special featuring new Top 40 breakthrough group Huey Lewis and The News for cable TV. The concert production was filmed at the Country Club in Reseda, Calif. April 3. Chrysalis Visual GM Linda Carhart served as executive producer along with Bob Brown, while Bibi Green and Chuck Hull produced. Scott Sternberg directed. So far, it's been set for MTV airing June 12... Two of the more respected members of the L.A. rock music press, L.A. Times contributor Steve Pond and L.A. Weekly music editor Mikal Gilmore, have completed a series of three pilots for a rockoriented series based on the concept utilized by PBS' successful Sneak Previews. Entitled Rockguide, each show features reviews of four or five new releases, in addition to three video clips, according to producer Joe Regls of Side One Marketing, who said that the pilots will be screened for cable, syndie and network execs shortly...Leading English video director **Russell Mulcahy** (whose superb surreal style can be seen in **Kim** Carnes and Ultravox clips, among others) has been pressed into service by Fleetwood Mac for work on a series of promotional videos to accompany the release of the band's new album "Mirage" in June. An extended length Mac concert video is also on the boards, to be produced by Academy Award-winning producer David Puttnam (Chariots Of Fire). Since the group is planning an August tour of between 15 and 20 dates, the distribution of such a video through cable and home video would bring the concert to those who could not catch it live . . . MTV, we're told, has banned yet another video, this time John Cougar's promo clip for "Hurts So Good." You may recall that the service banned Sparks's "I Predict" not long ago because it felt that group member Ronald Mael's dressing in wedding bride drag might offend rural viewers. Now, it claims that a number of calls from midwestern parents objecting to suggestive lyric content in the Cougar song, along with shots of scantily clad girls and bikers, precipitated the yanking. Cougar's reply? "Tell 'em if you play it backwards it's 'The Old Rugged Cross,' " referring to evangelistic claims of "backward masking" in rock recordings of late. michael glynn

### TOP 30 IDEOCASSETTES

	5/		eeks On harl		5		Weeks On Chart
1	STRIPES Columbia Pictures Home Entertainment 10600	2	4		ALL THE MARBLES MGM/UA Home Video MV/MB 00112	22	2
2	ARTHUR Warner Home Video 72020	3	4		EXCALIBUR Warner Home Video OR-72018	12	8
3	THE FRENCH			18	MODERN PROBLEMS 20th Century-Fox Video 1129	29	2
	20th Century-Fox Video 4868	1	7	19	RICHARD PRYOR LIVE IN CONCERT		
4	TIME BANDITS Paramount Home Video 2310	10	3	20	Vestron VA-4000 FORT APACHE. THE	15	9
5	SUPERMAN II Warner Home Video WB-61120	4	8	20	BRONX Vestron VA-6000	18	9
6	BODY HEAT Warner Home Video LD-70005	5	8	21	THE HOWLING	10	, ,
7	HALLOWEEN II MCA Distributing Corporation 77005	6	5	22	20th Century-Fox Video 4075 SO FINE	17	9
8	FOR YOUR EYES ONLY 20th Century-Fox Video 4568	8	9		Warner Home Video 11143	-	1
9	ONLY WHEN I LAUGH	0	9		OUTLAND Warner Home Video 70002	19	7
	Columbia Pictures Home Entertainment 10462	9	9	24	GALLIPOLI Paramount Home Video 1504	24	5
10	AN AMERICAN WEREWOLF IN LONDON Universal City Studios, Inc., MCA				EYE OF THE NEEDLE 20th Century-Fox Video 4581	25	9
11	Distributing Corporation 77004  CLASH OF THE TITANS	7	9	26	S.O.B. MGM/CBS CR 00110	21	9
	MGM/CBS Home Video 700074 ATLANTIC CITY	11	9	27	GHOST STORY MCA Distributing Corporation 77006		. 1
12	Paramount Pictures, Paramount Home Video 1460	13	9	28	CONTINENTAL DIVIDE Universal City Studios, Inc., MCA		Ċ
13	TAPS				Distributing Corporation 71001	23	9
14	20th Century-Fox Video 1128 RICH AND FAMOUS MGM/CBS Home Video	20	2	29	MOMMIE DEAREST Paramount Pictures, Paramount Home Video 1263	26	. 9
15	MVR/MBR 00111	14	7	30	PATERNITY		9
13	PRINCE OF THE CITY Warner Home Video OR-72021	16	8		Paramount Pictures, Paramount Home Video 1401	27	9
_							

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

#### VSDA Board Meets With Suppliers

the support of suppliers, decided at the meeting to develop a "code of ethics" for retailers and consumers.

As of this week, Solomon added, the VSDA will also be issuing the "800" number for its anti-piracy hotline and all VSDA members will be apprised of this.

On the subject of point-of-purchase displays. Solomon said that the feeling presented to suppliers was that a lot of retailers are not presently receiving enough displays, while many others are not aware of what is available. Additionally, Solomon pointed out that the VSDA board "requested more diversity in terms of displays, rather that the usual one-sheet posters which are so common."

Also talked about was the sheer number of new releases, which, according to VSDA secretary Weston Nishimura, was viewed by some as contributing to a market glut, while others regarded it not as a problem but a healthy broadening of the scope of titles.

Both Solomon and Nishimura stressed that on the issue of packaging, however, the VSDA board was in agreement that there is a pressing need for some uniformity

There are as many as eight different types and sizes of packaging now, which detracts from the uniformity and orderliness of product display at the retail level," said Nishimura. "In some cases, the packaging is 40% larger than the product: when you have to display the tape face forward that can add up to 40% more space you won't have. Packaging also has to be standardized for fixture manufacturers.

Solomon added that the VSDA will be presenting the results of the organization's

study on oversize packaging at the forthcoming Summer Consumer Electronics Show (CES) in Chicago next month.

Other changes in packaging that the VSDA board asked suppliers for was to start placing a 10-digit bar code on each movie title, in addition to the motion picture's rating and a brief synopsis of the plot.

'We'd like to see the manufacturers start printing bar codes now in preparation for electronic check-out and inventorying, which we feel will be coming in the very near future," said Solomon. "As far as the rating goes, well, that's important to parents so they'll know what can be screened with children around.'

As far as the more controversial issues of existing lease and surcharge programs, as well as pricing and cable windows, Nishimura indicated that they were "not really discussed" at this meeting.

Those are soap box issues, to an extent, and everyone has a certain position on them," he said. "For example, with regards to rental programs, VSDA has a position on them, while each individual manufacturer has another. You start getting into those issues and right away everyone starts blow-

'A real basis for this meeting, as well as the existence of VSDA in general, was to concentrate on accomplishable goals, which is what we did.'

Preceding the manufacturer gathering a formal advisory board meeting was held to go over what VSDA has accomplished to date. According to Solomon, nearly 200 members have been signed up to the group thus far, while the various regional meetings already held have attracted 600-800 people.

#### AIRPLAY

NETWORK NEWS — In an unprecedented move, the Mutual Broadcasting System (MBS) is planning to run a 12-hour special on the Rolling Stones Sept. 23-26. The music and interview show, timed to coincide with the band's 20th anniversary and the release of its concert movie, features an exclusive extended interview with Mick Jagger, the other band members and various people who have been involved with the band. Produced by David Pritchard and Alan Lysaght of Beatles at the Beeb fame, the special will be offered to stations in either two six-hour or four three-hour segments. This special marks the web's first entry into AOR programming. The usually conservative web hopes to further expand into the AOR market . . . One of Mutual's other musical shows, The Dick Clark National Music Survey, celebrates its first anniversary May 30. The weekly three-hour music and interview program uses the Cash Box charts to determine the top 30 hits each week. After a year on the air, the show now attracts a reported 2.6 million listeners on the 570 stations that carry it . . . Because of "technical difficulties both internal and external that were beyond our control," Frank Murphy, United Stations marketing vice president told Airplay that the 24-hour country-formatted satellite network will not begin broadcasting June 1 as had been originally planned. "We thought we had June 1 all locked up but then suddenly this happened," he explained. "We're working on it now." The delay of the web's maiden broadcast was necessitated by technical imperfections in new studio equipment at United's Big Apple headquarters and by the familiar bugaboos surrounding the procurement of satellite transponder space. Murphy declined to predict when the affiliates would be able to receive their feeds...KIIK-FM/Davenport, Iowa, and KSYN/Joplin, Mo., have joined the ABC Rock . The web is also running concerts by Columbia recording group Journey on June 5, Warner Bros. recording group The Who June 12 and a double concert of Geffen recording group Quarterflash and Atlantic's Yes June 19



FULL MOON RISING — Dynamic duo Moon Unit and Frank Zappa taiked about their "awesome" tribute to "Valley Girls" recently while being interviewed on KROQ-

TIMELY PROMOTIONS - The current economic recession is causing several U.S. radio stations to run promotions aimed at helping listeners cope with the crunch. At AOR-formatted WNEW-FM/New York, the "Low Budget" contest asked listeners to call the station whenever they heard songs in the vein of the Kinks' "Low Budget," the J. Geils Band's "First I Look at the Purse" and Peter Frampton's "You Never Give Me Your Money." First prize was \$700 per month for a year's rent. Second prize was \$300 a month for a year's groceries, third was \$150 a month for a year's utility bills and fourth was \$100 a month for a year for transportation costs. "We're doing this to help build listenership and for maintenance," WNEW-FM promotion director Rose Polidoro, told Airplay.

She claimed she received inspiration from several New England-based AOR outlets that offered contest winners a free filling of their oil tanks during the energy crunch. On the West Coast, Earnest L. James, general manager at B/C outlet KDIA/Oakland, decided to combine recession-induced altruism with practical business sense. Local retailers could send in their business cards, which would be read over the air. If the company called the station within 1310 seconds (about 20 minutes) and said they had heard their business mentioned, they could receive a free commercial that would run at any desired time during the business day, including morning drive time. "We know a lot of businesses are having a tough time of it, and we want to let them know that radio is the most efficient place to advertise and get results," said James, adding that several of the contest-winning advertisers have since become paid sponsors. Another aspect of the recession is widespread unemployment, which is often worst in such industrial towns as Wichita, Kan., the home of several aircraft factories. That has prompted country outlet KFH to set up an employment hotline in cooperation with local employment agencies and the State Employment Commission. "For some time, we at KFH have been concerned about growing numbers of people laid off from work who are unable to find jobs," said KFH news director Geoffi Scott. The job line deals with jobs ranging from skilled engineering positions to waitresses and bartenders. The hotline is still active, but the station ran a special job information weekend in April, where it told area residents everything from where lobs are available to how to interview, dress for a job and other relevant information. KFH operations manager Jason Drake told Airpiay that he did not keep any records of how many calls the hotline had received or how many people it had helped place, but just summed it up in these words' "Ever since we put it in, the phones haven't stopped riging."

STATION TO STATION — Jeff Salgo has been named PD at AOR outlet KWST/Los Angeles. He comes most recently from the PDship at KBZT/San Diego and brings additional experience from KMJC/San Diego, KFXM/San Bernardino, Calif. and KEZY/Anaheim... Across town at fellow AOR outlet KLOS, Billy Juggs has returned as a part-time air talent. Juggs returns from the Bay Area where he worked at KSAN and at KSFX/San Francisco, before the ABC O & O's format change threw him out of a job... The Detroit local of the American Federation of Television and Radio Artists (AFTRA) has successfully negotiated severance pay of \$56,000 for Burt Allen, a news reporter for A/C outlet CKLW/Windsor, Ont. (Detroit), who was reportedly laid off after several disputes with the station. He was reportedly let go because his job, that of "street reporter," was eliminated due to economic reasons. The settlement was negotiated by Mary Ann Formas, executive secretary of AFTRA's Detroit local, and AFTRA national representative Walter Crinspan.

NEW JOBS — At long last, A/C outlet has named Jack Miller PD. A 20-year veteran of the broadcasting industry, he brings experience from oldies outlet WCBS-FM/New York, where he wore the hats of program and music director . . . In Chicago, Buddy Scott has been named PD at A/C outlet WBBM-FM. Scott most recently served as PD at WZUU/Milwaukee and has been vice president, programming at WXGT and WCOL/Columbus, Ohio. He has also been an air talent at KCBS-FM/San Francisco (now KRQR), WKRQ/Cincinnati and WIFE/Indianapolis .

larry riggs



GIBBS AT KILT — While in town for a concert recently, Terri Gibbs stopped in at KILT/Houston, where she was featured in an on-air interview. The songstress is currently supporting her latest album, "Some Days It Rains All Night Long." Pictured at the station are (I-r): Gibbs; John French, KILT-AM; Debbie Pepia, music director, KILT-AM&FM; and Roger Ramsey, southwest regional promotion, MCA Records.

### Glut Of Syndicated Programs On AOR Spurs New Directions

by Larry Riggs

NEW YORK — With the number of syndicated shows on AOR reaching the saturation point, a number of independent program suppliers are anticipating an eventual shake-out, according to a nationwide Cash Box survey. Syndicated shows designed for AOR by both the independent suppliers and the major radio networks now abound for almost any need, from 90-second interview spots to concerts of various lengths up to multi-episode 48-hour marathons.

As a result, what was a growth sector of the radio market as recently as a year ago has tightened up considerably. With fewer opportunities, syndicators are gradually being forced to produce shows stressing originality of format or presentation. In many cases, what has worked so far may not be the ticket for the future.

"Right now, there are too many concerts and too many short features," said Norm Pattiz, president of Westwood One. "And in the national radio business, it makes no difference whether you're a network or a syndicator." Pattiz, nevertheless, felt that the radio syndication business still has room to grow if it avoids those types of programs.

Sharing that viewpoint, John McGhan, director of Rolling Stone Magazine Prods., said, "Another rock interview show would be impossible to sell at this time." Unlike Pattiz, McGhan, who served as director, programming, for NBC's Source young adult network before joining Rolling Stone Prods., believes the growth of radio syndication to be a short-lived happening. "Three years ago, it was the year of the record business trade sheet," he said. "Everybody and his brother began publishing a tip sheet. Now it's the year of radio syndication, and everybody with a telephone wants to get into radio syndication to get rich quick."

#### Too Many Concerts

While McGhan agreed that too many radio concert shows are currently being produced, he felt that original ideas for concerts still had a fair shot in the marketplace. "The BBC Rock Hour Beatles concert, which has a lot of unreleased material, is going to do all right because it is something that has not been done before." he said.

That concert, *The Beaties at the Beeb*, slated to air Memorial Day, is being produced by London Wavelength, a company sharing the belief that too many ordinary radio rock concerts are now being produced. For that reason it has turned its energies toward producing more offbeat concerts. "We've already got 400 stations signed for the *Beaties at the Beeb* concert," said London Wavelength vice president Don Eberle. "With the advent of NBC's The Source, and RKO's young adult networks and CBS's Radioradio there is a lot of saturation, but I'm not worried about it

because we've built a reputation on high quality production and we're not afraid to go with new talent or new material," said Eherle

Another solution to the growing competition at AOR stations was offered by Jim Hampton, president of California-based syndicator The Creative Factor. "Part of the problem for so many syndicators and networks is that we're losing lots of AOR stations to the country or some other format, and some markets only have one AOR station," he said. "So the best way to survive is to diversify.

"Since it's getting harder and harder for small syndicators to make it today, it's diversify or die," added Hampton. In that vein, his company recently produced a Bob Seger special and is working on one featuring Joan Jett, The Go-Go's and Quarterflash at the same time that it is poised to release a Barry Manilow show on CBS's Radioradio web.

#### **More Diversity**

Bob Meyrowitz, president of New York-based syndicator DIR Broadcasting, predicted a greater diversity in short form featues to come about as well. "We produced the Robert Klein Show, and while that failed, I think more comedy and sports shows will find their way onto AOR stations." That belief is shared by Westwood One's Pattiz. "We've had Dr. Demento for years, and we're going to be launching another one soon," he said.

But unlike Rolling Stone's McGhan, Meyrowitz still feels that interview shows still have a place on AOR stations if done creatively. "We've got *Inside Track*, which is completely patterned after Barbara Walters," Meyrowitz said. "It is hosted by Lisa Robinson, and she interviews three artists at a time instead of just one as usual."

Meyrowitz was also optimistic about the creative potential of syndicated FM radio at this time. "Music was at its creative height in the so-called heyday of FM radio, but it had no numbers back then," he said. "Now, look at television. Everyone always used to talk about how good *Playhouse 90* was, but nobody watched it. Now you've got *Hill Street Blues* and *All in the Family*, which are creative and have ratings. I see a similar situation developing in radio. In fact, I think this is the most creative period of time I've known since I've been in radio."

Looking to the future, Rolling Stone's McGhan sees more syndicators making deals with the large networks. "The network's forte is distributing programming, but they don't really create it," he said. "The future lies in the creative factor. What I see happening is more syndicators producing shows for the networks because that will save them the headaches of trying to find national advertisers and signing stations, and they'll be able to concentrate on what they do best."

### CASH BOX ROCK ALBUM RADIO REPORT



THE EDGE . MUSCLE SHOALS/

ADDS: WGRO, KBPI, WYSP, WLIR. KLOL, WBLM. HOTS: None. MEDIUMS: WNEW, WSHE, WKDF, WHFS, WMMS. PREFERRED TRACKS: Open. SALES: Just shipped.



ADDS: None. HOTS: KSHE, WGRQ,

KMGN, KMET, WABX, WNEW, WBLM, WCCC, KLOL, WSHE, WCOZ, WKLS, WOUR, WROQ, KNCN, WLIR, WKDF, WYSP, WBAB, KBPI, WMMS. MEDIUMS: KZAM, KROQ. PREFERRED TRACKS: Heat, Sole, Dreams, Time.

SALES: Good in all regions.

#### # 1 MOST ADDED

129 AMBROSIA • ROAD ISLAND • WARNER BROS.
ADDS: KZAM, WROQ. HOTS: KNX. MEDIUMS: KNCN,
WLIR, WKDF, WBAB, KBPI, WMMS, WABX, KSHE.
PREFERRED TRACKS: Openers, Kid.
SALES: Fair in all regions; weakest in South.

#### # 2 MOST ADDED =

**AXE • OFFERING • ATCO** ADDS: KSHE, WMMS, WBAB, WKDF, WLIR, WROQ. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: SALES: Just shipped

35 BLUE OYSTER CULT • EXTRATERRESTRIALS LIVE •

ADDS: None. HOTS: WMMS, WGRQ. MEDIUMS: WNEW, WCCC, KLOL, WKLS, WOUR, KNCN, WLIR, KMET, KSHE. PREFERRED TRACKS: Roadhouse. SALES: Moderate in all regions.

153 BOW WOW WOW . THE LAST OF THE MOHICANS .

ADDS: KSHE, KBPI, WCOZ. HOTS: WLIR, KROQ. MEDIUMS: WHFS, WBAB, WMMS, KMET. PREFERRED TRACKS: Candy

SALES: Fair in East and West; weak in others.

59 CHEAP TRICK • ONE ON ONE • EPIC ADDS: WKLS, KLOL. HOTS: WNEW, WSHE, KMET, WGRQ. MEDIUMS: WOUR, WROQ, KNCN, WLIR, WKDF, KROQ, WBAB, KBPI, WMMS. PREFERRED TRACKS: Tight, If You, Title.

SALES: Good to moderate in all regions.

#### 💳 # 3 MOST*A*DDED =

THE CLASH . COMBAT ROCK . EPIC ADDS: WMMS, WBAB, KROQ, WHFS, WLIR. HOTS: WLIR. MEDIUMS: None. PREFERRED TRACKS: Rights. SALES: Just shipped.

37 JOHN COUGAR • HURTS SO GOOD • RIVA/EPIC ADDS: WCOZ, HOTS: KSHE, KROQ, WGRQ, WNEW, WKLS, WOUR, WROQ, KNCN, WLIR, WYSP, WBAB, WMMS. MEDIUMS: KMET, WBLM, KLOL, WSHE, KZAM, KBPI, WABX. PREFERRED TRACKS: Hurts. SALES: Good to moderate in all regions

104 FRANKE & THE KNOCKOUTS . BELOW THE BELT . MILLENNIUM/RCA

ADDS: None, HOTS: WBLM, KNX, KZAM, WYSP, WMMS. MEDIUMS: WNEW, KLOL, WOUR, KNCN, KBPI, WABX, KSHE. PREFERRED TRACKS: Without. SALES: Weak in South; fair in others.

13 THE HUMAN LEAGUE • DARE • VIRGIN/A&M ADDS: None, HOTS: WNEW, KLOL, WCOZ, KNCN, WHFS, KROQ, WBAB, WABX, KMGN. MEDIUMS: KSHE, WKLS, WKDF, KZAM, KBPI, WMMS, KMET. PREFERRED TRACKS: Don't, Seconds. SALES: Good to moderate in all regions; weakest in

33 JETHRO TULL • THE BROADSWORD AND THE BEAST · CHRYSALIS

ADDS: WCOZ. HOTS: WNEW, KNCN, KNX, WGRQ. MEDIUMS: WBLM, KLOL, WLIR, WKDF, WHFS, WBAB, WMMS, KMET, KSHE. PREFERRED TRACKS:

SALES: Moderate to fair in all regions.

JOAN JETT & THE BLACKHEARTS • 1 LOVE ROCK 'N **ROLL • BOARDWALK** 

ADDS: None, HOTS: KNCN, WLIR, WKDF, KROQ, WBAB, KBPI, KMET, KMGN, WGRQ, MEDIUMS: WNEW, WBLM, WCOZ, WKLS, WOUR, WYSP, WMMS TRACKS: Crimson, Victim, Title. SALES: Good to moderate in all regions. WKLS, WOUR, WYSP, WMMS. PREFERRED

18 ELTON JOHN . JUMP UP! . GEFFEN ADDS: WABX, HOTS: WNEW, WBLM, WOUR, KNX, WKDF, KBFI. MEDIUMS: KLOL, WSHE, WCOZ, KNON, KZAM, WBAB, WMMS, PREFERRED TRACKS: Garden. SALES: Good to moderate in all regions.

GREG KIHN BAI BESERKLEY/ELEKTRA BAND . KIHNTINUED

ADDS: None. HOTS: WNEW, KLOL, WLIR, WBAB, KBPI, WMMS. MEDIUMS: WBLM, WKDF, KROQ, WYSP, WABX, KMGN, WGRQ. PREFERRED TRACKS: Happy,

SALES: Moderate in West and Midwest; weak in others.

KROKUS • ONE VICE AT A TIME • ARISTA ADDS: None. HOTS: WLIR, WKDF, KMET. MEDIUMS: WBLM, WKLS, WROQ, WBAB, WGRQ, KSHE. PREFERRED TRACKS: Stick.

SALES: Fair in East and West; weak in others.

HUEY LEWIS & THE NEWS . PICTURE THIS .

ADDS: None, HOTS: WOUR, WMMS, KMGN, MEDIUMS: WBLM, KLOL, WCOZ, WLIR, KZAM, WYSP, WBAB, KBFI, WABX, KMET. PREFERRED TRACKS: Believe, Hope. SALES: Moderate to fair in all regions.

11 LOVERBOY • GET LUCKY • COLUMBIA

ADDS: None. HOTS: WNEW, WCCC, WSHE, WYSP, WMMS, KMET, KMGN, WGRQ. MEDIUMS: WBLM, KLOL, WCOZ, WKLS, WBAB, KBPI. PREFERRED TRACKS: When, Workin'. SALES: Good to moderate in all regions; weakest in

#### # 5 MOST ADDED

THE MARSHALL TUCKER BAND • TUCKERIZED • WARNER BROS.

ADDS: WBAB, WHFS, WROQ, WNEW. HOTS: None. MEDIUMS: None, PREFERRED TRACKS: Open.

PAUL McCARTNEY . TUG OF WAR . COLUMBIA ADDS: KOME. HOTS: KSHE, WGRQ, WMMS, WNEW, WOUR, KNCN, KNX, WLIR, WKDF, KZAM, WBAB, MEDIUMS: WABX, WBLM, KLOL, WCOZ, WKLS, WROQ, KROQ, KBPI, KMGN. PREFERRED TRACKS: Ebony, SALES: Good in all regions.

THE MOTELS • ALL FOUR ONE • CAPITOL ADDS: None. HOTS: WGRQ, KMET, WMMS, WCOZ, WOUR, WLIR, KROQ. MEDIUMS: KSHE, WABX, WBLM, WCCC, KLOL, WSHE, WROQ, KNCN, WKDF, WHFS, KZAM, WYSP, WBAB, KBPI. PREFERRED TRACKS:

SALES: Good in West; fair in others.

12 ALDO NOVA • PORTRAIT/EPIC

ADDS: None. HOTS: WBLM, WSHE, WKLS, WROQ, KNCN, WBAB, KBPI, WMMS, KMET, KMGN. MEDIUMS: KLOL, WCOZ, WKDF, WABX. PREFERRED TRACKS: Fantasy, Foolin'.

SALES: Good to moderate in all regions.

#### # 1 MOST ACTIVE

SALES: Weak in all regions.

109 POINT BLANK • ON A ROLL • MCA
ADDS: WKDF, HOTS: WBLM, KLOL, KSHE, MEDIUMS:
WCOZ, WOUR, KNCN, KBPI, WMMS, WABX, WGRQ. PREFERRED TRACKS: Open.

QUEEN • HOT SPACE • ELEKTRA
ADDS: WBLM, HOTS: WGRQ, WSHE, WOUR, KNCN,
WLIR, KROQ, WYSP, WMMS, KMET, MEDIUMS: WNEW,
WCOZ, WKLS, WROQ, WKDF, WBAB, KBPI, WABX.
PREFERRED TRACKS: Body, Las, Pressure, Cool.
SALES: Major breakouts in all regions.

RAINBOW . STRAIGHT BETWEEN THE EYES .

RAINBOW • STRAIGHT BETWEEN THE EYES • MERCURY/POLYGRAM ADDS: None. HOTS: KSHE, WGRQ, KMET, WNEW, WBLM, KLOL, WSHE, WOUR, WLIR, WYSP, WBAB, WMMS. MEDIUMS: KMGN, WABX, WCCC, WCOZ, WKLS, WROQ, WKDF, KZAM, KBPI. PREFERRED TRACKS: Stone, Driver, Night.

SALES: Moderate to fair in all regions; weakest in South.

SCORPIONS • BLACKOUT • MERCURY/POLYGRAM ADDS: KMGN. HOTS: KSHE, WGRQ, KMET, WNEW, WBLM, KLOL, WSHE, KNCN, WLIR, WYSP, WBAB, KBPI, WMMS. MEDIUMS: WCCC, WCOZ, WKLS, WOUR, WMMS. MEDIUMS: WCCC, WCOZ, WKLS, WOUR, WROQ, WABX, PREFERRED TRACKS: No One, Title. SALES: Moderate to fair in all regions; weakest in South.

6 RICK SPRINGFIELD • SUCCESS HASN'T SPOILED ME

ADDS: None, HOTS: WNEW, WKDF, KMGN, MEDIUMS: WBLM, WKLS, WOUR, WBAB, KBPI, KSHE, PREFERRED TRACKS: Calling, Strangers, Black.

SALES: Good to moderate in all regions.

ADDS: KOME. HOTS: KSHE, WGRQ, WNEW, WCCC, KLOL, WSHE, WCOZ, WKLS, WOUR, WROQ, KNCN, WYSP, WBAB, KBP!. MEDIUMS: KMGN, WABX, WBLM, WKDF, KZAM. PREFERRED TRACKS: Caught. SALES: Major breakouts in all regions.

TOMMY TUTONE • TUTONE 2 • COLUMBIA ADDS: None. HOTS: WNEW, WSHE, WBAB, WMMS, WABX, KMGN. MEDIUMS: WBLM, WOUR, WKDF. PREFERRED TRACKS: Jenny, Man. SALES: Moderate to fair in all regions.

19 TOTO • IV • COLUMBIA ADDS: None. HOTS: KSHE, KMET, WABX, WMMS, WNEW, KLOL, WOUR, WROQ, KNCN, KNX, WKDF, KZAM, WYSP, WBAB, KBPI. MEDIUMS: KMGN, WBLM, WSHE, WCOZ, WKLS, WLIR. PREFERRED TRACKS: Rosanna, Afraid, Believe, Africa. SALES: Good to moderate in all regions.

5 VAN HALEN • DIVER DOWN • WARNER BROS. ADDS: None. HOTS: KSHE, WGRQ, KMGN, KMET, WCCC, KLOL, WSHE, WKLS, WOUR, WROQ, KNCN, WLIR, WKDF, WYSP, WBAB, WMMS. MEDIUMS: WBLM, WCOZ, KBPI, WABX. PREFERRED TRACKS: Dancing, Pretty Where. SALES: Good in all regions.

# 4 MOST ADDED =

145 FRANK ZAPPA . SHIP ARRIVING TOO LATE ... . BARKING PUMPKIN/CBS
ADDS: KMET, WBAB, WHFS, WLIR. HOTS: KROQ, WLIR.
MEDIUMS: None. PREFERRED TRACKS: Valley. SALES: Moderate breakouts in all regions.



JOURNEY TO THE FIVE MILLION CLUB — Columbia recording group Journey recently joined the "five million club" with the LP "Escape" selling in excess of five million units. To celebrate the event, Columbia Records executives gave the group members red robes with the word "Club" inscribed on the back. Pictured at the reception are (I-r): Paul Smith, senior vice president/general manager, marketing, Columbia; Steve Perry, Ross Valory and Steve Smith of the group; Dick Asher, deputy president/chief operating officer, CBS Records Group; Jonathan Cain and Neal Schon of the group; and Ai Teller, senior vice president/general manager. Columbia.

#### **Broad Departures Seen For** 25th Grammy Awards Show

Award and a quarterly journal, modification of some Grammy Awards categories, and approval of an annual budget.

Future voting by the trustees for Lifetime Achievement Awards to individual performers, as well as Trustee Awards for special contributions to the field of recording, will now be made during the annual trustees meeting, with results kept secret until just prior to the awards telecast. In addition, the trustees authorized the national president to award, at his discretion, certificates for industry-related contributions.

A special committee to oversee development of a NARAS quarterly journal will be appointed by Ivey. The journal will operate primarily as a vehicle for increased communication with national members and for strengthening ties among the organization's seven regional chapters. "Our chapters do a great job of keeping members informed of local news through their newsletters," said Ivey. "But there's been a gap. So we're looking at a publication that would go to all of our 5,000+ members. There needs to be a direct communication between the national Academy and its members.

Several changes in Awards categories were made. The Ethnic and Traditional category will be supplanted by two new categories, Best Traditional Blues Recording and Best Ethnic and Traditional Folk Recording. New albums of soundtracks and radio broadcasts recorded 25 or more years ago will now be considered in the Best Historical Albums category rather

than in the performance categories. Beginning this year, only original programming created especially for the home video market will be considered for Best Video Recording. Other modifications included expanding the base of the Historical Album's nominating committee, redefining classical chamber music as music with one player to a part," and instituting additional special certificates for songwriters and major artists to be given at the discretion of the trustees. A proposal to create a classical fusion category was rejected.

#### Other Topics

Also covered during the meeting were plans for the Academy's Hall of Fame site in Atlanta; a review of the "Save America's Music" committee activities; the Academy's Endowment Fund: and the establishment of a standing committee to study and gather information on current voting procedures and membership qualifica-

In toto, Ivey described the meeting as 'very, very good." He added that "for the last six years, there has been a building national feeling among the trustees, and they now have a clearer sense of common purpose. The Academy is at a place where the Grammy has established itself, and what we're trying to do now is flesh out other aspects of our program to really service every level of involvement in recording," said Ivey of the proposed recording," said Ivey of the properties changes, "We're branching out, and I think changes, "We're branching out, and I think the 25th Anniversary is an appropriate time

#### CBS Bows Monthly Programs For CX LPs

tion, a long-term, logoed merchandising program will accompany the releases. All cover art will include a CX logo and descriptive legend to appear on the back cover and jacket spine, with an additional sticker placed in the upper-right hand corner of the shrink-wrap. An informational insert will accompany each album, describing the CX process and its benefits. An extensive line of point-of-purchase aids is also being developed, and a special advertising campaign in the audio and consumer press will be implemented at a later date.

Aside from the new program, CBS revealed that it has retained Richard Donalson, chief engineer at International Automated Studios in Irvine, Calif., to act as a liaison to artists, producers and recording facilities seeking information on the CX process. Donalson will be working with CX project coordinator Bob Jamieson, vice president, marketing creative operations, staff of the deputy president and chief

operating officer, CBS/Records Group. In addition, Jamieson, along with Lou Abbagnaro and Dan Gravereaux of the CBS Technology Center, will meet with current and potential CX audio and video hardware licensees at the Summer Consumer Electronics Show (CES) in Chicago, June 6-9.

#### BMI Taps Zlotnick Co.

NEW YORK - Broadcast Music, Inc. (BMI) has turned over its advertising and promotion account to The Zlotnick Company, Inc., a New York advertising agency. The agency was formed last July by Bernie Zlotnick, formerly creative director at Young & Rubicam.

BMI holds approximately 1,500,000 licensed works from nearly 65,000 writer and publisher affiliates throughout the entire range of music categories. In addition, BMI services over 8,000 radio/TV stations and over 25,000 general licenses, such as nightclubs and concerts.

### TOP 30 4 LBUMS

	5/2.		Weeks On Chart			5/22	Weeks On Chart
	WE WANT MILES MILES DAVIS (Columbia C2 38005)	2	3	16	THE LADY AND HER MUSIC - LIVE ON BROADWAY	:	
	OFFRAMP PAT METHENY GROUP (ECM-1-1216) 1	1	2		LENA HORNE (Qwest/Warner Bros, 2QW 3597)	17	11
	BREAKIN' AWAY ALJARREAU (Warner Bros. BSK 3576)	1	41	U	FATHERS AND SONS (Columbia FC 37972)	21	4
	MYSTICAL ADVENTURES	4	16	18	RIDE LIKE THE WIND FREDDIE HUBBARD (Musician/Elektra E1-60029)	19	11
	THE DUDE QUINCY JONES (A&M SP-3721)	3	60	19	CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	16	30
	IT'S A FACT JEFF LORBER (Arista 9583)	6	10	20	FANDANGO HERB ALPERT (A&M SP-3731)	_	1
	COME MORNING GROVER WASHINGTON, JR.			21	WEATHER REPORT (ARC/Columbia FC 37616)	18	15
	(Elektra 5E-562) TELECOMMUNICATION	7	25	2	CHARIOTS OF FIRE ERN'E WATTS (Qwest/Warner Bros. QWS 3637)	27	18
	AZYMUTH	8	8	23	SILK FUSE ONE (CTI 9006)	22	
	THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	5	28	24	LIVE AT THE SAVOY FIAMSEY LEWIS (Columbia FC 37687)	20	
;	HOLLYWOOD MAYNARD FERGUSON (Columbia FC 37713) 1	о	6	25	BLUE HORIZON ERIC GALE (Musician/Erektra E1-60922)	28	11
	DREAM ON GEORGE DUKE (Epic FE 37532)	3	13	26	SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	26	18
	WYNTON MARSALIS (Columbia FC 37574)	9	17	27	SLEEPWALK LARRY CARLTON (Warrier Bros. BSK 3635)	23	18
	RIO LEE RITENOUR (Musician/Elektra E1-60024)	2	12	28	EARLAND'S JAM CHAPLES EARLAND (Columbia FC 37573)	24	9
	ELECTRIC RENDEZVOUS AL DI MEOLA (Columbia FC 37654) 1	5	17	29	DAN SIEGEL (Elektra E1-60037)	29	10
	OBJECTS OF DESIRE	4	40	30	DESTINY'S DANCE CHICO FREEMAN	26	e

RECORDS RECORDS — Can it be that jazz is recession-proof? While the number of new pop and rock titles continues to shrink, jazz labels both large and small are making a hefty bid to up their share of the market. From indies to majors, new titles just keep on coming. Set for release this Friday are nine new titles from the Elektra/Musician label: "Middle Class White Boy" by Mose Allison; "Observations And" by Billy Cobham's Glass Menagerie; "American Classic" by Dexter Gordon; "Inner Fires" by Bud Powell "Pure Genius" by Clifford Brown and Max Roach: "The Bridge" by David Sancious; "Master of the Art" by Woody Shaw; the self-titled return of Bobby McFerrin; and "Volume II" of the Musicians Guide, featuring selections from this second batch of releases... Also out this week is the second set of jazz releases on Island's Antilles label: "80-Degrees Below '82" by Air; "Roots To Django" by guitar wunderkind Bireli Lagrene; "Birds Of A Feather" by Phil Woods; and "Six Compositions-Quartet" by Anthony Braxton ... New offspring from the PolyGram Classics/Enja marriage include "Shinola," a digitally recorded trio date by John Scofleld with bassist Steve Swallow and drummer Adam Nussbaum; "Speak With A Single Voice," a live date by planist Hal Galper with Mike & Randy Brecker, Wayne Dockery and Bob Moses; "What It Is" by planist Mal Waldron with Clifford Jordan, Cecil McBee and Dannie Richmond; "Confirmation" by Tommy Flanagan with Mraz and Elvin Jones; several reissues including "Drifting" by Walter Norris and George Mraz; "Hill Country Suite" by saxophonist Bobby Jones; and "Good News From Africa" by Dollar Brand with Johnny Dyani . . . Gotham indie Gramavision has released "Jump Up" by saxophonist Oliver Lake, a foray into reggae/jazz fusion . "Yama" by Art Farmer with Joe Henderson is the latest offering from the returning CTI label. It features Steve Gadd, Mike Mainleri, Will Lee, Eddie Gomez, Warren Bernhardt, Dave Spinozza, John Tropea, Suzanne Clani and others . . . Cellist David Eyges has just issued "Crossroads" featuring reedman Byard Lancaster and drummer Sunny Murray on his own Music Unlimited label... Several outstanding titles issued on the Muse label somehow slipped our attention in the last few weeks. Deserving of special notice are "Lotus Blossom" by Kenny Barron; "Sparkling" by guitarist Melvin Sparks; "Somethin's Cookin' " by saxophonist Junior Cook with Cedar Walton, Billy Higgins, and Buster Williams; and "Alivel at the Village Vanguard" by Richie Cole, recorded last summer... Brooklyn-based wholesaler and mail-order house Daybreak Express reports several new small label releases. "First Venture" by vocalist Lee Willhite on the new Big Tampa label features George Coleman, Harold Mabern and Jamil Nassar; "Play Song" by the Bobby Shaw Sextet on Jazz Hounds Records features Gordon Brisker and Bob Magnussen; and "Live At Ernie's" by drummer and second generation jazzer Duffy Jackson on the Spinster label also features papa Chubby, as well as personal fave Chuck Mahronic on piano. The group is the house rhythm section at Bubba's in Ft. Lauderdale. "Self-Portrait" by saxophonist Pete Christileb on his own Bosco Records features support work from Warner Marsh and Lou Levy . . . JCOA/NMDS at 500 Broadway in Manhattan, wholesaler to the esoteric, has "Dia! B For Barbara" by West Coast piano master Horace Tapscott featuring sax-ophonist Gary Byas on Numbus; "Cake" by guitarist Barry Wedgle featuring Jay Clayton, Paul McCandless and Colin Walcott on Wonderful World Records; "Lorrach, (continued on page 34)

### BLACK CONTEMPORARY



TIMELY CELEBRATION — Epic Records recently hosted a party for its recording artist Lou Rawls, whose album, "Now Is The Time," is due out shortly. Pictured at the fete are (I-r): Don Dempsey, senior vice president/general manager, Epic/Portrait/CBS Associated Labels (E/P/A); Sherwin Bash, Rawls' manager; Rawls; and Ron McCarrell, vice president, marketing, E/P/A

#### THE RHYTHM SECTION

JUST US - A Los Angeles Superior Court Judge recently denied singer Al Jarreau preliminary injunction prohibiting Bainbridge Records from distributing an album culled from demo tapes recorded by the singer 17 years ago. Judge Dickran Tevrizian, Jr., according to attorneys for Jarreau, said that he could not determine who was correct in the motion for the injunction. Attorneys for Bainbridge reportedly submitted to the court a one sentence release signed by Jarreau. But Jarreau and attorneys maintain that the release was to allow Bainbridge principal Jim Sotos to shop the tapes to record companies in hopes of making a deal. Jarreau in subsequent years signed a deal with Warner Bros. Records. The Grammy-winning jazz singer asserts that the album on Bainbridge is of inferior sound quality (monaural or one track sound) and did not represent the artistry that he has developed since making the questioned tapes. While Judge Tevrizian would not put a halt to the marketing and sale of the LP, he did require Bainbridge to make changes in the packaging of the LP. The court told Bainbridge attorneys the company must indicate that it was an old recording, that it was monaural recording and that they could not use any likeness of Jarreau on the jacket or sleeve of the album. Bainbridge recently began shipping promotion copies of the LP which is aptly titled "1965." One attorney representing Jarreau, Art Fields, said, "Al did not give his approval for the release of this album. Sure, they (Bainbridge) had a release form. But what did that release mean? Did it mean that they could produce, market and sell an album over and above Jarreau's objections and without having to pay him a dime? He never intended after 17 years of having dragged himself all over Europe to get his career off the ground, having done several albums for Warner Bros. and winning Grammys, for them to release this album. Is it a coincidence that they decided to release the LP after AI won the recent Grammys?" Fields said that Jarreau planned to take the case to trial, noting, "Jarreau feels this is a moral and ethical issue because this will cost a lot of money to pursue. But he'd like to see a precedent set so the same thing won't happen to other artists." Fields said that there is currently no court date set, but he expects the case to come to trial in about a year.

TOO TIGHT TO MENTION — Rather than dwell on the difficulty represented in trying to break unknown black acts on a fledgling label, Stan Bethel, head of newly founded Bridge Records, speaks with hope and optimism about the future. Already, Bethel's Bridge is crossing the Columbus, Ohio act Valentine Brothers from obscurity to the B/C limelight with the current single "Money's Too Tight To Mention," a song enjoying widespread airplay as a gritty reminder of our current economic plight. But Bethel, who has spent time in the major label trenches at CBS and WEA, said that he is not only excited for the young talent of John and Billy Valentine, but also at the prospect of working with keyboardist Bobby Lyle, whose solo work on Capitol Records and work with Norman Conners has earned him widespread notoriety. "We are very hopeful at the prospect of working with Bobby because I believe he is a very talented musician and feel that an aggressive campaign to present him to the music consumer would be fruitful." Lyle is co-producing the Valentine Brothers' upcoming LP, "First Take," and Bethel said that he hopes Bridge can use Lyle "any way we can" in the development of the label and future acts. Toward development of the future, Bethel has organized a marketing team that consists of Sld Davls in Washington D.C.; Larry Groves, Willie Bean and Gene Miller, South region promotion; Fred Ware, Southeast region promotion; and Charm Warren, Midwest region promotion. Bethel plans to handle promotion and marketing for the West and Northeast regions.

BATHING IN THE LIGHT -- Warner Bros./Light recording artist Andrae Crouch will headline a two-day festival featuring 15 of the U.K.'s top Christian artists at Wembly Stadium in Wembly, England, May 30-31. The festival, to become an annual event, has been dubbed "The Banquet, Feast of Rock and Praise." Portions of Crouch's forthcoming Light Records LP will be recorded in London and Munich with composer/arranger Alan Ferguson, who will conduct strings in London and record vocal tracks at the Musicland Studios in Munich

SHORT CUTS - Singer Teddy Pendergrass, who sustained a serious neck injury in an automobile accident March 18, is currently undergoing physical rehabilitation at McGee Rehabilitation Center following his transfer there from the Thomas Jefferson University Hospital. Pendergrass is reportedly in good spirits and has been singing and listening to new material . . . MCA notes: Bill Summers was the featured guest at an autograph party at Long Beach's Currie's Disco held in conjunction with KACE. Summers was on the promo road to support his MCA LP, "Jam The Box" . . . Peaches in Ft. Lauderdale recently held a promotion where a \$1,000 Gibson B.B. King guitar was the grand prize in an in-store drawing. The drawing, sponsored jointly with WRBD, coincided with King's recent Miami concert . . . Motown's **The Dazz Band** was recently in Los Angeles Taping a segment of Solid Gold. The show taping followed an L.A. Sports Arena date, one of 12 during May with Atlantic Starr and Cameo . . . Organist Jimmy Smlth has been in the studio with a George Benson, Grady Tate, Eddie Harris, Buck Clarke and Kevin Brandon recording an album in search of a label. . . Attorneys for the O'Jays successfully turned back an attempt by the group's former management, BK Management, Inc., to recover \$1 million in damages over the group's past association. The five-year-old L.A. Superior Court litigation ended May 11.

michael martinez

#### TOP 75 LBUMS

#### STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2) NIECY DENIECE WILLIAMS (ARC/Columbia FC 37952) REUNION THE TEMPTATIONS (Gordy/Motown 4 BRILLIANCE ATLANTIC STARR (A&M SP 4883) 5 STRAIGHT FROM THE IEART ATRICE RUSHEN (Elektra E1-60015) 6 KEEP IT LIVE DAZZ BAND (Motown 6004ML) FRIENDS SHALAMAR (Sciar/Elektra S-28) THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590) 9 MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'I./CBS FZ 37999) ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021) 4 WHO'S FOOLIN' WHO MR. LOOK SO GOOD RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249) SHARING YOUR LOVE CHANGE (RFC/Atlantic SD 19342) 15 LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27) 10 20 YES IT'S YOU LADY SMOKEY ROBINSON LIVE ON THE SUNSET STRIP RICHARD PRYOR (Warner Bros. BSK 3660) 13 7 LIVE & OUTRAGEOUS (Spring/PolyGram SP-1-6735) 17 14 18 LADIES OF THE EIGHTIES A TASTE OF HONEY (Capitol ST-12173) 22 19 JUNIOR (Mercury/PolyGram SRM-1-4043) YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744) DOIN' ALRIGHT O'BRYAN (Capitol ST-12192) 22 OUTLAW WAR (RCA AFL1-4208) 23 STREET OPERA 24 DOWN HOME ZZ HILL (Malaco MAL 7406) 25 ATTITUDES BRASS CONSTRUCTION (Liberty LT-51121) "D" TRAIN (Prelude PRL 14105) SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502) FRIENDS IN LOVE DIONNE WARWICK (Arista AL 9585) SKYYLINE SKYY (Salsoul/RCA SA-8548) THE ONE GIVETH, THE COUNT TAKETH AWAY WILLIAM "BOOTSY" COLLINS (Warner Bros. BSK 3667) CARRY ON BOBBY CALDWELL (Polydor/PolyGram PD-1-6347)

YOUR WISH IS MY

COMMAND LAKESIDE (Solar/Elektra S-26)

33 DROP THE BOMB TROUBLE FUNK (Sugar Hill SH 266)

THE DUDE OUINCY JONES (A&M SP-3721) WHY DO FOOLS FALL IN

LOVE DIANA ROSS (RCA AFL1-4153)

36 THE POET BOBBY WOMACK (Beverly Glen GB 1000)

23 23

28 29

Ì				
I	-			Week On
I	37	TOM TOM CLUB (Sire SRK 3628)	5/22	Charl
l	38	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 357	31 6) 40	20
	39	POINT OF PLEASURE XAVIER (Liberty LT-51116)	39	
	40	TUG OF WAR PAUL MCCARTNEY	33	
	41	(Columbia TC 37462) PURE & NATURAL	-	1
	42	T-CONNECTION (Capitol ST-12191)  GIVE IT UP	41	14
1	43	PLEASURE (RCA AFL1-4209) LOVE HAS FOUND ITS WA		6
	44	DENNIS BROWN (A&M SP-4886)  LOVE ME TENDER	50	3
	45	B.B. KING (MCA-5307)  CONFIDENCE  NARADA MICHAEL WALDEN	44	7
	46	(Atlantic SD 19351)  LOVE CONQUERS ALL	-	1
ı	47	MICHAEL WYCOFF (RCA NFL1-8004	4) 47	9
		NIGHT CRUISING BAR-KAYS (Mercury/PolyGram SRM-1-4028)	34	29
l	48	RITCHIE FAMILY (RCA AFL1-4323)	54	3
İ	49	ANYONE CAN SEE IRENE CARA (Network/Elektra E1-60003)	49	16
l	50	DREAM ON GEORGE DUKE (Epic FE 37532)	36	13
	9	STEAMIN' HOT THE REDDINGS		
l	52	(Believe In A Dream/CBS FZ 37974)  CONTROVERSY PRINCE (Warner Bros. BSK 3601)	38	30
	53	HOT AND NASTY ST. TROPEZ (Destiny DLA-10004)	59	4
	54	BODY TALK IMAGINATION (MCA 5271)	57	14
İ	55	I AM LOVE PEABO BRYSON (Capito! ST-12179)		27
	56	THE GEORGE BENSON COLLECTION		
0000	<b>57</b>	(Warner Bros. 2HW 3577)	45	28
		HERBIE HANCOCK (Columbia FC 37928)	_	1
	58	FRANCE JOLI (Prelude PRL-14103)	58	8
	60	LOVE MAGIC L.T.D. (A&M SP-4881) DREAMGIRLS	53	27
	•	ORIGINAL BROADWAY CAST (Geffen GHSP 20007)	_	1
l	61	COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	52	25
-	62	ME AND YOU THE CHI-LITES	52	20
١	63	(20th Century-Fox/RCA T-635)  NEVER TOO MUCH	51	15
l	64	LUTHER VANDROSS (Epic FE 37451  THE SISTERS	) 48	37
	0.5	SISTER SLEDGE (Cotillion/Atco SD 5231)	60	16
	65	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	67	57
	66	A LITTLE LOVE AURRA (Salsoul/RCA SA 8551)	46	15
	67	EARLAND'S JAM CHARLES EARLAND (Columbia FC 37573)	61	10
	68	LOVE CHANGES O.C. SMITH (Motown 6019ML)	70	2
	69	IT'S TIME FOR LOVE TEDDY PENDERGRASS		
-	70	(Phila. Int'l./CBS TZ 37491)  IN A CITY GROOVE  MASS PRODUCTION	64	35
1	9.4	(Cotillion/Atco SD 5233)	62	9
-	71	THE TIME (Warner Bros. BSK 3598)	63	40
	72 73	SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL. 9576) SATURDAY SATURDAY	72	28
	, 3	NIGHT ZOOM (Polydor/PolyGram PD-1-6434	1) 56	17
	74	QUESTIONNAIRE CHAS JANKEL (A&M SP-64885)	65	10
	75	7 CON FUNK SHUN (Mercury/PolyGram SRM-14030)	69	24
L		(croory) - cryaram arrivi-14000)		

### THIS TIME JEFFREY OSBORNE MADE AN ALBUM FOR HIMSELF. AND HE MADE IT JUST FOR YOU

EFFREY His voice is like an old friend. When you hear it you will be reminded that Jeffrey Osborne, as lead vocalist for L.T.D., was responsible for some of the hottest songs ("Back In Love Again," "We Party Hearty") and some of the warmest ballads of our time ("Shine On," "Love Ballad" and "Where Did We Go Wrong").



Jeffrey Osborne. 57-4896 His debut solo album. On A&M Records and Tapes. Includes the hit single "I Really Don't Need No Light." AM 2410

### TOP 100 BLACK CONTEMPORARY SINGLES

	Weeks On 5/22 Chart		Weeks On 5/22 Chart	5/2	22
1 IT'S GONNA TAKE A MIRACLE DENIECE WILLIAMS (ARC/Columbia 18-02812)		34 MUST BE THE MUSIC		67 BODY LANGUAGE	Ì
2 THE OTHER WOMAN	1 11	SECRET WEAPON (Prelude PRL 8036-AS)  35 SENDING MY LOVE	21 18	OUEEN (Elektra E-47452) 68 HEY FELLAS	7
RAY PARKER JR. (Arista AS 0669)  3 FORGET ME NOTS PATRICE RUSHEN (Elektra E-47427)	2 11	PLEASURE (RCA PB-13067) 36 YOU'RE #1	36 11	TROUBLE FUNK (Sugar Hill SH-575) 69 IN THE NAME OF LOVE	ĺ
4 A NIGHT TO REMEMBER		NĂRADA MICHAEL WALDEN (Atlantic 4037)  37 TOO LATE	42 5	THOMPSON TWINS (Arista AS 0671)  70 DO IT TO THE MAX	
SHALAMAR (Solar/Elektra S-48005)  5 LET IT WHIP	4 9	JUNIOR (Mercury/PolyGram 76150) 38 I KNOW YOU GOT ANOTHER	46 3	XAVIER (Liberty P-B- 1464)  THE FEMMES FATALES	
6 MURPHY'S LAW	8 12	THE REDDINGS (Believe In A Dream/CBS ZS5 02767)	26 10	ST. TROPEZ (Destiny D-2010) THANKS TO YOU	7
TWE GO A LONG WAY BACK	6 13	39 SOMETHING ABOUT THAT WOMAN LAKESIDE (Solar/Elektra S-48009)	<b>I</b> 51 4	SINNAMON (Becket BKD 508)  B HEART TO HEART	8
BLOODSTONE (T-Neck/CBS ZS5 02825)  8 EARLY IN THE MORNING	10 9	40 LIVE IT UP THE DRAMATICS (Capitol P-B-5103)	41 8	RONNIE DYSON (Cotillion/Atco 40917) 74 FIRST IMPRESSIONS	7
THE GAP BAND (Total Experience/PolyGram TE-8201)	14 6	41 A LITTLE LOVE AURRA (Salsoul/RCA S7 7023)	43 7	HIGH INERGY (Gordy/Motown 1613GF)  75 (SITTIN' ON) THE DOCK OF THE BAY	7
THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)	9 6	42 KEEP ON "D" TRAIN (Prelude PRL 8049)	- 1	THE REDDINGS (Believe In A Dream/CBS ZSS 02836)  76 DO WHAT YOU WANNA DO	i
10 IF IT AIN'T ONE THING IT'S	9 6	43 FREAKY BEHAVIOR		STARPOINT (Chocolate City/PolyGram CC 3232)	8
ANOTHER RICHARD "DIMPLES" FIELDS		BAR-KAYS (Mercury/PolyGram 76143)	31 10	STILL WATER (LOVE) O'BRYAN (Capitol P-B-5117)	8
(Boardwalk NB7-11-139) 11 I JUST WANT TO SATISFY	5 15	BOBBY CALDWELL (Polydor/PolyGram PD 2202)  45 CAN YOU SEE THE LIGHT	48 8	78 YOU GOT THE POWER WAR (RCA PB-13061)	4
THE O'JAYS (Phila. Int'l./CBS ZS5 02834)  12 CIRCLES	11 10	BRASS CONSTRUCTION (Liberty P-B-1453) 46 I SPECIALIZE IN LOVE	28 10	79 WON'T YOU LET ME LOVE YOU BERNARD WRIGHT (GRP/Arista GS 2520)	8
ATLANTIC STARR (A&M 2392)  BEONY AND IVORY		SHARON BROWN (Profile PRO-5006)	53 7	80 SHE'S WRAPPED TOO TIGHT EDWIN BIRDSONG (Salsoui/RCA S7 7024)	9
PAUL McCARTNEY (Columbia 18-02860)  A STREET CORNER	17 7	MONEY'S TOO TIGHT (TO MENTION THE VALENTINE BROS. (Bridge BR-1982)	54 6	81 I'VE GOT THE DANCE FEVER BOHANNON (Phase II/CBS ZS5 02897)	8
ASHFORD & SIMPSON (Capitol P-B-5109)  15 JUST BE YOURSELF	16 7	48 LADIES CHOICE SHOTGUN (Montage P-B-1214)	49 8	82 I JUST WANNA (SPEND SOME TIME WITH YOU)	
CAMEO (Chocolate City/PolyGram CC 3231)	12 10	49 TAKE A LICKIN' AND KEEP ON KICKIN'		ALTON EDWARDS (Columbia 18-02796)  83 IT TAKES HEART	8
DANCE WIT' ME RICK JAMES (Gordy/Motown 1619GF)	22 3	WILLIAM "BOOTSY" COLLINS (Warner Bros. WBS 50044)	34 8	GREG PERRY (Alfa ALF-7016)  84 I THINK YOU'RE OUT OF THIS	4
THE VERY BEST IN YOU CHANGE (RFC/Atlantic 4027)	18 8	50 MAKE THE LIVING WORTHWHILE  GENE CHANDLER (Chi Sound CH-1001)	60 5	WORLD LONNIE JORDAN (Boardwalk NB7-11-141)	
18 LET'S CELEBRATE SKYY (Salsoul/RCA S7 7020)	15 11	51 BABY, COME TO ME PATTI AUSTIN (Owest/Warner Bros. QWE 50036)	52 10	85 I DON'T NEED YOUR LOVE SEQUENCE (Sugar Hill SH-783)	
19 THE GIGOLO O'BRYAN (Capitol 5067)	13 20	52 DANCE LIKE CRAZY KLIQUE (MCA 52030)		86 SHOW ME WHERE YOU'RE COMING	
20 I'LL TRY SOMETHING NEW A TASTE OF HONEY (Capitol 5099)	20 12	53 SIXTH STREET (TURN IT UP) MIGHTY FIRE (Elektra E-47426)		FROM  CARRIE LUCAS (Solar/Elektra S-48010)	-
21 OLD FASHIONED LOVE SMOKEY ROBINSON (Tamla/Motown 1615TF)	27 7	54 GIRL THE TIME (Warner Bros. WBS 50039)		B LETTIN' IT LOOSE HEATWAVE (Epic 14-02904)	-
22 I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE (A&M 2410)	25 4	55 STAY WITH ME TONIGHT — PART	1	88 WIDE SHOT SUPERIOR MOVEMENT (C.I.M./CBS ZS5 02906)	-
23 THAT GIRL STEVIE WONDER (Tamla/Motown 1602TF)	19 20	RICHARD JON SMITH (Jive/Arista VS 101)  56 (AEROBIC DANCIN) KEEP DANCIN	55 6	1'M A WONDERFUL THING, BABY KID CREOLE & THE COCONUTS (Sire SRE 50069)	
24 GET DOWN ON IT	19 20	R.J.'s LATEST ARRIVAL (Zoo York AE7 1993)  57 SING A SIMPLE SONG	62 4	90 ROCK SHOCK B.B.C.S.&A. (Sam 12346)	
KOOL & THE GANG (De-Lite/PolyGram DE 818)  WORK THAT BODY	23 11	WEST STREET MOB (Sugar Hill SH 780)  58 NINE TIMES OUT OF TEN	37 9	91 DON'T MAKE ME WAIT PEECH BOYS (West End WES-1240)	ç
DIANA ROSS (RCA PB-13201)	33 6	TEDDY PENDERGRASS (Phila, Intl./CBS ZS5 02856)  59 HELP ( SAVE THIS FRANTIC	67 3	92 ACT LIKE YOU KNOW FAT LARRY'S BAND (WMOT WS9 02798)	5
25 SOUP FOR ONE CHIC (Mirage/Atlantic WTG 4032) CUTIE PIE	35 5	HEART OF MINE) FREDI GRACE & RHINSTONE (RCA PB-13099)	66 5	93 LITE ME UP HERBIE HANCOCK (Columbia 18-02824)	2
ONE WAY (MCA 52049)	50 4	60 IF I HAD MY WISH TONIGHT DAVID LASLEY (EMI America B-8111)	63 5	94 MAMA USED TO SAY JUNIOR (Mercury/PolyGram 76132)	5
28 MAKING LOVE ROBERTA FLACK (Atlantic 4005)	29 13	(i) ALL THE MAN I NEED		95 DIDN'T WE DO IT	
FRIENDS IN LOVE DIONNE WARWICK and JOHNNY MATHIS	32 7	SISTER SLEDGE (Cotillion/Atco 47007) 62 FEELIN' LUCKY LATELY		96 WORK THAT SUCKER TO DEATH	9
(Arista AS 0673) 30 WHERE DO WE GO FROM HERE	32 7	63 LOVE HAS FOUND ITS WAY	73 3	97 PLAYING HARD TO GET	5
BOBBY WOMACK (Beverly Glen BG-2001)  DON'T STOP WHEN YOU'RE HOT		DENNIS BROWN (A&M 2407)  64 CHEATING IN THE NEXT ROOM	65 <b>6</b>	VERNON BURCH (Spector Records It'l. 00021)	4
LARRY GRAHAM (Warner Bros. WBS 50068)  32 TRY JAH LOVE	40 4	Z.Z. HILL (Malaco 2079)	71 4	98 RUN, RUN, RUN FUNKAPOLITAN (Paviillon/CBS 02764)	9
THIRD WORLD (Columbia 18-02744)  33 EMERGENCY	24 11	65 BEST LOVE  ROSE ROYCE (Epic 14-02818)	68 4	99 LOVE CHANGES O.C. SMITH (Motown 1623MF)	10
WHISPERS (Solar/Elektra S-48008)		66 I'LL DO MY BEST (FOR YOU BABY) RITCHIE FAMILY (RCA PB-13092)	74 3	100 SHOW YOU MY LOVE  GOLDIE ALEXANDER (Arista AS 0681)	7
		ZED TOP 100 R&B (INCLUDING PUBLISHE			
A Little Love (Lucky Three/Red Aurra — BMI) 41 Ford A Night To Remember (Silver Sounds/Spectrum From Front Edition 1988)		Baby Fingers — ASCAP/ I'll Try Something New ( BMI)			

A Little Love (Lucky Three/Red Aurra - BMI)	. 41
A Night To Remember (Silver Sounds/Spectrum	
VII/Satellite III — ASCAP)	. 4
Act Like You Know (Framingreg/James Gang - BM	
Aerobic Dancin (Arrival — BMI)	
All The Man (Fifth of March/Body Electric/Warner	
Tamerlane — BMI)	
Baby, Come To Me (Rodsongs — PRS)	
Best Love (May 12th/Warner-Tamerlane — BMI) .	
Body Language (Oueen — BMI)	
Can You See The Light (One To One — ASCAP) .	
Cheating In (Malaco/Gorilla Oueen — BMI)	
Circles (Almo/Jodaway — ASCAP)	
Cutie Pie (Duchess/Perk's — BMI)	
Dance Like Crazy (Bee — Germaine/George — BM	
Dance Wit Me (Jobete/Stone City — ASCAP) Didn't We Do (Poppa Willie/Always/Tender	. 16
Tunes/Loaded Lyrics — BMI)	0.5
Do It To The Max (Terry Philips — ASCAP)	
Don't Make Me (Peech Boys/Dez Bee — BMI)	
Don't Stop When (Graham-O-Tunes — BMI)	
Do What (Harrindur/Licyndiana adm. by Ensign —	
BMI)	
Early In The Morning (Total Experience - BMI)	
Ebony And Ivory (MPL Communications — ASCAF	
Emergency (Spectrum VII/Silver Sounds - ASCAF	
Feelin' Lucky Lately (Little Macho ASCAP)	
Femmes Fatales (De Note BMI)	. 71
First Impressions (Bobby Goldsboro - ASCAP/Ho	
Of Gold — BMI)	. 74

Forget Me Nots (Baby Fingers — ASCAP/	
Freddie Dee — BMI)	3
Freaky Behavior (Cessess/Electric Apple - BMI)	43
Friends In Love (Garden Rake/Foster Frees -	
BMI/JSH — ASCAP)	29
Get Down On It (Delightful/Second Decade - BMI)	24
Girl (Tionna — BMI)	54
Heart To Heart (Interworld Groove Tunes/Friday's	
Child/Unart — BMI)	
Help (Virgina C. — ASCAP)	59
Hey Fellas (Sugar Hill - BMI)	68
I'm A Wonderful (Schott in the Dark - ASCAP/Cri	
Cri/Perennial August — BMI)	89
I Don't Need (Sugar Hill - BMI)	85
I've Got The (April Bohannon/Intersongs - ASCAP)	81
I Just Wanna (Colgems-EMI — ASCAP)	
I Just Want (Mighty Three — BMI)	
I Know You Got (Dexotis/Band Of Angels — BMI) .	38
I Really Don't (Overdue adm. by Warner	
Bros./Almo/March 9 — ASCAP)	
	46
I Think You're (Far Out/L.A.I.M./River Jordan —	
7.007, 7.11111111111111111111111111111111	84
If I Had (Chappell/Ironside ASCAP)	60
If It Ain't (On The Boardwalk/Dat Richfield Kat —	
BMI/Songs Can Sing — ASCAP)	
In The Name (Point/ATC — BMI)	
It's Gonna Take (Vogue — BMI)	
It Takes Heart (Peabody + Co./Mekk — ASCAP)	
MILE AND DESCRIPTION OF THE SECOND	CC

I'll Try Something New (Jobete — ASCAP) 29	0
Jamaica (Bobby Caldwell/Happy Stepchild - BMI) 4	
Just Be Yourself (All Seeing Eye - BMI) 15	
Keep On (Tromar/Huemar/Jawil - BMI 4	
Ladies Choice (Front Wheel/Funk Rock - BMI) 4	В
	5
Let's Celebrate (Alligator — ASCAP)	В
Lite Me Up (Rod Songs/Almo — ASCAP) 9	
Lettin' It Loose (Rod Songs-PRS adm. by Almo —	
ASCAP) 8	
Live It Up (Dramatica/Ron \$Banko\$ BMI) 4	0
Love Changes 9	
Love Has Found (Irving/Joe Gibbs - BMI) 6	3
Make The Living (Gaetana/Ensign/Cachand BMI) 5	
Making Love (20th Century Fox Film/New Hidden	
Valley-ASCAP/Begonia Melodies/Fedora-BMI)2	В
Mama Used To Say (Pressure/Aves/EMI - PRS) . 9	4
Money's Too Tight (Stan/Flo - BMI) 4	7
Murphy's Law (Hygroton/Lopressor-PRO/Paddie	
— BMI)	6
Must Be The Music (Trumar/Smootee - BMI) 3-	
Nine Times (Might Three — BMI)	
Old Fashioned Love (Chardax - BMI) 2	
Playing Hard (Bayard/Sand B - BMI) 9	
Rock Shock (Mideb/Joga — ASCAP) 9	
Run, Run, Run (Warner Bros ASCAP) 9	
Sending My Love (360 Music/IPM - ASCAP) 3	
She's Wrapped (Edwin Birdsong — ASCAP) 8	
Show Me (Silver Sounds/Spectrum VII ASCAP) 8	
Show You My Love (Sicade - ASCAP) 10	

Sing A Simple (Warner-Tamerlane - BMI)	57
Sittin' On (Irving — BM!)	75
Sixth Street (Arcturus II — ASCAP)	53
Something About That (Spectrum VII/Circle L —	
ASCAP)	
Soup For One (Chic — BMI)	26
Standing On The Top (Jobete/Stone City - ASCAP)	
Stay With Me Tonight (MCPS/Biem Zomba — BMI)	55
Still Water (Jobete/Stone Agate ASCAP/BMI)	
Street Corner (Nick-O-Val — ASCAP)	
Take A Lickin' (Stretchin, Out — ASCAP)	49
Thanks (Amber Pass/Darryl Payne/	
Eric Matthew/Keith Diamond — BMI)	
That Girl (Jobete & Black Bull — ASCAP)	
The Gigolo (Cortez — ASCAP)	
The Other Woman (Raydiola — ASCAP)	2
The Very Best (Little Macho/Different Strokes/GS	
Lui o-America / Cora / Cora / Cora	17
Too Late (Junior/Sam — PRS)	
Try ball Love (bobeter black ball free in )	32
We Go A Long Way (Triple Three — BMI)	7
Where Do We Go (Ashtray/Mi-Alma)	
Wide Shot (We Are Starbound/Burnt Out — BMI) .	
Won't You (Ola's Kid/Roaring Fork/Nodlew — BMI)	79
Work That Body (Songs Of Manhattan Island/Olga/	
Ray-Han/Koppelman-Bandier/RossvilleBMI)	25
Work That Sucker (Terry Phillips — ASCAP)	96
You're #1 (Gratitude Sky—ASCAP/Irving/Ink/	00
Baby Shoes — BMI)	36
You Got (Far Out — ASCAP/Mllwaukee — BMI)	18

#### MOST ADDED SINGLES

1. KEEP ON — "D" TRAIN — PRELUDE

KEEP ON — "D" TRAIN — PRELUDE
 WHRK, WATV, WCIN, WRBD, WWDM, WGCI, KDAY, WNHC, WPAL, WAMO, WWIN, WLLE, WLOU, WUFO, WJLB, WSOK, WRAP, WDIA, WILD, WGIV, WGPR-FM, WIGO, KPRS, WRKS, WVKO, KDKO, KMJQ, WAIL, KGFJ
 (SITTIN' ON) THE DOCK OF THE BAY — THE REDDINGS — BELIEVE IN A

2. (SITTIN' ON) THE DOCK OF THE BAT
DREAM/CBS
KDKO, WDAO, WUFO, WWDM, WGCI, WSOK, WLLE, WPAL, WBMX, KDAY, WYLD-FM, WTLC, WEDR, WGIV, WLUM, KPRS, WENZ
3. I DON'T NEED YOUR LOVE — SEQUENCE — SUGAR HILL KPRS, WVKO, WDAO, WDAS-FM, WWIN, WRAP, KGFJ, WGIV, WHRK, WAIL, WILD, WRBD
4. SHOW ME WHERE YOU'RE COMING FROM — CARRIE LUCAS — SOLVARIE LYTRA

SOLAR/ELEKTRA

SOLAR/ELEKTRA
WYLD-FM, WGPR-FM, WSOK, WWDM, WWIN, WRBD, WCIN, WILD, WDAO,
KDKO, WEDR, WTLC

5. LETTIN' IT LOOSE — HEATWAVE — EPIC
WGPR-FM, WGCI, WUFO, V103, WATV, WHRK, WDAO, KPRS, WWIN, WVKO,
WTLC, WCIN

6. CUTIE PIE — ONE WAY — MCA
WLOU, WTLC, WCIN, WIGO, WWDM, WLLE, WPAL, WRAP, WGPR-FM

#### MOST ADDED ALBUMS

STREET OPERA — ASHFORD & SIMPSON — CAPITOL WGIV, KGFJ, KACE, WGCI, WWDM, WJLB, WRBD, WDAS-FM, WHRK, WDAO
 STEAMIN' HOT — THE REDDINGS — BELIEVE IN A DREAM/CBS WYLD-FM, WGIV, KACE, WAMO, WGCI, WWIN, WRBD, WATV, WDAO
 LITE ME UP — HERBIE HANCOCK — COLUMBIA WIGO, WDAO, WDAS-FM, WWDM, WBMX, KMJQ, KACE, WGIV

#### UP AND COMING

AND I AM TELLING YOU I'M NOT GOING - JENNIFER HOLLIDAY - GEFFEN TAKE SOME TIME OUT (FOR LOVE) - THE SALSOUL ORCHESTRA -SALSOUL/RCA

DON'T HOLD BACK - MIKE AND BRENDA SUTTON - SAM ONE OF THOSE NIGHTS - B.B. KING - MCA

#### BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — BLOODSTONE
HOTS: Gap Band, Dazz Band, R. Parker, D. Williams, One Way, R. Fields, O'Bryan, Shalamar, Taste Of
Honey, P. Rushen, Reddings, T. Pendergrass, Cameo, Secret Weapon, R. Flack, Temptations, Ashford
& Simpson, Skyy, P. McCartney, R. James. ADDS: Heatwave, War, L. Graham, Reddings, Klique, J.
Holliday. LP ADDS: J. Hall, P. McCartney, H. Alpert.

WIGO — ATLANTA — QUINCY JASON, PD — #1 — THIRD WORLD HOTS: D. Williams, Gap Band, Temptations, Taste Of Honey, O'Jays, Bloodstone, Shalamar, Dazz Band, Ashford & Simpson, Change. ADDS: One Way, B.B. King, M. Walden, Junior. LP ADDS: H.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — GAP BAND HOTS: Secret Weapon, Cheri, J. Holliday, Sinnamon, Was (Not Was), J. Osborne, Third World, Bloodstone, C. Jankel, Trouble Funk, "D" Train, Temptations, C. Sylvan, Duncans, Fat Larry's Band, Cameo, Heatwave, O'Bryan, P. Rushen, D. Williams: ADDS: C. Lucas, Kid Creole & The Coconuts, Sequence, G. Logan, R. Crawford, E. Birdsong, Salsoul Orchestra. LP ADDS: B. Collins, Reddings.

WATV — BIRMINGHAM — RON JANUARY, PD — #1 — D. WILLIAMS
HOTS: Gap Band, R. Parker, Temptations, Reddings, Dazz Band, Secret Weapon, Brass Construction,
The Time, Cameo, LTD, Cheri, Controllers, Change, Ashford & Simpson, Atlantic Starr, Skyy, P.
Rushen, Bloodstone, Prince, Shalamar, ADDS: Valentine Brothers, "D" Train, O'Bryan, R. Crawford,
Kleeer, M. Watson, Heatwave, ADC Band, Xavier, I. Cara, Sinnamon, J. Simon, Felix & Jarvis, Soul
Sonic Force, High Fashion, LP ADDS: Reddings, D. Warwick, P. Rushen, S. Wonder, O'Jays, C. Staton.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — CHERI
JUMPS: 14 To 8 — Bloodstone, 15 To 9 — D. Ross, 16 To 13 — Gap Band, 17 To 14 — P. McCartney, 18
To 15 — Dazz Band, 19 To 16 — S. Brown, 21 To 17 — R. James, 22 To 18 — One Way, 23 To 19 —
Ashford & Simpson, 24 To 20 — S. Robinson, 29 To 26 — P. Austin, Ex To 21 — Junior, Ex To 22 — St.
Tropez, Ex To 23 — R. Dyson, Ex To 24 — Lakeside, Ex To 30 — Ritchie Farnily. ADDS: Sister Sledge,
Candela, War, C. Jankel, C. Lucas, Salsoul Orchestra, High Fashion. LP ADDS: R. James, D. Warwick,
F. Grace & Rhinstone, H. Alpert.

WGIV — CHARLOTTE — CHRIS TURNER, PD — #1 — D. WILLIAMS
HOTS: Dazz Band, Gap Band, Aurra, R. James, R. Parker, P. Rushen, Ternptations, Chic, Change, Junior, Sylvia, D. Brown, Ashford & Simpson, ADDS: G. Duke, Waldo, Sequence, J. Holliday, Videeo, Salsoul Orchestra. LP ADDS: Reddings, Rose Royce, BT Express, N. Pointer, Ashford & Simpson, Dramatics, H. Hancock.

WBMX.— CHICAGO.— LEE MICHAELS, PD.—#1.— O'BRYAN
HOTS: P. Rushen, Gemini, D. Williams, Temptations, Shalamar, Atlantic Starr, Bloodstone, Dazz Band, Grand Master Flash, Third World, Gap Band, R. Fields, ZZ Hill, Cheri, Skyy, J. Ross, O'Jays, R. Flack, Cameo, Taste Of Honey, Pleasure, G. Chandler, Ashford & Sirnpson, Fat Larry's Band, B. Womack, Change, Lakeside, S. Robinson, Aurra, D. Brown, Chic, RGB. ADDS: Reddings, L. Smith/M. Clayton, R.J.'s Latest Arrival. LP ADDS: S. Wonder, H. Hancock.

WGCI — CHICAGO — PAM WELLES, PD — #1 — ILLUSION

HOTS: Bloodstone, Lakeside, B. Collins, Atlantic Starr, C. Jankel, Temptations, S. Robinson, R. Parker, One Way, P. Rushen, D. Williams, Dazz Band, O'Bryan, B. Caldwell, R. Flack, Gap Band. ADDS: "D" Train, Valentine Brothers, St. Tropez, Reddings, Dramatics, High Fashion, P. Metheny, Heatwave, Klique. LP ADDS: Reddings, P. McCartney, Sho Nuff, H. Alpert, Ashford & Simpson, B. Collins, Collins.

WCIN — CINCINNATI — EVERETT CORK, PD — #1 — R. PARKER
HOTS: Reddings, O'Jays, Skyy, Dazz Band, Shalamar, Brass Construction, Cameo, Bloodstone, Taste
Of Honey, P. Rushen, D. Williams, Cheri. ADDS: Sister Sledge, C. Lucas, F. Grace & Rhinstone, "D"
Train, Xavier, L. Jordan, Mighty Fire, E. Birdsong, One Way, S. Brown, Salsoul Orchestra.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — P. RUSHEN
HOTS: R. Fields, Dazz Band, Atlantic Starr, Shalamar, D. Williams, Cheri, R. Parker, Bloodstone, O'Jays. ADDS: Junior, Whispers, Azymuth, B.B.C.S.&A., Starpoint, M. Walden, G. Chandler, L.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — GAP BAND HOTS: Temptations, P. Austin, Chic, Change, Ashford & Simpson, D. Ross, B. Collins, Aurra, D. Warwick/J. Mathis. ADDS: Heatwave, Junior, G. Duke, Reddings, LTD, Sequence, R. Dyson, Bohannon, G. Chandler, Kleeer, C. Lucas. LP ADDS: Ashford & Simpson, R. James, H. Hancock, M. Walden, Reddings, Dramatics.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — DAZZ BAND HOTS: Atlantic Starr, P. Rushen, Shalamar, Cheri, R. Parker, Skyy, Cameo, Taste Of Honey, Brass Construction. ADDS: Superior Movement, Human League, O'Bryan, Central Line, Sinnamon, "D" Train, Azymuth, F. Cropper, Crack Steppin', Miraculous, One Way, LP ADDS: S. Wonder, Ritchie Family, K. Burke, H. Alpert, ADDS: Felix & Jarvis, Secret Weapon, Bloodstone, ADC Band, Lakeside, C. Lucas, G. Chandler, Heatwave, One Way.

WJLB --- DETROIT --- JOHN EDWARDS, PD -- #1 -- ASHFORD & SIMPSON
HOTS: LTD, R. Laws, Dazz Band, Change, Cameo, Bloodstone, P. Rushen, Zoom, D. Ross, Skyy, R.
James, J. Osborne, P. Austin, One Way, Dramatics, Temptations, Gap Band, Shalamar, Cheri, D.
Williams. ADDS: Soul Sonic Force, P. Metheny. LP ADDS: Ashford & Simpson, Rose Royce, Dramatics,

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — BLOODSTONE

JUMPS: 7 To 4 — Dazz Band, 8 To 5 — D. Williams, 11 To 7 — West Street Mob, 18 To 8 — Gap Band, 14

To 9 — Grand Master Flash, 13 To 10 — Change, 17 To 14 — Klique, 28 To 15 — R. Dyson, 19 To 16 — G.

Perry, 20 To 17 — M. Walden, Ex To 18 — Soul Sonic Force, 39 To 19 — L. Graham, 29 To 23 — J.

Osborne, 32 To 24 — D. Warwick/J. Mathis, 30 To 26 — F. Grace & Rhinstone, 31 To 27 — Collage, 33

To 28 — B. Collins, 37 To 30 — Lakeside, 44 To 31 — Chic, 35 To 32 — D. Ross, 38 To 35 — Valentine

Brothers, 42 To 36 — L.A. Connection, 45 To 37 — High Fashion, 49 To 38 — Whispers, 48 To 38 —

O'Bryan, 48 To 40 — G. Logan, 47 To 41 — Sister Sledge, 50 To 42 — Ritchie Family, Ex To 43 — One

Way, Ex To 44 — Kleeer, Ex To 45 — Thompson Twins, Ex To 46 — M. Jackson, Ex To 47 — Starpoint.

ADDS: Mass Production, C. Lucas, "D" Train, Coffee, War, M. Watson, Caviar. LP ADDS: Reddings,

Elsion, Rose Royce, N. Pointer, H. Alpert, Dramatics, Ashford & Simpson.

KMJQ -- HOUSTON -- ROSS HOLLAND, MD -- #1 -- DAZZ BAND

JUMPS: 13 To 7 -- The Time, 19 To 10 -- Gap Band, 24 To 19 -- Al Jarreau, 32 To 21 -- Secret Weapon,
Ex To 26 -- S. Wonder, Ex To 32 --- R. James, Ex To 38 -- R. Fields, Ex To 40 --- S. Robinson. ADDS: R.
Little, J. Osborne, Pleasure, LP ADDS: Cameo, H. Hancock.

KDAY -- LOS ANGELES -- JOHN BADEAUX, PD -- #1 -- GAP BAND HOTS: D. Williams, Atlantic Starr, Dazz Band, Temptations, Bloodstone, Ashford & Simpson, Orie Way, Cheri, B. Collins. ADDS: "D" Train, High Fashion, M. Wycoff, M. Walden, Reddings, Videeo.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — GAP BAND HOTS: Dazz Band, P. Rushen, Bloodstone, O'Jays, Temptations, D. Ross, Ashford & Simpson, Cheri, R. Parker, ADDS: R. Hudson, C. Earland, Xavier, Atlantic Starr, Sequence, LP ADDS: L.A. Boppers, High Inergy, Ashford & Simpson, Klique.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — GAP BAND
HOTS: Temptations, Sylvia, Change, Bloodstone, O'Jays, Brass Construction, Lakeside, Ashford & Simpson, M. Walden, Shotgun, Atlantic Starr, Shalamar, Junior, B.B.C.S. & A., Xavier, G. Perry, R.J. Smith, P. Austin, West Street Mob, N. Pointer. ADDS: C. Earland, One Way, Starpoint, Superior Movement, Videeo, Candela.

WHRK-FM — MEMPHIS — JIMMY SMITH, MD — #1 — GAP BAND
HOTS: Dazz Band, O'Jays, Temptations, The Time, Xavier, Junior, One Way, B. Summers, S. Robinson, P. McCartney, High Fashion, V. Burch, J. Osborne, R. James, Change, Lakeside, Reddings, Cheri, Ashford & Simpson, M. Walden, Shalamar, Queen, Bloodstone, D. Ross, Superior Movement, D. Williams, Chic, P. Rushen. ADDS: Valentine Brothers, ADC Band, Heatwave, Secret Weapon, M. & B. Sutton, Shotgun, Ritchie Family, "D" Train. LP ADDS: Ashford & Simpson, "D" Train, Junior, One Way, Shotgun.

WEDR — MIAMI — GEORGE JONES, PD — #1 — REDDINGS
HOTS: Cheri, Cameo, P. Rushen, Bloodstone, Taste Of Honey, Dazz Band, O'Jays, Change, Gap Band, Shalamar, R.J. Smith, Ashford & Simpson, W.A.G.B. Band, Brass Construction, Aurra, Temptations, L. Graham, B. Caldwell, F. Grace & Rhinstone, Rose Royce. ADDS: War, Xavier, Superior Movement, Kleeer, Salsoul Orchestra, Caviar, J. Gilmore, Trauma, R. Crawford. LP ADDS: "Soup For One," Klique, Ashford & Simpson, M. Walden, Dramatics, G. Logan.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — R. PARKER
HOTS: R. Fields, D. Williams, Atlantic Starr, Cheri, P. Rushen, Bloodstone, P. McCartney, Third World,
P. Austin, Peech Boys, O'Jays, Change, Human League, Shalamar, Chic, R. James, Ashford &
Simpson, Hot Quisine, P. Bryson, Queen, ADDS: Odyssey, Sequence, R. Dyson, G. Chandler, R.

WYLD-FM -- NEW ORLEANS -- TONY BROWN, MD -- #1 -- ATLANTIC STARR
HOTS: R. Fields, Taste Of Honey, D. Williams, Shalamar, Third World, P. Rushen, Bloodstone, B. Womack, P. Bryson, R. Flack, O'Jays, Cheri, R. Parker, Change, Kool & The Gang, P. McCartney, Ashford & Simpson, J. Osborne, Dazz Band, P. Austin, Junior, D. Lasley, B. Caldwell, S. Wonder, D. Brown, Temptations, Whispers, D. Warwick/J. Mathis, Sister Sledge, S. Robinson, Pleasure, War, R. Laws, E. Klugh, L. Jordan, M. Wycoff, O'Bryan, G. Chandler, St. Tropez. ADDS: Reddings, R. Crawford, Kid Creole & The Coconuts, C. Lucas. LP ADDS: Reddings, P. Metheny.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — P. McCARTNEY
HOTS: Atlantic Starr, D. Williams, Human League, Taste Of Honey, Gap Band, Temptations, P. Rushen,
Dazz Band, Queen, Bloodstone, Thompson Twins, Ashford & Simpson, Secret Weapon. ADDS: S.
Wonder, H. Hancock, Elusion, C. Jankel, LP ADDS: Queen.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — D. WILLIAMS
JUMPS: 10 To 3 — P. McCartney, 17 To 11 — Ashford & Simpson, 19 To 14 — Temptations, 21 To 17 —
Bloodstone, 29 To 19 — Soul Sonic Force, 30 To 27 — Chic, Ex To 28 — Imagination, Ex To 29 — D.
Warwick/J. Mathis, Ex To 30 — R. James.

WWRL — NEW YORK — WANDA RAMOS, PD — #1 — D. WILLIAMS
HOTS: R. Fields, P. McCartney, Bloodstone, P. Rushen, Change, Temptations, Ashford & Simpson, Booker T., Gap Band, T. Pendergrass, R. Parker, R. James, Zoom, G. Chandler, Dazz Band. ADDS: T. Pendergrass, Imagination, R. Crawford, B.B. King, W. Felder/B. Womack, Sinnamon, Coffee, High Fashion.

WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — GAP BAND
HOTS: R. Parker, Taste Of Honey, Atlantic Starr, D. Williams, Change, Shalamar, Ashford & Simpson,
Temptations, O'Jays, P. Rushen, Bloodstone, S. Wonder, Kool & The Gang, Dazz Band, P. McCartney,
Cameo, Cheri, Skyy. ADDS: G. Duke, Sequence, Junior, The Time, One Way, F. Grace & Rhinstone, D.
Warwick/J. Mathis, Lakeside, Whispers, C. Earland.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — DAZZ BAND
HOTS: P. Rushen, Secret Weapon, Third World, R. Parker, Gap Band, D. Williams, Change,
Temptations, Skyy, Shalamar, Bloodstone, O'Jays, Ashford & Simpson, Chic, J. Osborne, Whispers,
Shotgun, D. Warwick/J. Mathis, R. James, K. Burke, Bar-Kays, Pleasure, S. Brown, M. Walden, ADDS:
M. & B. Sutton, Trilark, L. Smith/M. Clayton, Sequence, LP ADDS: Ashford & Simpson, BT Express, H.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — R. PARKER

JUMPS: 8 To 4 — Temptations, 10 To 5 — Dazz Band, 11 To 8 — One Way, 13 To 9 — Ashford & Simpson, 16 To 12 — Gap Band, 21 To 16 — Change, 24 To 17 — Zoom, 21 To 18 — Booker T., 24 To 19 — Chic, 29 To 26 — Aurra, 30 To 27 — Reddings, 32 To 28 — L. Graham, 33 To 30 — S. Robinson, 35 To 31 — J. Osborne, 38 To 33 — Valentine Brothers, Ex To 39 — G. Chandler, Ex To 40 — "D" Train, ADDS: Junior, Bloodstone, Whispers. LP ADDS: B. Caldwell, M. Walden, In Harmony, Junior, "Soup For One," Reddings.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — D. WILLIAMS
JUMPS: 4 To 5 — Dazz Band, 13 To 7 — Cheri, 15 To 10 — Temptations, 21 To 13 — Bloodstone, 22 To
14 — Gap Band, 23 To 15 — Ashford & Simpson, 25 To 20 — Change, 28 To 21 — P. McCartney, 26 To
23 — B. Womack, 30 To 26 — One Way, Ex To 29 — D. Warwick/J. Mathis, Ex To 30 — S. Robinson.
ADDS: "D" Train. LP ADDS: R. James, Junior.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — DAZZ BAND HOTS: P. Rushen, R. Parker, D. Williams, T-Connection, Cameo, Change, Reddings, Temptations, Gap Band. ADDS: Klique, F. Grace & Rhinstone, Secret Weapon, Ritchie Family, Superior Movement, S. Robinson. LP ADDS: Taste Of Honey.

WWDM — SUMTER — BARBARA TAYLOR, PD HOTS: T-Connection, S. Robinson, R. Flack, Cheri, Dazz Band, Change, Ashford & Simpson, R. James, Bloodstone, Gap Band, Shalamar. ADDS: C. Lucas, Elusion, High Fashion, McCrarys, F. Grace & Rhinstone, A. Cherry, Reddings, One Way, R. Crawford, G. Duke, Jewel, Time Bandits, "D" Train. LP ADDS: H. Hancock, Marz, Redd Hott, Ashford & Simpson, M. Walden, F. Grace & Rhinstone, Steel Pulse, B. Always.

### **Country DJs Greet Satellite Radio With Mixed Emotions**

by Tom Roland

NASHVILLE — While the advent of satellite networks, such as the Satellite Music Network out of Chicago and the United Stations Satellite Network, has prompted fear within many circles that the new technology will eliminate jobs for many disc jockeys, the actual effects of satellite programming seem to vary from station to station, according to decisions made by each station's management team.

Of disc jockeys who were polled by **Cash Box** at stations that are or have been involved with the satellite format, all seemed to feel that satellite programming may be advantageous to smaller markets. The adoption of the space signal by their stations led to three different situations for the disc jockeys who lost their positions as a result.

When WELA-FM/East Liverpool went to satellite programming earlier this year, station owner Frank Mangano found other stations for his DJs to work at within the Constrander Corp., according to Andy Sitko, who was moved to WELA's AM counterpart, WOHI. Fred Buc, of WKDA/Nashville, noted that his station manager, Vic Rumore, found other areas of the station to place his on-air talent when the outlet took on satellite programming in September. WKDA has since dropped the satellite and taken on a "rock hits" format (Cash Box, April 10).

The third disc jockey surveyed, however, indicated that his station had released five jocks, and the respondent himself was unsure of his job security and wished to remain unidentified. "It's costing me my job," the latter respondent noted. "I had to lay off five people. When we first went into it, we were going to have (the satellite) set up in two weeks. I let top flight people go, and I've had to hire part-time interim people, or less competent people, to work for me, so the air sound's gone to pot."

#### **OK For Small Markets**

According to the source, the signal still cannot be received, but the satellite system should be operable in the near-future. "I can understand satellite for a small market like a Dothan, Ala.," he maintained. can understand that, but I can't understand it in a city the size of Nashville, and Nashville's already dropped it. They limit you to the amount of sales that you can have because you've only got 10 minutes available, and there's no local touch to it. You can make all the one-liners in the world, but that one person who calls in here for that request or that contest or that little five dollar coupon giveaway Is taken away from you. Listeners cannot identify with a guy who is sitting in Chicago and can't talk about anything except generalities.

The source is concerned that the satellite is part of an overall shift in thinking by country programmers that will damage the future of country radio. "We're all concerned about a 30-records playlist, which is ex-rock 'n' roll, and we all talk about research for music. Research to me is used to determine when a record is a burn-out factor, but (the radio industry) uses research just the opposite, and I think that's what's killing country music in major markets today. Everybody's on a tight playlist of 30 records and forget the rest. There has to be more variety in country music because country music is more depressing than the average music. For the past six months, I've played two album cuts an hour, and I get more requests on album cuts than I do singles. It's time for AOC to come along, but you also need an expanded playlist to give you that variety.'

He also noted that the satellite networks do not offer the variety that he feels is so es-

sential. "The only time they're going to add a record nine times out of 10 is when it's #30 with a bullet. What sells nationally is not going to sell here; I've proven that time and time again."

He admitted, however, that his station's adoption of the format was probably a result of the economy as much as anything else. "When I came here, the company that bought us had all kinds of money," he commented. "Of course, times are hard now, and they don't have the money, so this is another way for them to say, 'hey, we can save money this way.' We're not going to save money. It costs us \$7,500 to get into it, and it's going to cost \$1,000 a month. But what really scares me is that they've had more turnover on satellite than I've had here, and the very man that set it up. Big Jon Anthony, is now sitting in Jacksonville. It's good for a small market, but there again, for every station that's added it, they've had two or three going off it.'

Sitko, with WOHI, is a little less pessimistic, though he is disappointed at the ensuing move away from country to a (continued on page 28)

#### 115 Stations To Air Music City News Awards

NASHVILLE — Some 115 television stations are expected to air the 16th annual Music City News Country Awards via satellite through Netcom Enterprises, in association with the Television Syndication Center of Group W Prod. The show, which is to be held at the Grand Ole Opry June 7, will be carried live by more than half of the affiliates.

Produced by Jim Owens Entertainment and Multimedia Program Prods., the telecast will be hosted by the Statler Brothers, Louise Mandrell and Ed Bruce, coinciding with the advent of Fan Fair in Nashville. Reportedly, the awards presented, which are based on a tally of votes by subscribers to the *Music City News*, are the only fan-voted awards that are televised nationally.

Presenters and performers scheduled to appear on the program include: Alabama, Deborah Allen, Lynn Anderson, Razzy Bailey, R.C. Bannon, Boxcar Willie, Helen Cornelius, Jimmy Dean, Janie Fricke, David Frizzell & Shelly West, Mickey Gilley, Wendy Holcombe, Gunilla Hutton, Brenda Lee, Johnny Lee, Loretta Lynn, Barbara Mandrell, Charly McClain, the Oak Ridge Boys, Ray Price, Marty Robbins, Lulu Roman, Misty Rowe, Ricky Skaggs, Sylvia, Hank Thompson, Buck Trent, Conway Twitty and Jacky Ward.



FRICKE MAKES NASHVILLE APPEARANCE — Janie Fricke made a recent appearance at Middle Tennessee State University in Murfreesboro, where she performed with Alabama for a sold-out show. She was greeted backstage following the concert by a number of Nashville industry members. Pictured are (I-r): Mary Ann McCready, director, artist development, CBS Records/Nashville; Jack Lameier, director, Columbia promotion, CBS; Randy Jackson, Fricke's manager; Fricke; Joe Casey, vice president, promotion, CBS; Bob Montgomery, producer; and Bonnie Garner, director, A&R, CBS.



JAMES OPENS NEW U.S. HEADQUARTERS — Dick James Music held a reception to dedicate the opening of the publisher's new United States main office in Nashville. Some 200 industry members attended the open house. Pictured at the gathering are (I-r): Jim Sharp, vice president, Nashville, Cash Box; Merlin Littlefield, associate director, ASCAP; and Arthur Braun, general manager, Dick James Music.

#### **Expansion Plans Still Alive In Nashville**

by Tom Roland

NASHVILLE — Defying the odds in these recessionary times, some entrepreneurs have committed themselves to expansion in Nashville. Indicative of the relative health of the country music sector — which has held its own so far — the Music Mill (the studio used by RCA recording group Alabama), Stargem Records and the Compleat Entertainment Corp. are currently in the midst expanding their facilities and/or operations.

Harold Shedd, Alabama's producer, is building a new Music Mill facility to satisfy a need for more space. The complex, a \$1.5 million investment with two stories above ground and one below, will house two studios, an additional mixing room, a pair of publishing companies, a production company and an office for the group within 10,200 square feet of space. Sporting a "log cabin" appearance, the facility will also leave room for expansion into video.

Shedd commented that his association with Alabama and the success of the publishing companies, which landed three major cuts in the first year of operation, have aided the company, much of which is financed by Donny Canada. He also indicated that the new studio will have five full-time engineers. Currently, the Music Mill is averaging at least four sessions a day, and Shedd is optimistic that the new facility will meet with at least the same success.

Stargem Records' new studio should be ready Sept. 1, according to Dan Hodge, general operations manager. While the label will use the studio to cut recording costs for its own product, Hodge expects approximately 70% of the business to come from independent producers. Though he acknowledged the current tough economic conditions, Hodge maintained that the

problem is a self-perpetuated plague, and that as long as entrepreneurs continue to think of the situation negatively, the economy will remain depressed.

Hodge said his company will attract many clients in Nashville because the studio will be "run like a business should be run — as a business, not a toy." He argued that many artist-owned studios are regarded by their owners as facilities solely for personal pleasure and that business principles are quickly dismissed causing a severe cash-flow problem within the studio.

Not A Hunch

He was, however, quick to emphasize that the venture is not a hunch, but based on a track record. Stargem has had eight successful years, he said, expanding from a one-room operation to its current office suite and soon-to-be-completed studio. Hodge expects to receive a good amount of business once producers discover that the studio will provide a professional atmosphere and working conditions and highly trained engineers.

Even more ambitious are the plans for the Compleat Entertainment Corp., which call for a new label, publishing company and management firm. This operation is headed by Charles Fach.

Fach, who has been in the industry some 27 years, noted that now is actually an ideal time to establish a business since the "weak ones are getting out of the record industry." Located in the Joe Talbot Building, the office will open within two to three weeks, pending clearance of the company's name, Fach said. Compleat Entertainment Corp. will house a label, a publishing arm and an artist management facility, and first product from the company is projected for mid-July.

mid-July.
Said Fach, "It will be good for us, great for Nashville."

### Hinton Named To Cash Box Post

NASHVILLE — Keith Hinton has been named the country chart coordinator for **Cash Box**. Hinton, who began in his new position May 17, will be involved in all aspects of the country charts, including sales and radio research and will write the *Country Mike* column, among other duties.

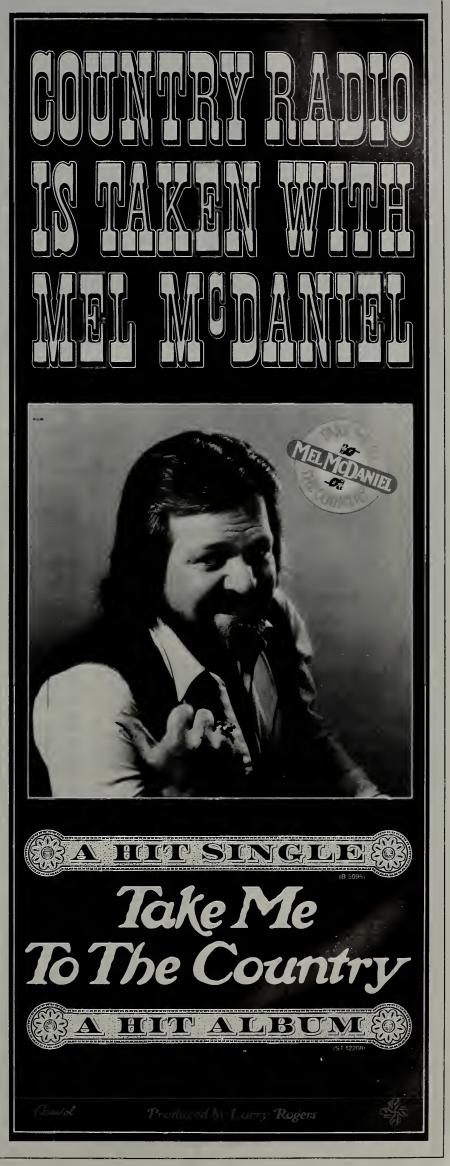
"Keith's educational background and experience in retail should prove to be invaluable assets in this position," commented Jim Sharp, vice president in charge of the Nashville division of Cash Box. "We are excited about the addition of Keith to our staff in Nashville."

Hinton graduated in 1981 from Middle Tennessee State University in Murfreesboro through that school's recording industry management program and, subsequently, managed Sound Shop outlets in Tennessee and Indiana.

### TOP 75 LBUMS

	5		eeks On harts		
1	MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	1	12	38	KENNY RO
2	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	2	11	39	IN BLACK
3	BLACK ON BLACK WAYLON JENNINGS (RCA AHL1-4247)	3	13	40	MY HOME' ALABAMA (RO
4	WAITIN' FOR THE SUN TO SHINE			41	BET YOUR JOHNNY LEE
5	RICKY SKAGGS (Epic FE 37193) HIGH NOTES	4	24	42	(Full Moon/Asy
	HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	5	6	43	CIMARRO!
6	OAK RIDGE BOYS (MCA 5294)	6	15		EMMYLOU HA (Warner Bros.
7 <b>8</b>	MERLE HAGGARD (Epic FE 37593)	7	30	44	BARBARA MA GREATEST
ŏ	DON WILLIAMS (MCA-5306) HEARTBREAK EXPRESS	9	7	45	JIM REEVES & (RCA AHL1-41
10	DOLLY PARTON (RCA AHL 1-4289)  STILL THE SAME OLE ME	10	6	46	GREATEST RONNIE MILS
0	GEORGE JONES (Epic FE-37106) SOUTHERN COMFORT	8	26	47	ROSANNE CAS (Columbia JC-
Œ	CONWAY TWITTY (Elektra E1-60005) CHARLEY SINGS	14	18	48	I LIE LORETTA LYN
10	CHARLEY PRIDE (RCA AHL1-4287)	16	8	49	BROTHERI GARY STEWAR
13	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)			50	FIRE & SM
	WILLIE NELSON (Columbia KC2 37542)	12	36	51	(RCA AHL 1-41 GREATEST
14	ALABAMA (RCA AHL 1-3930)	13	62	52	IT'S A LON
15	WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	15	9	32	DAYTONA MEL TILLIS (E
16	THE DUKES OF HAZZARD VARIOUS ARTISTS	0.1		53	HOLLYWO CRYSTAL GAY (Columbia FC
17	(Scotti Bros./CBS E237712) THE DAVID FRIZZELL AND SHELLY WEST ALBUM	21	9	54	TAKE ME
18	(Warner Bros./Viva BSK 3643)	17	17	55	MEL McDANIE
19	JOHN CONLEE (MCA 5310) SHARE YOUR LOVE	22	7	56	(Warner Bros.
20	KENNY ROGERS (Liberty LOO-1108) FINALLY!	19	56	57	QUIET LIE
01	T.G. SHEPPARD (Warner/Curb BSK 3600) SEASONS OF THE HEART	11	18	58	NUMBER (
21	JOHN DENVER (RCA AFL1-4256)	20	10	59	NOT GUIL
22	FEELIN' RIGHT RAZZY BAILEY (RCA AHL1-4228) STRAIT COUNTRY	18	15		LARRY GATLI BROTHERS B (Columbia FC
24	GEORGE STRAIT (MCA 5248) THE SURVIVORS	24	33	60	YOU DON'
	JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)	28	4	61	(COUNTRY
25	FANCY FREE OAK RIDGE BOYS (MCA 5209)	25	51		VOL 1 NASHVILLE RI (Koala KOA 15
26	THE PRESSURE IS ON HANK WILLIAMS, JR.	1.0		62	STARDUS'
2	(Elektra/Curb 5E-535) WHEN WE WERE BOYS	23	38	63	ENCORE MICKEY GILLE
28	THE BELLAMY BROTHERS (Elektra E1-60019)  LAST TRAIN TO HEAVEN	33	5	64	NIGHT AFT
20	BOXCAR WILLIE (Main Street ST73001)	29	4	65	WAYLON JENI (RCA AHL 1-3)
29	INSIDE AND OUT LEE GREENWOOD (MCA-5305)	31	5	66	LIVE TANYA TUCKE
30	GREATEST HITS OAK RIDGE BOYS (MCA 5150)	30	41	67	GIVIN' HER GAIL DAVIES (
31	WHEN A MAN LOVES A WOMAN JACK GRAYSON (Koala KOA 15751)	32	11	68	ORIGINAL SO (Columbia S2
32	JUICE JUICE NEWTON (Capitol ST 12136)	32 26	63	69	WITH LOV JOHN CONLE
33	I AM WHAT I AM GEORGE JONES (Epic FE 36586)	34	6	70	ESPECIAL DON WILLIAM
34	STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	36	40	71	MR. T CONWAY TWI
35	YEARS AGO STATLER BROTHERS	27	36	72	FRAGILE - CARE CRISTY LANE
36	(Mercury/PolyGram SRM-1-6002) ME AND MY R.C.	27	36	73	LOVERS &
37	LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4059)  AIN'T GOT NOTHING TO	37	15	74	GREATEST CHARLEY PRI
	LOSE BOBBY BARE (Columbia FC 37719)	38	7	75	SURROUN CHARLY McCI

	FROINS		
		14	looka
		w 5/22 C	leeks On harts
38	KENNY ROGERS GREATEST HITS		
39	IN BLACK & WHITE	35	83
40	MY HOME'S IN ALABAMA		99
41	ALABAMA (RCA AHL1-6644) BET YOUR HEART ON ME	40	99
40	JOHNNY LEE (Full Moon/Asylum 5E-541) DESPERATE DREAMS	44	32
42	EDDY RAVEN (Elektra 5E-545)  CIMARRON	42	30
	EMMYLOU HARRIS (Warner Bros. BSK 3603)	43	23
44	BARBARA MANDRELL (MCA 5243)	45	39
45	GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL1-4127)	47	26
46	GREATEST HITS RONNIE MILSAP (RCA AHL1-3722)	48	80
47	SEVEN YEAR ACHE ROSANNE CASH	20	62
48	(Columbia JC-36965)  I LIE  LORETTA LYNN (MCA 5293)	39	62
49	BROTHERLY LOVE GARY STEWART & DEAN DILLON	73	
50	(RCA AHL 1-4310)	52	2
50	FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL 1-4135)	50	25
51	GREATEST HITS ANNE MURRAY (Capitol SO-12110)	51	86
52	IT'S A LONG WAY TO DAYTONA		
53	MEL TILLIS (Elektra E1-60016) HOLLYWOOD, TENNESSE	41 E	5
54	CRYSTAL GAYLE (Columbia FC 37438) TAKE ME TO THE	46	36
54	COUNTRY MEL McDANIEL (Capitol ST-12208)	56	5
55	GARY MORRIS (Warner Bros. BSK 3658)	55	8
56	I'M GOIN' HURTIN' JOE STAMPLEY (Epic FE 37927)	62	6
57	QUIET LIES JUICE NEWTON (Capitol ST-12210)	_	1
58	NUMBER ONES CONWAY TWITTY (MCA-5318)	_	1
59	NOT GUILTY LARRY GATLIN & THE GATLIN		
60	BROTHERS BAND (Columbia FC 37464) YOU DON'T KNOW ME	53	3 <b>3</b>
	MICKEY GILLEY (Epic FE-37416)	54	49
61	(COUNTRY STYLE SWING VOL 1	)	
	NASHVILLE RHYTHM SECTION (Koala KOA 15001)	59	28
62	STARDUST WILLIE NELSON (Columbia JC 3530	5) 61	200
63	ENCORE MICKEY GILLEY (Epic JE-36851)	57	5
64	NIGHT AFTER NIGHT JACKY WARD (Asylum E1-60013)	64	2
65	GREATEST HITS WAYLON JENNINGS (BCA AHI 1-3378)	65	161
66	(RCA AHL 1-3378)  LIVE TANYA TUCKER (MCA 5299)	70	9
67	GIVIN' HERSELF AWAY GAIL DAVIES (Warner Bros. BSK 363)		12
68	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK		
69	(Columbia S2 36752) WITH LOVE	60	13
70	JOHN CONLEE (MCA 5213)  ESPECIALLY FOR YOU	63	44
71	DON WILLIAMS (MCA 5210)  MR. T	66	45
72	FRAGILE — HANDLE WITH CARE	67 <b>1</b>	37
73	CRISTY LANE (Liberty LT-51112)  LOVERS & LOSERS	68	32
74	JOHNNY PAYCHECK (Epic FE 37933 GREATEST HITS		7
75	CHARLEY PRIDE (RCA AHL 1-4151) SURROUND ME WITH LOV		31
	CHARLY McCLAIN (Epic FE-37108)	72	52



### OO COUNTRY SINGLES

		Weeks 1
	5/22	On Chart
FINALLY T.G. SHEPPARD (Warner/Curb WBS 500		
2 SPEAK SOFTLY GENE WATSON (MCA-520		
3 JUST TO SATISFY YOU WAYLON & WILLIE (RCA PB-130	,	1 12
TEARS OF THE LONELY MICKEY GILLEY (Epic 14-027		5 11
5 YOU'LL BE BACK THE STATLER BRO		
(Mercury/PolyGram 761		6 12
REASONS THE BELLAMY BROS. Elektra/Curb E-474	31) 12	2 10
LISTEN TO THE RADIO DON WILLIAMS (MCA-520	37) 13	3 7
8 KANSAS CITY LIGHTS STEVE WARINER (RCA PB-130	72) 10	13
9 ALWAYS ON MY MIND WILLIE NELSON (Columbia 18-027	41) 2	2 13
10 I DON'T KNOW WHERE TO	05) 4/	
EDDIE RABBITT (Elektra E-474  RING ON HER FINGER, TIME C		5 9
HER HANDS LEE GREENWOOD (MCA-520	26) 14	10
12. ANOTHER CHANCE TAMMY WYNETTE (Epic 14-027		7 10
I DON'T THINK SHE'S IN LOVE		
CHARLEY PRIDE (RCA PB-130		
CONWAY TWITTY (Elektra E-474  15 TAKE ME TO THE COUNTRY		
MEL McDANIEL (Capitol P-B-50  16 JUST GIVE ME WHAT YOU	195) 16	5 11
THINK IS FAIR LEON EVERETTE (RCA PB-130	79) 20	0 10
EVERYTIME YOU CROSS MY MIND		
RAZZY BAILEY (RCA PB-130		
RONNIE MILSAP (RCA PB-132		
JOHN CONLEE (MCA-520	·	
JOE STAMPLEY (Epic 14-027		
BARBARA MANDRELL (MCA-520 WOULD YOU CATCH A FALLIN		7 5
STAR JOHN ANDERS		5 0
(Warner Bros. WBS 500 23 FORTY AND FADIN' BAY BRICE (Dimension DS-10		
RAY PRICE (Dimension DS-10  AND ME  ED BRICE (MACA 500		
25 SINGLE WOMEN		B 14
DOLLY PARTON (RCA PB-130  THE GENERAL LEE  JOHNNY CASH (Scotti Bros. /CES 755 028		
JOHNNY CASH (Scotti Bros./CBS ZS5 028  WHEN YOU FALL IN LOVE  JOHNNY LEE (Full Moon (Asylum E-474)		
JOHNNY LEE (Full Moon/Asylum E-474  28 ARE THE GOOD TIMES REALL		, s
OVER MERLE HAGGARD (Epic 14-028	194) 39	9 3
ASHES TO ASHES TERRI GIBBS (MCA-520	(40) 30	6 <b>6</b>
THE MAN WITH THE GOLDEN	01) 01	
JERRY REED (RCA PB-130  31 WITH THEIR KIND OF MONEY	081) 3	3 8
AND OUR KIND OF LOVE BILLY SWAN (Epic 14-028	341) 3	4 8
32 MOUNTAIN MUSIC ALABAMA (RCA PB-130		9 13
DON'T WORRY 'BOUT ME BAB JANIE FRICKE (Columbia 18-028	<b>3Y</b> 159) 4:	2 4
TAKE ME DOWN ALABAMA (RCA PB-132		- 1
ALPHA	BETI	CAL T
tle Bit Crazy (Milene ASCAP) 60	ither Yo	u're Mai

	May 29, 1982			
			eeks On	
35	CLOSER TO YOU		harl	
36	THE BURRITO BROS. (Curb ZSS 02835)  DEALING WITH THE DEVIL	37	8	
32 3	MERLE HAGGARD (MCA-52020) SLOW DOWN	38	7	
38	WHEN YOU FIND HER, KEEP	46	6	
20	THE WRIGHT BROTHERS (Warner Bros. WBS 50033)	40	9	
39	GARY MORRIS (Warner Bros. WBS 50017)	11	14	
40	THE OSMONDS (Elektra E-47438)	49	5	
41	YOU NEVER GAVE UP ON ME CRYSTAL GAYLE (Columbia 18-02718)	29	15	
42	I JUST CUT MYSELF RONNIE McDOWELL (Epic 14-02884)	53	4	
43	EVERYONE KNOWS I'M YOURS THE CORBIN/HANNER BAND (Alfa ALF-7022)	45	8	
44	BROTHERLY LOVE GARY STEWART & DEAN DILLON			
45	(WHO'S GONNA SING) THE LAST COUNTRY SONG	44	9	
•	BILLY PARKER (Soundwaves NSD/SW4670)	54	5	
(A) (B)	FRAGILE — HANDLE WITH CARE CRISTY LANE (Liberty P-B-1461)	52	5	
90	JERRY LEE LEWIS (Mercury/PolyGram 76148)	57	6	
48	OVER THIRTY  CONWAY TWITTY (MCA-52032)	50	5	
49	ALL MY LOVING MUNDO EARWOOD (Primero PR-1001)	51	7	
50	SLIPPIN' AND SLIDIN' STEPHANIE WINSLOW (Primero PR-1003)	56	5	
9	I DON'T CARE RICKY SKAGGS (Epic 14-02931)	_	1	
52	OH GIRL CON HUNLEY (Warner Bros. WBS 50058)	66	2	
53	I'VE NEVER BEEN TO ME CHARLENE (Motown 1611MF)	55	6	
54	'ROUND THE CLOCK LOVIN' GAIL DAVIES (Warner Bros. WBS 50004)	30	16	
55	LOVE'S BEEN A LITTLE BIT HARD ON ME	-		
56	JUICE NEWTON (Capitol PRO-9775) WASN'T THAT LOVE	67	3	
57	SUSIE ALLANSON (Liberty P-B-1460) BORN TO RUN	62	7	
53	EMMYLOU HARRIS (Warner Bros. 7-29993) SOME MEMORIES JUST WON'T DIE	77	2	
59	MARTY ROBBINS (Columbia 18-02854) HEARTBREAK EXPRESS	68	3	
60	DOLLY PARTON (RCA PB-13234)  A LITTLE BIT CRAZY	-	1	
Ã	EDDY RAVEN (Elektra E-47413)	31	15	
×	A PLACE IN THE SUN SONNY JAMES (Dimension DS 1033) PARADISE KNIFE AND GUN	71	4	
(2)	CLUB  ROY CLARK (Churchill CR 94002)	70	4	
63	CHEATIN' STATE OF MIND BANDANA (Warner Bros. WBS 50046)	69	5	
64	DREAMIN' JOHN SCHNEIDER			
65	(Scotti Bros./CBS ZS5 02889) TONIGHT I'M FEELING YOU	75	3	
	JACK GRAYSON (Joe-Wes JW-81000)	73	2	
•	RAY STEVENS (RCA PB-13207)	74	3	
67	YOU'RE SINGLE MARGO SMITH (AMI 1304)	72	5	
68	SOMEDAY SOON MOE BANDY (Columbia 18-02735)	32	14	
69	IF YOU'RE THINKING YOU WANT A STRANGER			
100 COUNT	GEORGE STRAIT (MCA-51228) RY SINGLES (INCLUDING PUBLIS	41 SHE	18 RS	IA
(Intersong/Satin	19 20 1			

		Weeks On
THERE AIN'T NO COUNTR'	5/22	
MUSIC ON THIS JUKEBOX		
TOM T. HALL & EARL SC (Columbia 18	8-02858) 8-	4 4
71 HURTIN' FOR YOUR LOVE TOM CARLILE (Door Knob DK	82-176) 7	6 4
12 I'M GONNA HIRE A WINO T		
DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS	S 50063) 8	3 2
THE ONE THAT GOT AWAY	Y	- 1
74 ANOTHER HONKY-TONK		_ '
ON BROADWAY DAVID FRIZZELL & SHELL	Y WEST	
(Warner Bros./Viva WBS	S 50007) 4	3 17
75 HE'S TAKEN LANE BRODY (Liberty P-	-B-1457) 8	2 3
76 CRYING MY HEART OUT O	VER	
RICKY SKAGGS (Epic 14		7 19
SHE USED TO SING ON SU LARRY GATLIN & THE GATLIN BROS	NDAY S BAND	
(Columbia 18	8-02910) -	- 1
IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN'		
LOSE) BOBBY BARE (Columbia 18		0 2
79 SURVIVOR		
BILL NASH (Liberty P-		7 3
COWBOYS		
REX ALLEN, JR. (Warner Bros. WB:	S 50035) 4	8 10
ROSANNE CASH (Columbia 1)	8-02937) -	- 1
82 HONKY TONKIN' HANK WILLIAMS, JR. (Elektra I	E-47462) -	- 1
13 I'M NOT THAT LONELY YE REBA McEntire (Mercur	T v 76157) -	- 1
84 WHY DIDN'T I THINK OF T	HAT	
DAVE ROWLAND (Elektra B	E-47442) 8	5 5
PATSY CLINE/JIM REEVES (MCA	A-52052) -	- 1
86 DON'T GIVE UP ON ME EDDY ARNOLD (RCA PE	3-13094) 8	8 5
87 A STEP IN THE RIGHT		
DIRECTION JUDY TAYLOR (Warner Bros. WB:	S 50061) 9	1 3
88 AFTER TONIGHT DEBORAH ALLEN (Capitol P-	-B-5110) 9	3 2
89 JUST HOOKED ON COUNT	TRY	ŭ -
ALBERT COLEMAN'S ATLANT (Epic 1-	TA POPS 4-02938) 9	4 2
90 THE HIGH COST OF LOVIN CHARLIE ROSS (TownHouse	NG.	
91 OH, NO	B-1057) -	- 1
RANDY PARTON (RCA PE		2 3
92 OUR WEDDING BAND LOUISE MANDRELL & R.C. E	BANNON B-13095) -	_ 1
93 PLAY ANOTHER GETTIN'	5-13093) -	- '
DRUNK AND TAKE SOME	BODY	
HOME SONG	NSD 129) 9	5 2
94 IF I COULD GET YOU (INT	O MY	,
LIFE) GENE COTTON (Knoll I	KS 5002) 9	7 2
95 ASHES BY NOW SHARON EASON	(Lobo V) 9	6 2
96 RODEO CLOWN		
MAC DAVIS (Casablanca N 97 SWEET SOUTHERN	NB 2350) -	- 1
MOONLIGHT	aha Mili	
NARVEL FELTS (L 98 APARTMENT #9		- 1
NOEL (Deep South A		- 1
99 TAKE TIME TO KNOW HEF DAVID ALLEN COE (Columbia 1)	<b>{</b> 8-02815) 5	8 8
100 BAD NEWS BOXCAR WILLIE (Main Stre	et B951) 5	9 12

A Little Bit Crazy (Milene — ASCAP)	1 7 8 1 9 9
Any Day Now (Intersong — ASCAP)	8 8 5 9 0 7 4 9
Crying My Heart (Cedarwood — BMI)	16
MCA/Posey — BMI)	

Either You're Married (Intersong/Satin Pony —	
ASCAP)	
Everyone Knows I'm Yours (Sabel - ASCAP)	43
Everytime You Cross (House Of Gold — BMI)	17
Finally (Meadowgreen — ASCAP)	1
For All The (Bellamy Bros./Famous - ASCAP)	6
Forty And Fadin' (Millstone-ASCAP/Chevis-BMI)	23
Fragile - Handle With Care (Kevin Lee - BMI)	46
Heartbreak Express (Velvet Apple - BMI)	59
He's Taken (Landers-Whiteside - ASCAP)	75
Honky Tonkin' (Fred Rose/Hiram/Rightsong -	
BMI)	82
Hurtin' For Your Love (Opa-Locka - ASCAP)	71
f Don't Care (Cedarwood - BMI)	51
I Don't Know (Briarpatch/DebDave - BMI)	10
f Don't Think (Royal Haven - BMI)	13
I Fall To Pieces (Tree - BMI)	85
I Just Cut Myself (This Side Up (div. of Prestige)/	
Cross Keys — ASCAP)	42
I Think About (Blackwood/Magic Castle BMI)	
If I Could Get You (Knoll - ASCAP)	94
If You Ain't (Tree - BMI/Cross Key - ASCAP)	78
If You're Thinking (Jack and Bill/Welk ASCAP)	69
I'm Goin' Hurtin' (Baray/Mullet — BMI)	
I'm Gonna Hire A Wino (Peso/Wallet - BMI)	
I'm Not That (Swallowfork - ASCAP)	83
I'm So Lonesome (Rightsong/Fred Rose BMI)	
I've Never Been (Stone Diamond — BMI)	
Just Give Me What (Peso — BMI)	16

DETIONE FOR THE GOOD THE GINGLES	(INOLODING FOREIGNETTO AND LIGHT
ither You're Married (Intersong/Satin Pony —	Just Hooked (Medley — Various Publishers) 89
ASCAP) 67	'Just To Satisfy (Irving — BMI/Parody — BMI) 3
veryone Knows I'm Yours (Sabel - ASCAP) 43	Kansas City Lights (Tom Collins — BMI) 8
verytime You Cross (House Of Gold — BMI) 17	Last Of The Silver (Peso — BMI) 80
inally (Meadowgreen — ASCAP) 1	Listen To (Southwest Words and Music - BMI) 7
or All The (Bellamy Bros./Famous — ASCAP) 6	Love's Been A (Bobby Goldsboro/House of Gold -
Forty And Fadin' (Millstone—ASCAP/Chevis—BMI) 23	BMI)
ragile - Handle With Care (Kevin Lee - BMI) 46	Love's Found You (Tree/Newkeys w/Sugarplum and
leartbreak Express (Velvet Apple — BMI) 59	Sister John — BMI)
le's Taken (Landers-Whiteside - ASCAP) 75	Mountain Music (Maypop (div. of Wildcountry) - BMI) 32
lonky Tonkin' (Fred Rose/Hiram/Rightsong —	Oh Girl (Six Continents — BMI)
BMI) 82	Oh, No (Jobete/Commodores Ent ASCAP) 91
furtin' For Your Love (Opa-Locka - ASCAP) 71	Our Wedding Band (Jack & Jill - ASCAP/Hall-Clement
Don't Care (Cedarwood - BMI) 51	c/o Welk — BMI) 92
Don't Know (Briarpatch/DebDave - BMI) 10	Over Thirty (Cross Keys — ASCAP)
Don't Think (Royal Haven — BMI)	Paradise Knife (Uni-Chappell/Bundin — BMI) 62
Fall To Pieces (Tree - BMI)	Play Another Gettin' (Halgeo — BMI)
Just Cut Myself (This Side Up (div. of Prestige)/	Ring On Her Finger (Tree/Love Wheel — BMI) 11
Cross Keys — ASCAP) 42	Rodeo Clown (Songpainter — BMI)
Think About (Blackwood/Magic Castle BMI) 40	'Round The Clock' (Chappell — ASCAP/Tri-
f I Could Get You (Knoll — ASCAP)	Chappell — SESAC)
You Ain't (Tree - BMI/Cross Key - ASCAP) 78	She Used To (Larry Gatlin — BMI)
You're Thinking (Jack and Bill/Welk ASCAP) 69	Single Women (Least Loved/Velvet Apple - BMI) . 25
m Goin' Hurtin' (Baray/Mullet - BMI) 20	Slippin' And Slidin' (Bess/Venice - BMI) 56
m Gonna Hire A Wino (Peso/Wallet - BMI) 72	Slow Down (Algee — BMI)
m Not That (Swallowfork - ASCAP)	Slow Hand (Warner-Tamerlane/Flying Dutchman —
m So Lonesome (Rightsong/Fred Rose BMI) 47	BMI/Sweet Harmony — ASCAP)
ve Never Been (Stone Diamond — BMI) 53	Some Memories Just (House of Gold — BMI) 58
ust Give Me What (Peso — BMI)	Someday Soon (W.B. — ASCAP)
	(2)
= Exceptionally heavy radio activity this week	= Exceptionally heavy sales activity this week

BAD NEWS BOXCAR WILLIE (Main Street B951) 59	12
ES)	
Speak Softly (Booth and Watson — BMI)	
Survivor (Barnwood/First Lady — BMI)	
Sweet Southern Moonlight (Famous/Boo — ASCA)	
Take Me Down (Chinnichap adm. in U.S. & Can.by	
Careers/Irving/Down 'N Dixie — BMI)	. 34
Take Me To (Vogue/Partner/Bibo c/o Welk —	
BMI/ASCAP)	. 15
Take Time To Know Her (Al Gallico — BMI)	
Tears Of The (Bibo c/o Welk — ASCAP)	. 4
The General Lee (Holy Moley/Jodi Lynn/	
House of Cash — BMI)	. 26
The High Cost Of Loving (Rick Hall — ASCAP)	
The Man With The Golden Thumb (Fame — BMI)	. 30
The One That Got Away (Sawgrass — BMI)	
There Ain't No Country (Hallnote — BMI)	
'Til You're Gone (Rick Hall — ASCAP)	. 21
Tonight I'm (Loyd of Nashville/Hinsdale/	
Plum Creek — BMI)	. 65
Wasn't That Love (Welbeck/King Coal — ASCAP)	. <b>5</b> 6
When You Fall (Sweet Baby — BMI/Music City —	
ASCAP)	
When You Find Her (Tree/O'Lyric — BMI)	
Where The Sun (Palladium — ASCAP/Gee Sharp	
BMI)	
Who's Gonna Sing (Hitkit — BMI)	
Why Didn't I (Tree — BMI/Cross Keys — ASCAP)	. 84
With Their Kind (Sherman Oaks — BMI/Music	
City — ASCAP)	
Would You Catch A Falling Star (Tree - BMI)	
You Never Gave (Michael O'Connor — BMI)	. 41
You'll Be Back (Bibo c/o Welk/Sunflower Country	-
— ASCAP/BMI)	. 5
	-

Congratulations to all the BMI winners at the Academy of Country Music Awards.



Entertainer of the Year

Alabama

**Top Vocal Group** 

Alabama

Album of the Year

"Feels So Right"

Alabama

Single Record of the Year

"Elvira"

Oak Ridge Boys

**Dallas Frazier** 

**Acuff-Rose Publications** 

Jim Reeves

**Memorial Award** 

Al Gallico

**Steel Guitar** 

**Buddy Emmons** 

**Fiddle** 

Johnny

Gimble

Band of

(Non-Touring)

Desperado's

(Johnny and

Jonie Mosby)

Song of the Year

"You're the Reason

God Made Oklahoma"

Sandy Pinkard

Peso Music/Wallet Music

Top Female Vocalist

Barbara Mandrell

**Top New Female Vocalist** 

Juice Newton

**Top Male Vocalist** 

Merle Haggard

**Top New Male Vocalist** 

Ricky Skaggs

**Top Vocal Duet** 

David Frizzell &

Shelly West

Joe Osborn

Curtis Stone

Bass

the Year

(Touring)

Strangers

(Merle Haggard)

BMI

Wherever there's music, there's BMI

#### MOST ADDED COUNTRY SINGLES

- 1. TAKE ME DOWN ALABAMA RCA 59 ADDS
  2. I DON'T CARE RICKY SKAGGS EPIC 47 ADDS
  3. HEARTBREAK EXPRESS DOLLY PARTON RCA 44 ADDS
  4. THE ONE THAT GOT AWAY MEL TILLIS ELEKTRA 26 ADDS
  5. BORN TO RUN EMMYLOU HARRIS WARNER BROS. 21 ADDS
  6. SHE USED TO SING ON SUNDAY LARRY GATLIN & THE GATLIN BROTHERS BAND COLUMBIA 20 ADDS
  7. OH GIRL CON HUNLEY WARNER BROS. 18 ADDS
  8. HONKY TONKIN' HANK WILLIAMS, JR. ELEKTRA 18 ADDS
  9. I'M NOT THAT LONELY YET REBA MCENTIRE MERCURY 17 ADDS
  10. AIN'T NO MONEY ROSANNE CASH COLUMBIA 16 ADDS

#### MOST ACTIVE COUNTRY SINGLES

- ANY DAY NOW RONNIE MILSAP RCA 71 REPORTS
  SLOW HAND CONWAY TWITTY ELEKTRA 63 REPORTS
  'TILL YOU'RE GONE BARBARA MANDRELL MCA 63 REPORTS
  WHEN YOU FALL IN LOVE JOHNNY LEE FULL MOON/ASYLUM 58
- LOVE'S FOUND YOU AND ME ED BRUCE MCA 55 REPORTS I DON'T THINK SHE'S IN LOVE ANYMORE CHARLEY PRIDE RCA 53
- DON'T WORRY 'BOUT ME BABY JANIE FRICKE COLUMBIA 51
- 8. LISTEN TO THE RADIO DON WILLIAMS MCA 50 REPORT 9. ASHES TO ASHES TERRI GIBBS MCA 49 REPORTS 10. SLOW DOWN LACY J. DALTON COLUMBIA 45 REPORTS

#### **Country DJs Greet Satellite Radio With Mixed Emotions**

pop station. "Our owner is a big guy," commented Sitko. "He's got a lot of other radio stations, and he gave everybody a job at another radio station; everybody's working somewhere. Still, with the programming that I did there every night and the listeners that I had, I can't help but feel like I was gyp-

Like the aforementioned source, Sitko is of the impression that economic factors contributed to the adoption of the satellite signal at WELA. "I certainly don't own the radio station," he said, "so I can't speak for the owner, but he's going to make a tremendous profit by not paying payroll. We're a small steel community, and the steel industry has fallen in Youngstown and Pittsburgh and we're in between there. Most of the guys (in this community) are steel workers, and they're losing their jobs. Our town is economically depressed, and it affords him the opportunity to save a lot of

"I'm the only one who saved his job at this facility (Sitko still does the localized voice spots for WELA), and we have a sales crew, but now they've been taken down a third. It meant some jobs, but it's a product (of the economy) that everybody's gone through. If you're good, you're going to land on your feet because even these satellites will need people to operate them."

WELA was only the second station within the continental United States to adopt the satellite with a computer assist, which eliminates the need for an operator, but the computer still lends difficulties when it breaks down. "It's relatively trouble-free." said Sitko, "and servicing it is not much, but it has a couple problems - these little tiny chips and sun spots - and, when the problems occur, they're big and they're right now.'

In spite of his immediate contact with the satellite influx, Sitko is not concerned with a satellite takeover of the radio industry. 'They're still limited to what they can say; they use bio materials and generics sports scores and things like that. They really can't touch on stuff locally and that's a big limitation. For what the computer's got going for it, I'm really not worried; if a broadcaster's good, he'll survive."

Buc agrees that disc jockeys will still be able to remain within the radio industry, but their duties may encompass different segments of the broadcast process. "I know for anyone who's an air personality, it's a blow

to their ego because they feel that their talent is being taken away from them," he stated, "but you can use your talents in other areas of the station, such as production. But you lose that feel for being on the air and being in touch with your audience. Rather than the audience recognizing a person for who they are, they may just hear their voice on a spot. They don't know that that's Fred Buc or Benny Ray; they just know it's a commercial."

Buc, who was moved from his music director position to become director of operations when the satellite was installed, indicated that the satellite was ideal for small market stations, providing good air personalities and allowing them to funnel more of their funds into station promotions, plus record service problems are eliminated. He did maintain, though, that it will not work in any market where competition is present. "When you have competition," he said, "the competition can jump ahead of you as far as stressing more localized events. You may not be consciously realizing it, but they could be jumping ahead of you, talking about a local event that's happening in Centennial Park or happening downtown where the satellites, all they can talk about is the artists backgrounds and the NFL scores.'

Indeed, unbeknownst to Buc when he made his statement, WJRB/Nashville had begun attacking WKDA by emphasizing local concerns, such as weather and traffic.

Buc reiterated, however, that the disc jockey may still be able to keep a job within the radio industry if he keeps an open mind toward alternative positions. "Technology is growing at such a fast pace now that there are so many other things to know as far as putting a radio program out," he noted. 'Those jocks that all they can do is go in a studio and spin records for three hours, if they're not top-notch, they do have something to worry about. Nowadays, it takes computers and many people to control what is happening. The old-time radio disc jockey in the small town might get knocked out by the satellites, but, if he wants to move on within the industry, there's plenty of room."

#### For The Record

In an article about the amount of country product currently in release (Cash Box, May 22), a statement by an MCA executive could have been misconstrued to imply that Ricky Skaggs records for that label. Skaggs, in fact, records for Epic.

#### THE COUNTRY MIKE

FICAP MINI-CLINIC SET FOR WICHITA -- The fourth annual Federation of International Country Air Personalities (FICAP) mini-clinic, hosted by local station KFDI, has been scheduled for June 18-19 at the Hilton Inn East in Wichita. Last Year's affair, hosted by KOKE/Austin, drew approximately 300 attendees to the Texas city, and FICAP officials expect a similar turn out for the 1982 clinic. Registration for the event runs from 3:00-7:00 p.m. Friday, June 18, with a cocktail reception scheduled for 7:00. Saturday's activities kick off with a 7:45 a.m. breakfast, and FICAP president Dale Turner's opening address at 9 a.m. The first panel discussion, "The Radio Personality: An Endangered Species?," starts at 9:15 a.m. with a panel that includes Hal Jay, WBAP/Dallas; Claude Tomlinson, WIVK/Knoxville; and Toby Young, WMC/Memphis.

A 10:30 a.m. session will cover "Putting Together A



Dan Roberts

Radio/Record Label Promo" with panelists Frank Leffel, Mercury Records; Bruce Adelman, Elektra/Asylum; Wayne Edwards, RCA; Dale Turner, WSAI/Cincinnati; and Bobby Craig, KPLX/Dallas. At lunch, attendees will be addressed by Mike Oatman, owner of the Great Empire chain of stations. The initial afternoon panel, "The Door To Program-ming/Management/Ownership," features Lee Masters, WAVE/Louisville; Carlton Velrs, WBHT/Brownsville, Tenn.; Mike Carta, WIL/St. Louis; Lynn Wagoner, KEBC/Oklahoma City; and Larry James, KHUT/Hutchinson, Kan. The final topic

KFDI/Wichita; Bobby Denton, WIVK/Knoxville; Tom Phifer, KRMD/Shreveport; and BIII James, KCWM/Victoria, Tex. FICAP members should receive registration forms with the FICAP newsletter. For more information, contact Jerry Adams of KFDI at (316) 838-9141 or call Georgia Twitty of the FICAP office in Nashville at (615) 320-0115. PERSONALITY PROFILE — When Dan Roberts graduated from high school and headed for Baylor University in Texas, becoming a disc jockey wasn't very high on his list of priorities. However, he lost interest in the collegiate life a year later and returned to his home state of Missouri, where he managed the I-70 Speedway east of Kansas City on the interstate between K.C. and St. Louis. While at I-70, where he spent four years, Roberts began to work on commerical spots for the racetrack, and, after developing contacts within the radio industry, he earned his third class broadcast license. Roberts landed his first job in radio at Crossett, Ark., a town of just 6,000, where he was a jackof-all-trades for country KAGH. Not only did he handle production chores during his six-month stay, he also held down two air shifts, got involved in sportscasting and even dabbled a bit in sales. From there, he moved on to another six-month stint in Arkansas with KWKK/Russellville. He left again in 1976 for KBIL/Kansas City, which was country at the time, but has since disappeared from the metro market after three cail letter changes. Two years later, he landed at crosstown rival KCKN-FM, a Kay-Smith Enterprises affiliate, and proceeded to occupy the afternoon drive slot. Eventually, however, Roberts, who is also production director at the FM outlet, was asked to take the 10 a.m.-2 p.m. midday shift to make himself more convenient to sales representatives while working on spots. Just months ago, the station was purchased by Albritton Communications, which promptly changed the FM's call letters to KFKF and renamed the AM twin KRKR. Roberts is also the public address announcer for the Kansas City Chiefs' home games at Arrowhead Stadium.

on the agenda, coordinated by agenda chairman Les Acree of WMC/Memphis, is "Communicating With Management/Role Playing." The panel consists of John Speer,

CFGM CELEBRATION TIME - CFGM/Richmond Hill, Ontario, a major Canadian country station, is preparing its silver anniversary celebration with a 12-hour concert to be held July 3. The anniversary show will be held at Courtcliffe Park, Ontario, home of the Bluegrass Canada Festival. Scheduled to appear during the 10 a.m.-10 p.m. concert are Ricky Skaggs, Boxcar Willie, George Strait, Sylvia, Ronnie Prophet, Joe Sun and the Family Brown, along with other Canadian artists including Juno award winner Ronnle Hawkins. Officials at CFGM expect over 25,000 country music lovers to attend. WHN SELECTS NEW ACCOUNT EXECUTIVE — Bernadette Costello has been named account executive at WHN/New York. Costello joins WHN after leaving crosstown WPAT-AM & FM, where she held a similar position. Formerly with Blair Radio, Buckley Radio Sales and Market Four, Costello is a graduate of the New York Institute of Technology, where she was a DJ at WNYT and was also employed at WHPC at

SALEM COUNTRY GOLD TOUR DRAWS 30,000 TO SILVERDOME — Country acts Alabama, Mickey Gilley and Johnny Lee continued their Salem Country Gold Tour with a stop in Pontiac, Mich., where the three acts drew over 30,000 to the Silverdome. According to Barry Mardit, PD at WWWW/Detroit, the FM outlet sponsored a tailgate party for concert-goers prior to the show. More than 2,500 attended the free picnic, where hot dogs and soft drinks were served from car trunks. country mike

PROGRAMMERS PICKS								
Jim Clemens	WPLO/Atlanta	Heartbreak Express — Dolly Parton — RCA						
Rob Hough	KTTS/Springfield	I Don't Care — Ricky Skaggs — Epic						
Stephanle Pflum	WDAF/Kansas City	Heartbreak Express — Dolly Parton — RCA						
Bob Hooper	WESC/Greenville	I Don't Care — Ricky Skaggs — Epic						
Lee Shannon	WQIK/Jacksonville	Take Me Down — Alabama — RCA						
Bob Grayson	WIST/Charlotte	Oh Girl — Con Hunley — Warner Bros.						
J.D. Cannon	WFMS/Indianapolis	Take Me Down — Alabama — RCA						
Jeff Davles	KXLR/Little Rock	I Don't Care — Ricky Skaggs Epic						
Buddy Covington	KNUZ/Houston	l'mGonna Hire A Wino To Decorate Our Home — David Frizzell — Warner Bros./Viva						
Bill Berg	WWVA/Wheeling	I Don't Care — Ricky Skaggs — Epic						

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written by Felice & Boudleaux Bryant

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### **GOSPEL**

#### **COUNTRY COLUMN**

MUSIC IN MUSIC CITY - The weekend of May 14-16 provided, as usual, something for all tastes in Nashville, as artists ranging from country to blues to rock made appearances in a number of venues throughout the area. Friday, May 14, Ricky Skaggs and Reba McEntlre performed on different stages at Opryland, doing two shows each to somewhat older audiences. Skaggs, in particular, was quite memorable, adding quick wit and rapport with concert attendees to his set, which now includes four singles. Though instrument changes and tuning problems made the show occasionally sluggish, his relaxed approach and easy-going vocals were compensatory enough, and his career is currently anything but sluggish. Recently, Skaggs was named New Male Vocalist of the Year by the Academy of Country Music, received his first #1 single for "Crying My Heart Out Over You" in Cash Box and played for the president at the grand opening ceremonies for the 1982 World's Fair in Knoxville. To top it all off, he became the latest member of the Grand Ole Opry Saturday, May 15. Elsewhere in town, the K.C. Blues Band from (would you beleive?) Kansas City augmented its four-piece lineup with Nashville talent to record a live album for its own Moon Pie label at the Exit/In. The group proved to be a gritty, raucous assemblage, and the resulting LP, recorded with the assistance of **Johnny Rosen**'s Fanta mobile unit, should be quite a lively affair. Additionally, **Dave Rowland** performed at the new Cowboy's club in Tullahoma that same evening. Rowland, incidentally, should be lauded for one of the year's most clever album titles with his latest release - "Sugar Free." The weekend concluded with an Opryhouse appearance by pop phenom Rick Springfield on Sunday evening. While the soapster-turned-musician is an incredibly energetic and exciting performer, his concert is risky for anyone over 18. The shrieks and screams from an overwhelming number of pubescent young females are even more deafening than the volume of Springfield's commercial works - es-

> pecially for the concert-goer located in front of an entire row of ecstatic young

> lasses, who is subjected to stereo outbursts of adoration.
> FOURTH OF JULY CELEBRATIONS
> TAKING SHAPE — The annual deluge

of country festivals centered around the July 4 holiday has begun. Jerry Reed

has been named special guest for the Statler Brothers' 13th yearly Happy Birthday U.S.A. gathering in the group's

hometown of Staunton, Va. The two-day

event is scheduled for July 4-5 with the

Statlers and the "Man With The Golden

Thumb" set to appear on the latter date.

Mickey Gilley's second annual 4th of

July Picnic is also in the planning



'ON THE LINE' — Epic recording artist Tammy Wynette and RCA's Dolly Parton have both been on the telephone with radio stations and retail accounts outlets recently, garnering support for their latest projects. Wynette (I) just released her "Soft Touch" album, while Parton is preparing to

stages. Slated for July 3-4 at Gilley's tour behind her "Heartbreak Express" LP. club in Pasadena, Tex., Johnny Lee has,

predictably, consented to appear, with more artists to be named later. THE LATEST ON LANE — Cristy Lane is the most recent country artist to suffer from record piracy. A Cristy Lane "Ask Me To Dance" bootleg was discovered in Saudi Arabia, and the album even included extensive musician credits, including notation of manager Lee Stoller and album coordinator Jerry Seabolt. Reportedly, the record, which includes Lane's gospel hit, "One Day At A Time," also contains a couple of Dolly Parton cuts. Meantime, her manager/husband Stoller has been sentenced to three years in a minimum security prison at Maxwell Air Force Base In Montgomery, Ala., for income tax evasion in 1974-75. While he is eligible for parole immediately, Stoller plans to write Lane's biography, *Bucking The Odds* while in seclusion.

THE REAL McCOY SPORTS A 'B' SIDE — Beyond his "A" side motivation as a highly

sought-after studio musician, Charley McCoy has been harboring a "B" side love for sports, witnessed by his current position as coach of a local Little League girls' softball team. Also president of the music business mixed bowling league, McCoy has led the 11-12-year-old Demons team to a 6-2 record and a share of the softball league lead.

... AND IN OTHER SPORTS ACTION AROUND THE METRO — Welk Music's Nashville division manager BIII Hall is sponsoring a women's softball team in the Thunderbird League. The team, dubbed the Song Sluggers (cute, huh?), is comprised of women involved in the music industry, including Cynthia Rodgers, Milly Catignani and Angle Ball of the Welk group, recording artist Marshall Chapman and Ima Withers of RCA. The club has racked up a 1-1-1 record, but the victory was a 28-2 drubbing, and coach John Ragsdale predicts the second-half of the season will produce a flawless record. Maybe a little prematurely cocky, the ball club is even considering posting a challenge to Barbara Mandrell's formidable Do-Right squad.

CONGRATULATIONS — to Grand Ole Opry member Little Roy Wiggins and his wife, Fay, on the birth of a duaghter, Kristl Lee, May 17.

IFCO SETS LINEUP FOR FAN FAIR SHOW — Loretta Lynn has been named to head the lineup for the 15th Annual International Fan Club Organization (IFCO) show June 9, in conjunction with Fan Fair at the Tennessee Fairgrounds. Other acts scheduled to appear include Razzy Balley, Big Al Downing, Peggy Foreman, David Frizzell & Shelly West, Vern Gosdin, George Hamilton IV, Reba McEntire, Gary Morris and Lulu Roman.

#### SINGLES TO WATCH

MICKI FUHRMAN — How Do I Get To Heaven — (MCA-52059)

CALAMITY JANE — Walkin' After Midnight (Columbia 18-02958)

TOMPALL & THE GLASER BROTHERS — I Still Love You (Elektra E-47461)

MERCY RIVER BOYS - Would They Love Him Down In Shreveport (Canaan CAS-298)

DEAN DILLON — Play This Old Working Day Away (RCA PB-13208)

DE DE UPCHURCH — Texas Dance Hall Girl (Artists Revue 8223)

BILLY WALKER — Welcome Back To My Heart (Tall Texas TTR 56)

### TOP 15 LBUMS

#### Spiritual IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056) "Expect Your Miranle" GO SHIRLEY CAESAR (Myrrh MSB 6665) The Determined The HIGHER PLANE ALGREEN (Myrrh MSB 6674) "His Name Is Jesus" WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut 4 24 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) "Everybody Ought To Praise His Name" WHERE IS YOUR FAITH JAMES CLEVELAND & THE SO. CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7086) Title Cut A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man" IT'S GONNA RAIN MILTON BRUNSON (Myrrh MXSB 6696) Title Cut Title Cut 9 LORD, FROM THE DEPTHS OF MY HEART JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy SL-14654) Unavailable At Press Time 10 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time LORD, YOU KEEP ONPROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Unavailable At Press Time 12 EVERY TIME I FEEL THE PPRIT THE TOTAL THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time 2 12 MIRACLE MAN MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) Title Cut 15 FEEL LIKE SINGING (Elektra/Light E1-60038) "Heaven" **EDWIN HAWKINS LIVE**

WITH THE OAKLAND SYMPHONY ORCHESTRA

Call Him, He'll Be There'

#### Inspirational

"	ispiration	IC	Wei
		5/22	O Ch
1	I SAW THE LORD DALLAS HOLM (Greentree R 3723) Title Cut	1	2
2	AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675) Title Cut	2	4
3	UNFAILING LOVE EVIE TORNQUIST (Word WSB 8867) "How! Love You Lord"	3	2
4	THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashion Way"	4	2
5	MIRACLE B.J. THOMAS (Myrrh 6705) "I'm In Tune"	6	
6	BLESS THE LORD WHO REIGNS IN BEAUTY Bill Gaither Trio (Word 8870) "A Perfect Heart"	7	1
7	AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	5	2
8	HOLM, SHEPPARD, JOHNSON (Greentree R 3583) "Drawin' From The Well"	8	1
9	THE TRAVELER DON FRANCISCO (New Pax NP 33106 "Traveler Joy"	i) 9	3
10	COLLECTIONS KEITH GREEN (Sparrow SPR 1055) "Rushing Wind"	10	
11	AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	
12	PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	11	ε
13	BUBBLIN' HINSONS (Calvary STAV-5178) "God's Gonna Do The Same"	14	
14	JONI'S SONG JONI EARECKSON (Word WSB 8856) "Joni's Waltz"	12	2
15	TOWN TO TOWN PHIL KEAGGY (Sparrow SPR 1053)	**	

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.



HARTMAN WITH DAVID — Keith Thibodeaux (r) of Priority group David and the Giants, appeared on ABC-TV's Good Morning America with David Hartman May 18. Thibodeaux, drummer for the group, portrayed Little Ricky on the I Love Lucy television show from 1956-59, and the appearance was part of a week-long series of interviews in tribute to Lucille Ball.

#### INTERNATIONAL DATELINE

#### **Argentina**

BUENOS AIRES - The WEA catalog will be distributed starting July 1, by Interdisc, the company headed by Ruben Aprile and Heclo Cuomo. The U.S. group has a distribution contract with EMI, signed three years ago and expiring June 30, and it was expected that it would establish its own organization here this year. However, the economic slowdown has postponed the decision for two years. Roberto "Chacho" Rulz, who has been recently appointed regional manager for Latin America (excluding Mexico and Brazil, where WEA has its own companies), will head the A&R and promotion work from offices within the Interdisc structure. Interdisc got the rights to the Tamla Motown license earlier this year and afterwards signed Cuomo as director (he was previously president of the local CBS branch). This is the third expansive step in a few months in a highly recessive market.

Cable TV seems to be moving ahead in Buenos Aires: two licenses has been granted for the city limits, with one of them also covering the highly appreciated northern suburbs, where there is already a cable company operating on small scale. Although no official information has been issued yet, it is understood that the services will be started by the end of this year. There is also a cable TV company to start in Rosario, one of the most important cities of the interior.

Kiddle group Sport Billy, a sort of local reply to the successful Spanish quintet Los Parchis, is travelling this week to Peru after successful stints in Venezuela. The depressed state of the market has moved Francisco Vidal, head of Tonodisc, to try to conquer foreign markets before acting in Argentina. The group was selected after screening more than two hundred children with aptitude for dancing, singing and

CBS has released a new addition to its classical music Great Performances Series, aiming at a market that is lacking product since imported records jumped in price both in terms of dollars and pesos. There is a slice of the market interested in this type of music, but the supply has been irregular, and the soaring prices have also been a deterrent. The attractive graphics and medium price of this series should work, according to the industry observers.

miguel smirnoff

#### Italy

MILAN - The annual CGD Messaggerie Musicali convention will take place this year in Monte Carlo from May 29-31. Together with the management staff of the company, many artists and journalists will attend the event

Ariston Records released a few albums

(the new LP by Kim & The Cadillacs and some issues from the Charly repertoire) on the 25 cm. (7") size, instead of the traditional 30 cm. (12") size. The operation received the interest of the retailers.

Nanni Ricordi, formerly A&R manager at Dischi Ricordi, signed an agreement with CGD, Messaggerie Musicali as exclusive producer. He will take care of artists and special lines for this label.

seminar on the development of the classical record on the Italian market, organized by the new DPS department of trade journal Musica e Dischi (in collaboration with PolyGram), is scheduled for Villa d'Este, near Como, from May 23-24. The presence of many record retailers from all Italy is expected

New labels on the Italian market: in Salso-maggiore was born the Trinciato Forte label, managed by Mauro Zaffanella and Maurizio Pisani and distributed by Interdisc... Antonio Casetta reconstituted the P.A. label after a few years of absence from the market. The first release is an album by Enzo Avitabile.

mario de luigi

#### Japan

TOKYO - Indicative of the growing recession in the business here, both volume and revenues for records in May dropped about 15% compared to the same month last year. Easing the crunch somewhat, however, sales and volume of prerecorded tapes rose about 10% over the same month last year.

Victor Musical Industries, Ltd., meanwhile, is in the midst of a six-month promotion celebrating its 10th anniversary as a label. Running from March 21-Sept. 20, the promotion includes massive pushes for a number of artists. Singles sales are a primary target of the promotion.

Epic Records' George Duke is currently on a tour of Japan that casts the noted jazzist in a new light. In addition to a number of performances - live in concert, radio and television - he is guest lecturing to a number of music classes and will be the primary judge of Anex '82, a major national contest for non-professional jazz groups sponsored by the Ann Music School at the Nihon Seinekan Hall in Tokyo. Duke is lecturing the students at Ann Music School, as well as conducting master music workshops.

"My tour of Japan last year, performing with Stanley Clarke, just blew my mind, Duke said, "The fans were unbelievable to us. They acted as though we were the Beatles in the early-'60s. After the second number, they were all hysterical in the audience and kept their enthusiasm at fever pitch all through the concert. I'm also enjoying teaching at the school, because their students all seem so willing to learn and so ready to listen." kozo otsuka **Dalhuisen Named To Presidency** Of Phonogram International Label

LOS ANGELES - Aart Dalhuisen was recently named to the position of president of Phonogram International and was also promoted to executive vice president and member of the management team of PolyGram Record Operations, the record division of the PolyGram Group. The appointments were effective May 1

In his new position, Dalhuisen will head the Baarn, Netherlands-based Phonogram International label, one of PolyGram Record Operations' three worldwide companies alongside Polydor International and Decca International. The label's artist roster includes Elton John, Van Morrison, J.J. Cale, Steve Miller, Eddle Rabbitt, Nana Mouskouri, Demis Roussos, Rush, Kiss, Dr. Hook, Genesis, Status Quo and Dire Straits.

"My appointment, in fact, won't change my priorities," said Dalhuisen, who held the post of Phonogram International executive vice president before his latest promotion. "I want to continue to give the artists all the attention they deserve as the basic element in our business. But now I am given a wider scope in pursuing my goals.

"As president of Phonogram International. I will be able to fully concentrate on the A&R and marketing aspects of our business while the important support fuctions continue to be taken care of at high management level."

Dalhuisen's predecessor as Phonogram International president, Henk Th. Hoksbergen, now serves as chief executive of the Dutch PolyGram organization, where one of his responsibilities is the coordina-

#### Journey Tops CRIA Certifications For April

TORONTO - CBS recording group Journey topped the April certifications of the Canadian Recording Industry Assn. (CRIA) with a double platinum award for its "Escape" LP. The double platinum award, signifying sales of 200,000 units, topped a list that included four platinum and four gold albums, as well as three gold singles.

Vangelis' Chariots Of Fire soundtrack, Gheorghe Zamfir's "Solitude" and Human League's "Dare," all on PolyGram; Sheena Easton's "You Could Have Been With Me" on Capitol; and Placido Domingo's "Perhaps Love" on CBS were all certified platinum, signifying sales of 100,000 units.

Qualifying as gold albums (signifying sales of 50,000 units) were Easton's "You Could Have Been With Me;" "All Shook Up" by Cheap Trick and "Fire Of Unknown Origin" by Blue Oyster Cult on CBS; and The Nylons' self-titled LP on Attic.

The three singles certified gold, signifying sales of 50,000 units, were "Open Arms" by Journey on CBS; "Don't You Want Me" by Human League on PolyGram and "Japanese Boy" by Aneka on Quality.



Aart Dalhuisen

tion of international support functions based in The Netherlands. He will remain a member of the management team of PolyGram Record Operations International

Prior to joining the PolyGram organization. Dalhuisen served as managing director, Dutch World Broadcasting System, in The Netherlands. Dalhuisen joined PolyGram in 1977 in a staff function, and a year later, was named vice president, popular repertoire, Phonogram International. By January 1981, he had moved up to executive vice president, forming the Phonogram International management team with Hoksbergen.

"We have built a strong team of devoted experts who all are product-oriented," said Dalhuisen. "I do not believe in geographical responsibility. The person who is responsible for an act must know it. In our team. there is mutual trust and back-up.

'My belief in the future is there," added Dalhuisen. "We have a strong artist roster, and it will become even stronger. We have an extremely capable team of people around the world and when I say team, I mean team - it feels like a big family, and we have built up an impressive circle of business relationships who often become more than that: friends! The atmosphere is good, and we are still having fun so what more could you want?"

Commenting on Dalhuisen's appointment, Jan D. Timmer, executive vice president, PolyGram Group, said it fulfills "the need that has been felt for some time to make a clearer distinction between Baarn's various general head office functions and that of its role as an international repertoire center for popular music."

#### INTERNATIONAL BESTSELLERS

#### Argentina

- 1 Marcha De Las Malvinas Banda Columbia CBS 2 Envoltorio De Palabras Zum Zum Interdisc; Tom Tom -
- CBS
  Cama Y Mesa Roberto Carlos CBS
  El Mundial Placido Domingo PolyGram
  Physical Olivia Newton-John EMI
  SI La Vieras Dyango EMI
  La Gata Rocio Durcal Microfon
  Under Pressure Queen EMI
  Que Idea Pino D'Angio Microfon
  Quizas SI, Quizas No Cris Manzano Interdisc

#### TOP TEN LPs

- TOP TEN LPs

  1 En La Argentina Mercedes Sosa PolyGram

  2 Entre Una Espada Dyango EMI

  3 All Stars various artists Interdisc/ATC

  4 Esencia Romantica Serra Lima/Los Panchos CBS

  5 Estilo Serra Lima CBS

  6 A Toda Cumbla various artists ATC/K-tel

  7 Cash Box En Espanol various artists Interdisc/ATC

  8 Latinoamericano King Clave Tonodisc

  9 Chariots Of Fire soundtrack PolyGram

  10 Roberto Carlos Roberto Carlos CBS

   Prensa

- Prensario

- Top Ten 45s

  1 Paradise Phoebe Cates CBS

  2 Just An Illusion Imagination F1 Team

  3 Ebony And Ivory McCartney & Wender EMI/Capitol

  4 Survival America EMI/Capitol

  5 Non Succedera Plu Claudia Mori CGD/Clan

  6 Lady Oscar I Cavalieri del Re RCA

  7 Come Vorrel Ricchi e Poverl Baby

  8 Felicita Al Bano & Romina Power Baby

  9 Il Ballo Del Qua Qua Romina Power Baby

  10 Don't You Want Me Human League Ricordi/Virgin

- TOP TEN LPs

  1 La Voce Del Padrone Franco Battiato EMI

  2 Cocclante Riccardo Cocciante RCA

  3 Alibi America EMI/Capitol

  4 Body Talk Imagination F1 Team

  5 Tutto Sanremo various artists EMI

  6 Tug Of War Paul McCartney EMI/Capitol

  7 Sotto La Ploggia Antonello Venditti Sotto La Ploggia

  8 Hollywood Hollywood Roberto Vecchioni CGD

  9 The Concert In Central Park Simon & Garfunkei

  CBS/Geffen
- CBS/Geffen

  10 30x60 -- various artists -- CGD

-Musica e Dischi

#### United Kingdom

- TOP TEN 45s

  1 A Little Peace Nicole CBS

  2 Only You Yazzo Mute

  3 I Won't Let You Down PhD WEA

  4 I Love Rock 'N Roll Joan Jett & The Blackhearts Epic

  5 Forget Me Nots Patrice Rushen Elektra

  6 Ebony And Ivory McCartney & Wonder Parlophone

  7 Really Saying Something Bananarama & Fun Boy Three Deram

  8 Mama Used To Say — Junior — Mercury

  9 We Have A Dream — Scottish World Cup Squad — WEA

  10 The Meaning Of Love — Depeche Mede — Mute

- TOP TEN LPs

  1 Complete Madness Madness Stiff

  2 Tug Of War Paul McCartney Parlophone

  3 Live in Britain Barry Manilow Arista

  4 Pelican West Haircut 100 Arista

  5 Hot Space Queen EMI

  6 Charlots Of Fire Vangelis Polydor

  7 The Concerts in China Jean Michel Jarre Polydor

  8 Pinky Blue Altered images Epic

  9 Night Birds Shakatak Polydor

  10 1982 Status Quo Vertigo

  —Melody

-Melody Maker

### CASH BOX TOP TOO ALBU/1S

	May 29, 1982	
Weeks On	Weeks On	Weeks On
5/22 Chart  1 TUG OF WAR  PAUL McCARTNEY (Columbia TC 37462) 1 3	33 THE BROADSWORD AND	67 JUST ANOTHER DAY IN
2 ASIA 8.98 (Getten SHS 2008) 2 9	THE BEAST  JETHRO TULL (Chrysalls CHR 1380) 33 8	PARADISE BERTIE HIGGINS (Kat Family/CBS FZ 37901) 68 15
3 CHARIOTS OF FIRE	34 KEEP IT LIVE  B.98  DAZZ BAND (Motown 6004ML) 40 11	68 WORKING CLASS DOG 8.98 RICK SPRINGFIELD (RCA AFL 1-3697) 81 81
ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335) 3 33	35 EXTRATERRESTRIAL LIVE	69 ABACAB 8.98 GENESIS (Atlantic SD 19313) 58 33
ORIGINAL MUSIQUARIUM I 13.98	36 BELLA DONNA STEVIE NICKS (Modern/Atco MR 38-139) 24 42	70 WALT DISNEY PRODUCTIONS'
STEVIE WONDER (Tamla/Motown 6002TL2) — 1	37 AMERICAN FOOL  JOHN COUGAR (Riva/PolyGram RVL 7501) 49 5	MOUSERCISE 7.98 (Disneyland 62516) 76 11
5 DIVER DOWN VAN HALEN (Warner Bros. BSK 3677) 6 4	38 BRILLIANCE ATLANTIC STARR (A&M SP-4883) 29 10	71 PRIVATE EYES  DARYL HALL & JOHN OATES (RCA AFL1-4028) 48 37
6 SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL1-4125) 5 10	39 4 8.98 FOREIGNER (Atlantic SD 16999) 32 45	72 OFFRAMP  PAT METHENY GROUP (ECM-1-1216) 87 2
7 FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062) 4 29	40 WHO'S FOOLIN' WHO 8.98	73 SHARING YOUR LOVE 8.98 CHANGE (RFC/Atlantic SD 19342) 82 4
8 ALWAYS ON MY MIND  WILLIE NELSON (Columbia FC 37951) 9 11	41 THE INNOCENT AGE	74 D.E. 7TH  DAVE EDMUNDS (Columbia FC 37930) 81 5
9 I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS	DAN FOGELBERG (Full Moon/Epic KE2 37393) 42 37 42 STANDING HAMPTON 8.98	75 MEMORIES BARBRA STREISAND (Columbia TC 37678) 63 25
(Boardwalk NB1-33243) 7 <b>25</b>	SAMMY HAGAR (Geffen GHS 2006) 43 19 43 FRIENDS 8.98	76 WILD HEART OF THE YOUNG _ KARLA BONOFF (Columbia FC 37444) 78 9
10 BEAUTY AND THE BEAT 8.98 THE GO-GO'S (I.R.S./A&M SP 70021) 8 44	SHALAMAR (Solar/Elektra S-28) 39 15  44 ALL FOUR ONE  8.98	77 THE NAME OF THIS BAND IS TALKING HEADS 12.98
11 GET LUCKY  LOVERBOY (Columbia FC 37638) 10 29	THE MOTELS (Capitol ST-12177) 54 5 45 PICTURE THIS 8.98	TALKING HEADS (Sire 2SR 3590) 53 7 <b>78 TIME AND TIDE</b> 8.98
12 ALDO NOVA (Portrait/CBS ARR 37498) 12 15	HUEY LEWIS AND THE NEWS (Chrysalls CHR 1340) 37 14	SPLIT ENZ (A&M SP-4894) 88 5  79 QUARTERFLASH 8.98
13 DARE THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) 14 14	KOOL & THE GANG (De-Lite/PolyGram DSR 8502) 44 33	(Geffen GHS 2003) 59 32
14 HOT SPACE 8.98 OUEEN (Elektra E1-60128) — 1	OUINCY JONES (A&M SP-3721) 35 61	ORIGINAL SOUNDTRACK (Columbia JS 38000) 104 2  81 20 AEROBIC DANCE HITS 8.98
15 MOUNTAIN MUSIC  ALABAMA (RCA AHL1-4229) 11 12	48 SPECIAL FORCES 8.98 .38 SPECIAL (A&M SP-4888) — 1	MARCY MUIR (Parade/Peter Pan 101) 77 20  82 THE SECRET POLICEMAN'S
16 THE OTHER WOMAN  RAY PARKER, JR. (Arista AL 9590) 18 7	49 DIARY OF A MADMAN OZZY OSBOURNE (Jet/CBS FZ 37492) 47 28	OTHER BALL — THE MUSIC 8.98 VARIOUS ARTISTS (Island iLPS 9698) 69 11
17 ESCAPE	50 LIVE ON THE SUNSET STRIP 8.98 RICHARD PRYOR (Warner Bros. BSK 3650) 38 7	83 LOVEIS WHERE YOU FIND IT 8.98 THE WHISPERS (Solar/Elektra S-27) 75 20
18 JUMP UP! 8.98 ELTON JOHN (Geffen GHS 2013) 20 4	51 SEASONS OF THE HEART 8.98 JOHN DENVER (RCA AFL1-4256) 52 12	84 QUIET LIES  S.98  JUICE NEWTON (Capitol ST-12210) — 1
19 IV TOTO (Columbia FC 37728) 23 7	52 THE NUMBER OF THE BEAST BON MAIDEN (Harvest/Capitol ST-12202) 41 8	85 MR. LOOK SO GOOD 8.98 RICHARD "DIMPLES" FIELDS (Boardwalk NE1-33249) 70 15
20 BLACKOUT 8.98 SCORPIONS	53 NON-STOP EROTIC	86 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100) 95 6
(Mercury/PolyGram SRM-1-4039) 15 10 21 TUTONE 2	SOFT CELL (Sire SRK 3647) 55 19	87 ENGLISH SETTLEMENT XTC (Virgin/Epic ARE 37943) 62 11
TOMMY TUTONE (Columbia ARC 37401) 21 17  22 GHOST IN THE MACHINE 8.98	54 MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'l./CBS FZ 37999) 60 3	88 THE KIDS FROM "FAME" 8.98 VARIOUS ARTISTS (RCA AFL1-4259) 91 8
THE POLICE (A&M SP-3730) 16 32  23 HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL	55 FEELS SO RIGHT  ALABAMA (RCA AHL 1-3930) 57 64	89 ONE VICE AT A TIME 8.98 KROKUS (Arista AL 9591) 92 8
PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) 22 28  24 STRAIGHT FROM THE	56 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007) 64 3	90 LADIES OF THE EIGHTIES 8.98 A TASTE OF HONEY (Capitol ST-12173) 98 5
HEART 8.98 PATRICE RUSHEN (Elektra E1-60015) 27 6	57 YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744) 51 11	91 JI  JUNIOR (Mercury/PolyGram SRM-1-4043) 97 5
25 WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694) 25 9	58 BOBBIE SUE 8.98 OAK RIDGE BOYS (MCA-5294) 56 15	92 ADULT PHYSICAL FITNESS 8.98 (Gateway GSLP 7611) 93 9
26 THE CONCERT IN CENTRAL PARK 14.98	59 ONE ON ONE  CHEAP TRICK (Epic FE 38021) — 1	93 DOIN' ALRIGHT O'BRYAN (Capitol ST-12192) 73 10
SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654) 17 12	60 REEL MUSIC 9.98 THE BEATLES (Capitol SV-12199) 34 8	94 BREAKIN' AWAY  AL JARREAU (Warner Bros. BSK 3576) 79 41
27 REUNION 8.98 THE TEMPTATIONS (Gordy/Motown 6008GL) 31 5	61 I'VE NEVER BEEN TO ME 8.98 CHARLENE (Motown 6009ML) 71 8	95 TATTOO YOU ROLLING STONES (Rolling Stone/Atco COC 16052) 74 38
28 NIECY DENIECE WILLIAMS (ARC/Columbia FC 37952) 30 7	62 SHAKE IT UP  8.98 THE CARS (Elektra 5E-567) 50 27	96 SWEETS FROM A STRANGER 8.98
29 PHYSICAL 8.98 OLIVIA NEWTON-JOHN (MCA-5229) 26 31	63 KIHNTINUED  GREG KIHN BAND (Beserkley/Elektra E1-60101) 65 8	97 YES IT'S YOU LADY 8.98
30 ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021) 28 8	64 CAT PEOPLE ORIGINAL SOUNDTRACK (Backstreet/MCA BSR-6107) 67 7	SMOKEY ROBINSON (Tamia/Motown 6001TL) 80 15  98 LUCIANO 8.98
31 STRAIGHT BETWEEN THE EYES  RAINBOW (Mercury/PolyGram SRM-1-4041) 36 5	65 ANOTHER GREY AREA 8.98	99 STREET OPERA 8.98
32 PAC-MAN FEVER _	66 AEROBIC SHAPE UP 8.98	ASHFORD & SIMPSON (Capitol ST-12207) — 1  100 TOM TOM CLUB  8.98
BUCKNER & GARCIA (Columbia XRC 37941) 19 11	JOANIE GREGGAINS (Parade/Peter Pan 104) 72 7	(Sire SRK 3628) 83 32

### cash box top albums/101 to 200

	IVIAY 29, 1962	
Weeks On	Weeks On	Weeks On
101 PELICAN WEST 6.98	133 THE DUKES OF HAZZARD  VARIOUS ARTISTS (Scottl Bros./CBS FZ 37712) 134 7	167 LITE ME UP 5/22 Chart HERBIE HANCOCK (Columbia FC 37928) — 1
HAIRCUT 100 (Ariste AL 8600) 114 8 102 GREEN LIGHT 8.98	134 WHY DO FOOLS FALL IN LOVE? 8.98	168 A FLOCK OF SEAGULLS 8.98
BONNIE RAITT (Werner Bros. BSK 3630) 86 13 103 OUTLAW 8.98	DIANA ROSS (RCA AFL1-4153) 107 30 135 "D" TRAIN 8.98	(Jive/Ariste VA 66000) 182 2 169 ANYONE CAN SEE 8.98
WAR (RCA AFL1-4208) 102 12	(Prelude PRL 14105) 138 5	IRENE CARA (Network/Elektra E1-60003) 169 18
104 BELOW THE BELT 8.98 FRANKE & THE KNOCKOUTS (Millennium/RCA BXL1-	136 KATHY SMITH'S AEROBIC FITNESS 8.98	DUKE JUPITER (Coest To Coest/CBS ARZ 37912) 173 9
7763) 84 8   105 THE JAZZ SINGER 9.98	(Muscle Tone MT 72151) 112 13	171 CAROL HENSEL'S EXERCISE AND DANCE PROGRAM 8.98
NEIL DIAMOND (Cepitol SWAV-12120) 101 78	ORIGINAL SOUNDTRACK (RSO/PolyGrem RX1-3080) 125 18	(Vintege/Mirus VNI 7713) 143 67
106 LIVE & OUTRAGEOUS 8,98 MILLIE JACKSON (Spring/PolyGrem SP-1-6735) 106 13	138 FRIENDS IN LOVE JOHNNY MATHIS (Columbia FC 37748) 148 4	172 ANGST IN MY PANTS SPARKS (Atlentic SD 19347) 180 3
107 WASN'T TOMORROW WONDERFUL?	139 MARSHALL CRENSHAW (Werner Bros. BSK 3673) 161 2	173 THE GEORGE BENSON COLLECTION 16.98
THE WAITRESSES (Polydor/PolyGrem PD-1-6346) 89 18	(Werner Bros. BSK 3673) 161 2 140 TIME EXPOSURE 8.98	GEORGE BENSON (Werner Bros. 2HW 3577) 155 28
108 FRIENDS IN LOVE BOOK BOOK BOOK BOOK BOOK BOOK BOOK BOOK	LITTLE RIVER BAND (Cepitol ST-12163) 120 38	174 WAITIN' FOR THE SUN TO SHINE _ RICKY SKAGGS (Epic FE 37193) _ 1
109 ON A ROLL 8.98 POINT BLANK (MCA-5312) 109 7	141 LOS HOMBRES MALO 8.98 OUTLAWS (Ariste AL 9584) 113 6	175 DEFYING GRAVITY 5.98
110 STARS ON LONG PLAY III 8.98	142 DOWN HOME 8,98 ZZ HILL (Meleco MAL 7406) 142 16	THE SHERBS (Atco SD 38-146) 176 4 176 FANCY FREE 8.98
(Redio Records/Atlentic RR 19349) 110 5	143 MISSING PERSONS (Cepitol DLP-15001) 151 8	OAK RIDGE BOYS (MCA-5209) 183 52
NEIL DIAMOND (Columbia TC 38068) — 1	(Cepitol DLP-15001) 151 8 144 CHIPMUNK ROCK 8.98	177 ANNE MURRAY'S GREATEST HITS (Cepitol SOO-12110) 177 117
SKYY (Selsoul/RCA SA-8548) 85 30 113 GREATEST HITS 8.98	THE CHIPMUNKS (RCA AFL1-4304) 149 3	178 CHRISTOPHER CROSS 8.98
KENNY ROGERS (Liberty LOO-1072) 111 85	145 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH	(Werner Bros. BSK 3383) 178 122
114 HEY RICKY 8.98 MELISSA MANCHESTER (Ariste AL 9574) 116 6	FRANK ZAPPA (Berking Pumpkin/CBS FW 38066) — 1 146 YOUR WISH IS MY COMMAND 8.98	GEORGE DUKE (Epic FE 37532) 131 13
115 DRY DREAMS THE JIM CARROLL BAND (Atco SD 38-145) 124 3	LAKESIDE (Soler/Elektre S-26) 117 24	180 LOVERBOY (Columbia JC 36762) 181 71
118 THE ONE GIVETH, THE COUNT	147 HEARTBREAK EXPRESS 8.98 DOLLY PARTON (RCA AHL 1-4289) 127 6	181 ON THE WAY TO THE SKY
TAKETH AWAY 8,98 WILLIAM "BOOTSY" COLLINS (Werner Bros. BSK 3667) 130 2	148 OLD ENOUGH 8.98	NEIL DIAMOND (Columbia TC 37628) 171 27 182 JUICE 8.98
117 YOU COULD HAVE BEEN WITH ME	LOU ANN BARTON (Asylum E1-60032) 150 8 149 AEROBIC DANCING 8.98	JUICE NEWTON (Cepitol ST-12136) 186 65
8.98 SHEENA EASTON (EMi Americe SW-17061) 105 27	feeturing DORIAN DAMMER (Parade/Peter Pen 100) 139 34	183 CONTROVERSY 8.98 PRINCE (Werner Bros. BSK 3601) 165 30
118 THE BLASTERS 8.98 (Slesh SR-109) 90 20	150 I'LL DO MY BEST 8.98 RITCHIE FAMILY (RCA AFL1-4323) 160 3	184 THE LAST SAFE PLACE 8.98  LE ROUX (RCA AFL 1-4195) 187 18
119 WILLIE NELSON'S GREATEST HITS	151 JANE FONDA'S WORKOUT	185 BLACK ON BLACK 8.98
(AND SOME THAT WILL BE) — WILLIE NELSON (Columbie KC237542) 121 37	(Columbia CX2 38054) — 1	WAYLON (RCA AHL1-4247) 129 13 186 SHARE YOUR LOVE 8.98
120 LISTEN TO THE RADIO  DON WILLIAMS (MCA-5306) 122 5	152 IT'S A FACT 8.98 JEFF LORBER (Ariste AL 9583) 115 10	KENNY ROGERS (Liberty LOO-1108) 175 47
121 CAROL HENSEL'S EXERCISE	153 THE LAST OF THE MOHICANS 5,98  BOW WOW WOW (RCA CPL1-4314) 156 4	187 JAZZERCISE 8.98 JUDI SHEPPARD MISSETT (MCA-5272) 196 26
& DANCE PROGRAM VOLUME 2 8.98 (Vintege/Mirus VNI 7733) 103 24	154 TELEVISION THEME SONGS 5.98 MIKE POST (Elektre E1-60028 Y) 108 13	188 PERHAPS LOVE - PLACIDO DOMINGO (CBS MF 37243) 172 31
122 THE GIFT 8.98	155 BLIZZARD OF OZZ	189 MICKEY MOUSE DISCO 4.98 (Disneyland 2504) 179 119
THE JAM (Polydor/PolyGrem PD-1-6349) 96 10	OZZY OSBOURNE (Jet/CBS JZ 36812) 157 59 156 KING COOL 8.98	190 HOLLYWOOD _
BRASS CONSTRUCTION (Liberty LT-51121) 133 5	DONNIE IRIS & THE CRUISERS (Gerousel/MCA-5237) 162 18 157 CARRY ON 8.98	MAYNARD FERGUSON (Columbie FC 37713) 192 2
124 MAYBE IT'S LIVE 8.98 ROBERT PALMER (Islend ILPS 9665) 126 4	BOBBY CALDWELL (Polydor/PolyGrem PD1-6347) 159 7	CAROLE KING (Atlentic SD 19344) 137 9
125 BIG SCIENCE 8.98 LAURIE ANDERSON (Werner Bros. BSK 3674) 136 - 4	AIR SUPPLY (Ariste AL 9551) 132 51	GAMMA (Elektre E1-60034) 168 12
126 THE POET 8.98	159 POP GOES THE MOVIES 8.98 MECO (Ariste AL 9598) 94 10	193 AEROBIC DANCE HITS VOL. 1 8.98 (Ceseblence/PolyGrem NBLP 7263) 152 10
BOBBY WOMACK (Beverly Glen BG 1000) 128 29	160 KIM WILDE 8.98 (EMI Americe ST-17065) 170 3	194 COME MORNING 8.98 GROVER WASHINGTON, JR. (Elektre 5E-562) 188 25
WE SALUTE YOU 8.98	161 STREET SONGS  RICK JAMES (Gordy/Motown G8-1002M1) 164 58	195 FIVE MILES OUT  MIKE OLDFIELD (Virgin/Epic ARE 37983) 158 5
AC/DC (Atlentic SD11111) 99 25  128 IN BLACK AND WHITE 8.98	RICK JAMES (Gordy/Motown G8-1002M1) 164 58  162 NIGHTCRUISING 8.98	196 POINT OF PLEASURE 8.98
BARBARA MANDRELL (MCA-5295) 154 2	BAR-KAYS (Mercury/PolyGrem SRM1-4028) 147 29	197 IRON FIST 8.98
AMBROSIA (Werner Bros. BSK 3838) 144 2	THE REDDINGS (Believe In A Dreem/CBS FZ 37974) — 1	MOTORHEAD (Mercury/PolyGrem SRM-1-4042) 163 4 198 THE VISITORS 8.98
JANE OLIVOR (Columbie FC 37938) 140 3	164 PRECIOUS TIME 8.98 PAT BENATAR (Chrysells CHR 1346) 166 45	ABBA (Poler/Atlantic SD 19332) 185 20
WE WANT MILES MILES DAVIS (Columbia C2 38005) 141 3	165 INDUSTRY STANDARD THE DREGS (Ariste AL 9588) 123 10	199 I AM LOVE 8.98 PEABO BRYSON (Cepitol ST-12179) 189 27
132 DROP THE BOMB 8 98	166 LOVE ME TENDER 8.98	200 GREAT WHITE NORTH 8.98 BOB & DOUG McKENZIE
TROUBLE FUNK (Suger Hill SH 266) 135 5	B.B. KING (MCA-5307) 167 7  ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)	(Mercury/PolyGrem SRM-1-4034) 119 23
A Flock of Seegulis	Haircut 100	Point Blank         109         Temptations         27           Police         22         Third World         57
ABBA	Hancock, Herbie         167         Mandrell, Barbare         128           Hensel, Ceroi         121,171         Mathis, Johnny         138	Post, Mike         154         .38 Special         .48           Prince         183         Tom Tom Club
Adult Physicel Fitness 92 Chipmunks	Higgins, Bertle         67         McCartney, Paul         1           Human Leegue         13         McKenzie, Bob & Doug         200	Pryor, Richard         50         Tommy Tutone         21           Ouarterflash         79         Toto         19
Aerobics (Demmer)         149         Cougar, John         37           Aerobics (Greggeins)         88         Crenshew, Mershell         139	Irls, Donnie     158     Meco     159       Iron Melden     52     Metheny, Pat     72	Oueen         14         Trouble Funk         132           Rainbow         31         Van Halen         5
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#### Cutout Dealers Go To Imports, Cassettes To Counter Midlines

N.Y., felt that midlines made a favorable impression on the cutout business. "Strong \$5.98 titles like Grateful Dead, Neil Young, and Crosby, Stills and Nash normally wouldn't be cutout anyway," he said, adding that the midlines "help generate awareness that more record product is available in the world than the regularpriced albums.

#### Midlines Cut Out?

In fact, Jim Cochran, president of New Light Distributors in Elwood, Ind., said that midline product had turned up as surplus over the last year. John Gervasoni, vice president of Scorpio Music Distributors, Inc., in Croydon, Pa., agreed, saying that midlines were already beginning to be cutout, fulfilling the expectations voiced by most merchants. "Midlines made a big splash, but the initial impact is over," said Gervasoni, whose sentiments were echoed by Joe Swiatek, sales manager for Chicago's J.S.J. Tape Distributors Inc., who said, "They were gangbusters the last couple years but they've reached a dead end now with no new items."

However, that the recent surge of mid-priced lines does have an effect on cutout availability and quality was noted by many

suppliers. Richard Chapman, sales representative for One Way Records in Albany, N.Y., said that his business was "a little soft like everything else" and had declined in the last year. "Midlines are having an effect in that some titles that you might be able to get as cutouts if there weren't midlines, you can't get as cutouts now," he explained.

Bob McNellis, owner of Music Brokers in Los Angeles, partially blamed midlines for a market saturation in what he termed "garcutout product. "Manufacturers come out with midlines when they have overstock of good titles, instead of cutting them out as they used to," he said.

The biggest effect midlines have had on cutout suppliers comes from the midlines manufactured in Europe, which are being imported here and sold as midlines and cutouts by cutout dealers capitalizing on the dollar's strength. New Light's Cochran is importing midlines and cutout midlines from Europe and Canada. "We're carrying Europe-type things that come in undrilled to spice up our American cutouts," he said. According to Cochran, undrilled, no-cut import product commands a top quality cutout price here of \$3.99 to \$4.99. "The public finds it attractive to buy imports at the same price as high-priced cutouts," he added.

Last Chance's Hamilton also said that European midline product was in demand. 'A lot of cutout companies are handling European midlines and selling them here between cutout and midline price," he said.

Regular LP and cassette cutouts are also highly sought overseas by domestic cutout suppliers, who are in the driver's seat when it comes to buying. "The dollar is strong here," explained Hamilton. "Overseas, the monetary market is weak, so people will rather sell and get our dollar."

Imports Lend Quality

Many merchants also felt that the quality of cutout product from Europe is higher than that available in America. "There's a lot of excellent product overseas," said Les Neal, general manager of Great Atlantic & Pacific Music Co. in St. Louis. "Having quality product is the key. If you have a strong catalog to offer, you'll get a response, but if you don't, no one buys."

Cassette cutouts are especially sought overseas by American companies, largely because they are available in such small quantities in the U.S. "Cutout cassette tapes are hard to find," said Neal, who explained that most current cutout and deleted items were not manufactured in the now dominant cassette configuration. "Another three or four years down the road and cutout cassettes should be more readily available," he said.

Music Brokers' McNellis also reported

increased demand for cutout cassettes. "Titles that in the past couldn't move are now being gobbled up," he said. "The demand far exceeds the availability and variety. On the other hand, you can't give away eight-tracks. That market is flooded, and buyers are very selective."

Morris Levy, head of Promo Record Distributing Co. in Paterson, N.J., said that while smaller pressings mean less cutouts, he expects that the cutout market will stay saturated. "As business gets flat,

storekeepers lower their Inventories, which means greater returns, leading to greater overstock and more cutouts."

"There will always be some leftovers no matter how exact of a science this business becomes," declared Great Atlantic's Neal. "We're seeing less quantitles now, but a wider spread of goods."

New Light's Cochran is happy with the current supply of American cutouts. "Considering the rough times for retallers, things are holding good for us so far this year," he said. "While pressings aren't as big, there's a reasonable enough amount. There are good cutout titles coming up from Atlantic, Warner Bros., A&M, Columbia aimost every label has something decent. And independent lines that haven't cutout before are cutting out now because of the economic times. Labels such as Adelphl, Flying Fish and Inner City have cut out a lot of good indie product."

While no one expects to ever see another "Sat. Pepper" dumping, one supplier, who asked not to be identified, felt that manufacturers are still overpressing. He cited an Arista cutout list that showed 250,-000 "Barry" Barry Manilow LPs available along with 130,000 cassettes and 84,000 eight-tracks. "Manufacturers aren't admitting these numbers because they want to keep prices up by saying, 'There's a shortage. You won't be able to buy cutoutsl' There's more product out now than there's ever been. Three-and-a-half million pleces are on the Arista list. That's not tinsel. And that's not even a major label."

#### General Ent. Bows

NEW YORK - General Entertainment Management, a full range personal management agency, has been formed by Dan Garfinkel and David L. Rosenzweig in Cleveland. The outfit is headquartered at 707 Citizens Federal Tower, 2000 East Ninth Street, Cleveland, Ohlo 44115. The telephone number is (216) 574-4884.

#### ON JAZZ

(continued from page 19)
Paris - 1966" by Albert Ayler with strings is an album-and-a-half of music on the Swiss/American Hat-Hut label; and two big band dates led by multi-instrumentalist Gunter Hampel, "Canava" and "Generator," both on his own Birth Records.

THIS 'N THAT — New York nitespot The Blue Note recently threw a birthday bash for

trombonist Kal Winding, appearing at the club with his band. Incidentally, Winding, who has always enjoyed working with multiple-trombone line-ups, was up to his old tricks with a group featuring Curtis Fuller... Mark Morganelli's Jazz Forum will play host to a jazz film festival from June 23-July 3. Already slotted for showing are Last of the Blue Devils, On the Road With Duke Ellington, Sun Ra: A Joyful Noise, Talmadge Farlow and The Wizard of Waukesha. Filmgoers will be able to stay for music sets following the screenings ... Joe Grlppo recently joined Concord Records as national director of sales and marketing. He can be reached in New York at (212) 423-5933.

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#### AROUND THE ROUTE

by Camille Compasio

World Wide Dist, officially launched its recently opened Grand Rapids, Mich. branch with a gala grand opening celebration, complete with a "special sale" on May 20. Event was attended by area customers as well as factory representatives and guests from other parts of the distrib's territory. Company president Fred Skor and a contingent of staffers from the Chicago headquarters office helped host the festivities. The Grand Rapids branch, headed by manager Ron Howard, is located at 2555 S. Division — and, from what we hear, it's been doing tremendous business since it opened its doors just a couple of months ago.

The Bally Pinball Division facilities in Bensenville is in full swing production on "Rapid Fire", and now "Mr. & Mrs. Pac-Man Pinball" as well. Latter item was not quite scheduled for production at this time but made such an impact when Bally introduced it that plans had to be revised. As we learned from marketing vice president Tom Nieman, the Pac-Man pinball has generated the "largest pre-sell on a pinball machine in two or three years!" And why not? The name carries a lot of magic with it, Tom said; players

(continued on page 36)



IN GAMES WE TRUST --- SEGA/Gremlin's new 125,000 square foot video game plant in Rancho Bernardo, Calif. houses both the company's main executive offices and manufacturing division.

#### SEGA/Gremlin Unveils Modern New Facility Near San Diego

by Jeffrey Ressner

SAN DIEGO — SEGA/Gremlin, the video game company responsible for such popular coin-operated machines as "Frogger" and "Zaxxon," dedicated its new executive head-quarters and main manufacturing complex in nearby Rancho Bernardo Technology Park May 15. The 125.000 square foot facility, which boasts state-of-the-art assembly and testing equipment, was opened during an elaborate ribbon-cutting ceremony attended by representatives of the state and local government, as well as officials and employees from the amusement firm.

The video game manufacturer now has five

plants in the San Diego area — the new corporate office/production site being the largest. The four assembly lines housed at this facility can put out from 400-700 units per day under optimum conditions, and ongoing improvements in assembly procedures could make even greater numbers feasible. Top-ofthe-line quality control mechanisms, an efficiently designed receiving and shipping area, an ultra-modern Honeywell master computer system, a 100 PBX telephone hook-up and a sophisticated production area are merely a few of the many factors that comprise the Rancho Bernardo complex, which is located

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### COIN MACHINE



#### **INDUSTRY NEWS**

### AROUND THE ROUTE

(continued from page 35)

like the concept of the pin model and the piece is being widely accepted in the same locations where the Pac-Man video has remained such a hit. Tom's had some feedback from arcades that have created a "Pac-Man environment" — meaning a lineup of the three versions of the game with T-shirts on the wall and other merchandising items on display to further promote play. With such a "promotable piece", you really can't miss

Dateline Hialeah, Fla., home of Centuri, Inc. Former Chicagoan Tom Siemieniec recently joined the Centuri sales staff. He at one time headed up the parts department at Midway. Since he is in the process of relocating he will be selling his beautiful lakeside home in Lake In The Hills, Ill., to set up residency in the Florida area.

Loewen America president Rus Strahan welcomed a prominent visitor from Germany this past week — Jean Marc Prouteau, president of marketing for the entire NSM/Loewen group of companies, who spent some time at the Franklin Park facilities. Rus arranged a luncheon with World Wide's Fred Skor and Harold Schwartz. World Wide, by the way, has become exclusive distributor of the NSM phono line in Illinois and Michigan. Rus was on hand at the distrib's Grand Rapids, Mich. grand opening celebration. He proudly noted that the 2401 phono is being very well received in the U.S. and has spurred added interest in the Prestige model as well. As of now, "we're sold out of 2401's until mid-July," said Rus.

Dateline Los Angeles, where we spoke with C.A. Robinson executive vice president Ira Bettelman on the subjects of present business, which is "very good"; and the current flood of new equipment hitting the market and creating a dilemma for the operator who must pick and choose the right buys - with little time to spare, lest the competition beats him to the punch. One solution, he said, is for the operator to maintain a good relationship with a distributor in his immediate area and rely upon his judgement in the selection of equipment. As Ira pointed out, "within the last 30 days our industry has released to its distributors approximately 20 new machines" — and since they can't all be hits, one must exercise selectivity in making purchases. Makes sense, especially in today's market.

Midway's field service manager Andy Ducay will start his June schedule of factory service schools with a class at Dons Vending Ltd. in Edmonton, Alberta, Canada (June 2) followed by a June 4 session at J.E. Weatherhead Dist., Ltd. in Burnaby, B.C., Canada. He'll then head for Nevada to do guest instructor stints at the Nevada Gaming School in Reno (June 16) and Las Vegas (June 18).

Dateline Sunnyvale, where Exidy announced that a "Mousetrap" Higher Earnings Enhancement Kit is now available to operators through Exidy's distributor network. The firm believes the kit may double Mousetrap earnings.

#### Romans Named Executive Vice President, Chief Financial Officer For Bally

CHICAGO — Robert E. Mullane, chairman and president of Bally Manufacturing Corp., announced that Donald B. Romans was elected executive vice president of Bally and its chief financial officer.

Romans was most recently associated with Sunbeam Corporation as an executive vice president and its chief financial officer since September 1981. Sunbeam was recently acquired by Allegheny International. Previously, Romans was associated with Trans Union Corporation of Chicago since 1962 where he achieved the position of executive vice president and chief financial officer and president of Trans Union's leasing subsidiary, Trans Union Leasing Corporation. Trans Union Corporation was acquired by the Marmon Group in February of 1981.

"Mr. Romans brings to Bally an excellent

background of linancial expertise and senior management experience," commented Mullane, "With Mr. Romans, Bally will be further enhancing its senior management depth and flexibility which are so important to a corporation of Bally's size and broad operating scope."

Prior to 1962, Romans was manager of internal auditing and systems and procedures for Container Corporation of America.

He currently serves as a director of the Drexel Burnham Fund and the DEL-Cash Fund, mutual funds headquartered in New York City, and is a governor of St. Mary of Nazareth Hospital of Chicago. A graduate of the University of Louisville and the Harvard Business School, Mr. Romans also served as a captain in the U.S. Marine Corps.

#### 'Tron' Video Tournament Underway

CHICAGO — Bally's Family Entertainment Centers, in conjunction with Walt Disney Productions, has established a "Tron" video game tournament to begin May 24 in approximately 400 locations throughout the country.

The competition, which will introduce the game to the public, will take place for seven weeks, climaxing with a "three round" final

### Gorman Appointed At Game Plan

CHICAGO — The appointment of Hugh Gorman as director of marketing for Game Plan, Inc., was announced by Wendell McAdams, vice president and chief operating officer of the Addison, Ill.-based firm.

In making the announcement, McAdams stated, "We are pleased to add Hugh to our staff and we are confident that his 20 years experience in the industry will contribute appreciably to Game Plan's growth."

Prior to joining Game Plan, Gorman was associated with Rock-Ola Manufacturing Corp. for a number of years, and most recently served as the company's vice president and director of sales.

Regarding future plans for Game Plan, Gorman noted, "Many exciting new products and programs are under development at Game Plan. It is corporate intent to provide the industry with the optimum in profit producing equipment. In addition, our equipment will be marketed through the finest network of distributors available to the trade so that operators and distributors acceptance of Game Plan products is insured."

#### 'Alpine Ski' Is Ichiban In Japan

CHICAGO — Taito America's video game, "Alpine Ski," is *ichi ban* (number one) in Japan. The Nippon Amusement Operators (NAO) recently voted Alpine Ski number one in popularity in Tokyo, according to the Japanese trade magazine *The Amusement Industry*.

Operators of single locations and arcade locations on the street participated in the poll that ranked the machine first among new video games.

Alpine Ski is reportedly the first video game to capture the essence of championship skiing, offering players the challenge of three games: downhill skiing, slalom race and ski jump. The game parallels the structure of an Olympic skiing competition.

Jack Mittel, president of Taito America, realized the impact the game would have on the industry when it was in production. "It's a new direction in the video world," he said. "We knew all along that we had another winner on our hands."

competition in New York City. On July 6, the first two rounds will be held at New York's Grand Hyatt Hotel, located at Lexington Avenue and 42nd Street, which will also serve as "home" for the finalists while in New York. The final round will be played in New York's Felt Forum at Madison Squre Garden on July 7, with a celebrity competition preceding the finals.

First prize in the tournament includes a year's worth of game tokens, valued at \$260, a Commador Computer priced at \$4,000 and a Tron video game supplied by Bally Midway and valued at \$2500. Other prizes include Tron T-shirts, Bradley Tron digital watches, Tomy hand-held Tron games and an Intellevision Home arcade with cassettes.

Tron, the upcoming new video game, is based on concepts derived from Walt Disney Productions' forthcoming movie *Tron* starring Jeff Bridges and David Warner. *Tron*, opening nationwide on July 9, is a futuristic adventure film, depicting a world in which video images "come to life." The movie makes extensive use of state-of-the-art computer graphics, more so than any film previously, bringing the viewer into a world that has never been seen on film.



Arlen Grainger

#### Exidy Taps Grainger As Market Analyst

SUNNYVALE — Arlen Grainger has been, appointed to the position of market analyst at Exidy. He has been with the company for eight years and has held various management positions, including customer service manager and being incering manager.

Among his achievements at Exidy was thecreation of several games, including "Targ," which was a hit game for the company in 1980, as well as the audio track for other Exidy games.

In his new position Grainger will be responsible for timing the introduction of games by analyzing the video game marketplace. His research will play a significant role in new product development, according to company president Pete Kauffman

president Pete Kauffman.
"Arlen's appointment is more evidence of Exidy's commitment to researching and producing the kind of product the public wants," Kauffman said. "Arlen has been a key employee at Exidy and is dedicated to insuring the highest quality in Exidy products."

#### Williams Denies Infringement Claim

CHICAGO — Michael R. Stroll, president of Williams Electronics, Inc., commented on a recent lawsuit brought against Williams by Walt Disney Productions for, among other things, alleged infringement of Disney's claimed rights in the word "Tron".

Stroll stated, "There is absolutely no correlation between Williams Electronics video game 'Robotron: 2084' and Disney's use of the word 'Tron' in connection with a planned film and the exploitation thereof. Williams has been advised by its special trademark counsel that the allegations of in-

fringement against Williams trademark, 'Robotron: 2084,' made by Disney, as well as Disney's claims of unfair competition and dilution of the name 'Tron' under Illinois State Law, are completely without legal merit.

"Williams intends to vigorously defend this suit. It is a shame that time, energy and money has to be wasted in responding to such frivolous claims."

Williams Electronics, Inc. is engaged in the design, manufacture and sale of electronic coin-operated games.

#### INDUSTRY CALENDAR

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

June 17-19: Illinois Coin Machine Operators Assn.; annual convention; Eagle Ridge Inn; Galena.

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

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson

Plaza Hotel; Charlotte

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

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

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

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

#### **INDUSTRY NEWS**













BEHIND THE SCENES VIDEO VIEWPOINT — Workers at SEGA/Gremlin's new manufacturing facility make sure each game is free of flaws through careful testing and efficient production. Pictured in the top row are (I to r): assembly line foremen review the station layout to assure completion of production schedules; a technician tests a circuit board using a Plantronics Troubleshooter 800 computer; and approved games are boxed with

protective padding using automatic packaging equipment. Pictured in the **bottom row** are (I to r): every game undergoes an extensive "burn-in" period to check for imperfections; an electronics expert checks wiring in a module which provides the color visuals and sound effects of arcade amusements; and fast, reliable upkeep of machines are handled in the company's customer service department.

#### SEGA/Gremlin Unveils Modern New Facility Near San Diego

continued from page 35)

near other high-tech companies like Sony Corp., Hewlett-Packard and National Cash Register.

The opening day ceremony was led by Peter Gorrie, vice president, administration and controller of the company, who gave a brief history of SEGA/Gremlin and introduced a number of dignitaries who spoke optimistically about the future. Among the speakers were state Senator William Craven, previously chairman of the San Diego Board of Supervisors and now representing the 38th senatorial district in Sacramento; Robert Frazee, Assemblyman for the 73rd District; Larry Stirling, Assemblyman for the 77th District; three of Gremlin's "founding fathers" — Frank Fogleman, vice chairman of Gremlin Industries, Gerald Hansen, vice president of engineering, and Gene Candelore, vice president of marketing — and current president of Gremlin, Duane Blough.

"We're delighted to be in this marvelous new facility," said Blough at the dedication. "Our people are happy, our productivity is up, and we're building better quality games than ever before. This plant provides expanded capability for us to continue to meet the worldwide needs of the computer video game industry "

Following the ribbon-cutting, executives from the company held a press conference presided over by David Rosen, president of Sega and chairman of the board for both Gremlin Industries and Sega Industries. Rosen, one of the pioneers in the Japanese coin-op field, informed correspondents from print and television media that although the company has earned "in excess of \$100 million" from its product line, the firm is currently re-evaluating its chain of P.J. Pizzazz eatery/arcades and may decrease its involvement in that facet of the entertainment industry. As far as new games are concerned, Rosen declined to announce any titles, but did say several concepts are in their "tweaking" stage (the final five percent of research and development procedures that goes into the making of a machine).

Throughout the day a series of tours were conducted through the office/factory, which is shaped like a "square within a square" and utilizes an "open landscape" interior design to provide easy access to all areas for the over 600 workers employed at the center. An immaculately clean, well-ventilated production area encompasses the sub-assembly, assembly and testing sectors, with each clearly

designated and roomy enough to promote free-flowing movement and worker momentum

Perhaps the most awesome sight on the tour, many visitors agreed, was the display of hundreds of Zaxxon space games, which employ a near three-dimensional battlefield and an armada of rockets, lined up side by side during their "burn-in" testing period. After the electronic system of the game is installed into the wooden cabinet and the machine is fully operative, SEGA/Gremlin makes sure each of its units is given this extensive test to pinpoint any small kinks or other malfunctions. During this time, the games are set on a

form of "automatic pilot" in which they play themselves continuously to get the circuitry's "juices" going.

The amazingly realistic graphics found in Zaxxon and other current offerings like the grand prix racing game "Turbo" are just part of the advancements in video game manufacturing SEGA/Gremlin has made over the past few years. With these play units, along with past successes like "Carnival," "Moon Cresta" and the voice-synthesis action of "Space Fury," the innovative organization has lived up to its credo, which claims "Technology the cause... Entertainment the effect."

### Arcade Management Opportunities

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

#### Arcade Manager

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

#### District Manager

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

Individuals meeting these qualifications are invited to send their resumes, in confidence, to: Cashbox, Box 101, 1442 S. 61st Avenue, Cicero, IL 60650.



GOLD EGG AWARD — Cinematronics, in conjunction with its current "Jack The Giantkiller" video game, sponsored a "golden egg" contest during the recently held AOE convention in Chicago. Contestants qualified by scoring more than 5,000 points on any of the Giantkiller's displayed in the Cinematronics booth. A drawing was held at the close of the show and the winner of the personally engraved golden egg was Paul Bethke of Milwaukee, Wisc. Pictured are (I-r): Blattspieler and Cinematronics vice president-marketing David Stroud.

ash Box/May 29, 1982

\* indicates new entry

May 29, 19

#### POP

1 EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)

CRIMSON AND CLOVER
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)

I'VE NEVER BEEN TO ME

**HEAT OF THE MOMENT** 

ASIA (Getten GEF 50040)

THE OTHER WOMAN

RAY PARKER JR. (Arista AS 0669) STILL IN SAIGON
THE CHARLIE DANIELS BAND (Epic AE7-1414)

WAKE UP LITTLE SUSIE
SIMON AND GARFUNKEL (Warner Bros. WBS 50053)

8 867-5309/JENNY

TOMMY TUTONE (Columbia 18-02646)

DON'T YOU WANT ME THE HUMAN LEAGUE (A&M/Virgin 2397)

10 DID IT IN A MINUTE

DARYL HALL & JOHN OATES (RCA PB-13065)

11 ROSANNA

TOTO (Columbia 18-02811)

12 RUN FOR THE ROSES

DAN FOGELBERG (Full Moon/Epic 14-02821)

13 MAIN THEME FROM "CHARIOTS OF FIRE" VANGELIS (Polydor/PolyGram 2189)

14 IT'S GONNA TAKE A MIRACLE
DENIECE WILLIAMS (ARC/Columbia 18-02812)

15 WHEN IT'S OVER

LOVERBOY (Columbia 18-02814)

16 MAN ON YOUR MIND
LITTLE RIVER BAND (Capitol P-B-5061)

17 LOVE'S BEEN A LITTLE BIT HARD ON ME
JUICE NEWTON (Capitol P-B-5120)

18 MOVIE MEDLEY

THE BEATLES (Capitol P-B-5100)

19 FANTASY

ALDO NOVA (Portrait/CBS 24-02799)

20 BODY LANGUAGE

21 HURTS SO GOOD

JOHN COUGAR (Riva/PolyGram R 209)

22 DON'T TALK TO STRANGERS
RICK SPRINGFIELD (RCA PB-13070)

23 HANG FIRE
THE ROLLING STONES (Rolling Stones/Atlantic RS 21300)

24 LET IT WHIP\*

DAZZ BAND (Motown 1609MF)

25 FRIENDS IN LOVE
DIONNE WARWICK and JOHNNY MATHIS (Arista AS 0673)

**26 ONLY THE LONELY** 

THE MOTELS (Capitol PB-5114)

27 CAUGHT UP IN YOU

.38 SPECIAL (A&M 2412)

'65 LOVE AFFAIR

PAUL DAVIS (Arista AS 0661)

29 BREAK IT UP\*

FOREIGNER (Atlantic 4044)

30 WITHOUT YOU (NOT ANOTHER LONELY

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

#### **COUNTRY**

1 FINALLY

T.G. SHEPPARD (Warner Bros./Curb WBS 50041)

2 TEARS OF THE LONELY MICKEY GILLEY (Epic 14-02774) 3 FOR ALL THE WRONG REASONS
THE BELLAMY BROS. (Elektra/Curb E-47431)

4 JUST TO SATISFY YOU WAYLON & WILLIE (RCA PB-13073)

5 LISTEN TO THE RADIO

DON WILLIAMS (MCA 52037)

6 YOU'LL BE BACK
THE STATLER BROS. (Mercury/PolyGram 76142) 7 I DON'T THINK SHE'S IN LOVE ANYMORE CHARLEY PRIDE (RCA PB-13096)

8 ALWAYS ON MY MIND
WILLIE NELSON (Columbia 18-02741)

**SLOW HAND** 

CONWAY TWITTY (Elektra E-47443)

10 EVERYTIME YOU CROSS MY MIND
RAZZY BAILEY (RCA PB-13084)

11 TAKE ME TO THE COUNTRY

MEL McDANIEL (Capitol P-B-5095)

12 JUST GIVE ME WHAT YOU THINK IS FAIR
LEON EVERETTE (RCA PB-13079)

13 ANY DAY NOW

**RONNIE MILSAP (RCA PB-13216)** 

**MOUNTAIN MUSIC** 

ALABAMA (RCA PB-13019)

15 I DON'T KNOW WHERE TO START EDDIE RABBITT (Elektra E-47435)

16 RING ON HER FINGER, TIME ON HER LEE GREENWOOD (MCA-52026)

17 DEALING WITH THE DEVIL
MERLE HAGGARD (MCA 53020)

18 ANOTHER CHANCE 19 'TIL YOU'RE GONE

TAMMY WYNETTE (Epic 14-02770) BARBARA MANDRELL (MCA-52038)

20 BUSTED

JOHN CONLEE (MCA-52008)

THERE AIN'T NO COUNTRY MUSIC ON THIS JUKEBOX
TOM T. HALL & EARL SCRUGGS (Columbia 18-02858)

22 WOULD YOU CATCH A FALLING STAR
JOHN ANDERSON (Warner Bros. WBS 50043)

23 IF YOU'RE THINKING YOU WANT A STRANGER

GEORGE STRAIT (MCA-51228) 24 DON'T WORRY 'BOUT ME BABY

JANIE FRICKE (Columbia 18-02859)

25 TAKE ME DOWN\*

ALABAMA (RCA PB-13210)

**26 FORTY AND FADIN'** 

RAY PRICE (Dimension DS1031)

27 ARE THE GOOD TIMES REALLY OVER MERLE HAGGARD (Epic 14-02894)

28 SLOW DOWN

LACY J. DALTON (Columbia 18-02847)

29 LOVE'S FOUND YOU AND ME\* ED BRUCE (MCA-52036)

30 LOVE'S BEEN A LITTLE BIT HARD ON ME\*
JUICE NEWTON (Capitol P-B-5120

#### **BLACK CONTEMPORARY**

1 IT'S GONNA TAKE A MIRACLE
DENIECE WILLIAMS (ARC/Columbia 18-02012)

2 FORGET ME NOTS

PATRICE RUSHEN (Elektra E-47427 3 EARLY IN THE MORNING
THE GAP BAND (Total Exparlanca/PolyGram TE-8201)

4 MURPHY'S LAW

5 THE OTHER WOMAN

RAY PARKER, JR. (Arista AS 0669)

6 STREET CORNER ASHFORD & SIMPSON (Capitol P-B-5109

STANDING ON THE TOP — PART 1
THE TEMPTATIONS faaturing RICK JAMES (Gordy/Moto

8 I JUST WANT TO SATISFY THE O'JAYS (Phila. Int'l./CBS ZS5-02834

9 WE GO A LONG WAY BACK BLOODSTONE (T-Nack/CBS ZS5-02825)

10 LET IT WHIP

DAZZ BAND (Motown 1609MF)

11 A NIGHT TO REMEMBER
SHALAMAR (Solar/Elektra S-48005)

12 CIRCLES 13 CUTIE PIE

ATLANTIC STARR (A&M 2392)

ONE WAY (MCA-52049)

14 JUST BE YOURSELF
CAMEO (Chocolate City/PolyGram CC 3231)

15 WORK THAT BODY

DIANA ROSS (RCA PB-13201)

16 THE VERY BEST IN YOU CHANGE (RFC/Atlantic 4027) 17 IF IT AIN'T ONE THING ... IT'S ANOTHER
RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)

18 DANCE WIT' ME

RICK JAMES (Gordy/Motown 1619GF)

19 FREAKY BEHAVIOR 20 EMERGENCY

25 TRY JAH LOVE

BAR-KAYS (Mercury/PolyGram 76143)

WHISPERS (Solar/Elaktra S-48008)

21 I'LL TRY SOMETHING NEW
A TASTE OF HONEY (Capitol P-B-5099)

22 EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)

23 SOMETHING ABOUT THAT WOMAN
LAKESIDE (Solar/Elaktra S-48009)

24 OLD FASHIONED LOVE\*
SMOKEY ROBINSON (Tamla/Motown 1615TF) THIRD WORLD (Columbia 18-02744)

26 WHERE DO WE GO FROM HERE BOBBY WOMACK (Beverly Glen BG-2001)

27 NINE TIMES OUT OF TEN
TEDDY PENDERGRASS (Phila, Int'L/CBS ZS5-02856)

28 I REALLY DON'T NEED NO LIGHT\*

JEFFREY OSBORNE (A&M 2410)

29 CAN YOU SEE THE LIGHT BRASS CONSTRUCTION (Liberty 30 TAKE A LICKIN' AND KEEP ON KICKIN'
WILLIAM "BOOTSY" COLLINS (Warnar Bros. WBS 50044

#### OPERATORS PICKS

Gary Snortum (Cigarette Services, Inc., Appleton)
LOVE'S BEEN A LITTLE BIT HARD ON ME — Julce Newton — Capitol

VIc McCarthy (Catskill Amusements Inc., Hurleyville)
LOVE'S BEEN A LITTLE BIT HARD ON ME — Julce Newton — Capitol Irene Camen (Automatic Vendors, Pierre)
LOVE'S BEEN A LITTLE BIT HARD ON ME — Juice Newton — Capitol

#### RECORDS TO WATCH

DO I DO - Stevle Wonder - Tamla/Motown TOO LATE — Junior — Mercury/PolyGram SO FINE — Oak Ridge Boys — MCA
HONKY TONKIN' — Hank Williams, Jr. — Elektra
HEARTBREAK EXPRESS — Dolly Parton — RCA
I FALL TO PIECES — Patsy Cline/Jim Reeves — MCA DANCING IN THE STREET — Van Halen — Warner Bros. IF THE LOVE FITS WEAR IT — Leslie Pearl — RCA

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