

# CASHBOX

February 26, 1983

NEW FACES TO WATCH  
Kelly Groucutt

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**LIEBERMAN TRIMS ONE-STOP OPERATIONS  
GRAMMYS: RETAILERS LAUD NARM PROMOTIONS  
DRAIGO RESIGNS FROM RCA RECORDS POST  
U.S. RECORD & TAPE EXPORTS DIP IN '82  
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Duran Duran

The latest album from

# KENNY ROGERS

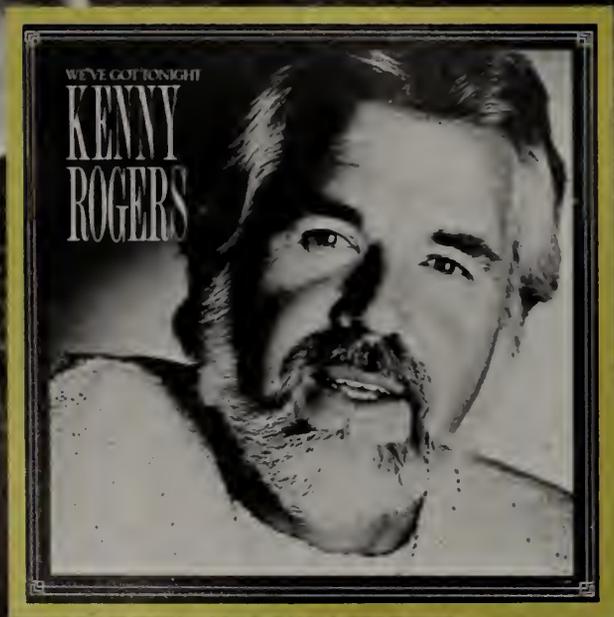
# WE'VE GOT TONIGHT

LO 5114.3



Features the hit single "We've Got Tonight" <sup>B-1492</sup> as performed by Kenny Rogers and Sheena Easton.

\* Produced by Kenny Rogers, Dawid Pfister, Daniel Richie, James Carmichael, Brent Maher, Randy Goodrum. Management: Ken Kragen/Kragen & Company. Available on Liberty Records & High Quality DR Cassettes.



When the moment is all that matters.

# CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 39 — February 26, 1983

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SUBSCRIPTION RATES \$125 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. © Copyright 1983 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

## Silver Wishes

It's not often that we get the opportunity to celebrate a true milestone, but this Wednesday, Feb. 23, will be just such an occasion. When the curtain goes up at Los Angeles' Shrine Auditorium, it will mark the beginning of the Silver Anniversary of the National Academy of Recording Arts & Sciences' Grammy Awards.

The Grammys have come a long way in 25 years. From the very first awards ceremony in 1958 when the Academy honored 28 winners to this year's mammoth three-hour, nationwide TV special that will choose the best in 62 categories, the growth of the Grammys has often mirrored that of the industry itself. Nearly everyone of consequence in the recording field today has had a brush with the Grammys in one way or another.

As a living embodiment of the pursuit of excellence in the recording field, the Grammys have

also come to symbolize the industry itself in the public's eye. And since much of the nation will be tuned in to this year's show, it will also be a golden opportunity for the industry to put its best foot forward.

Much has been said and done this year about marketing product around this year's awards ceremony — that's certainly important too, no one will deny that — but for the moment at least, let's just enjoy the fact that the Academy has been so successful in nurturing the Grammys through its first 25 years. In this spirit, **Cash Box** would like to add its congratulations to all of those in the recording industry who've made the Grammys what they are today.

Best wishes NARAS, and here's to the next 25 years.

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### ON THE COVER

A band whose roots were nurtured by England's New Romantic movement of the late '70s, Duran Duran is well on its way to becoming a true mass appeal band with a strong techno-pop flavor.

With musical influences including David Bowie, Brian Eno and Roxy Music, Duran Duran (which took its name from a character in the film *Barbarella*) formed in the spring of 1978 when Birmingham, England natives Nick Rhodes and John Taylor began playing small local dates armed with a bass, clarinet and a rhythm box. Soon thereafter, they recruited guitarist Andy Taylor through a newspaper ad. Then, through a recommendation of a barmaid at the Rumrunner Club in Brum, they added vocalist Simon LeBon. The group rounded itself out with drummer Roger Taylor replacing the rhythm box. The members began polishing their highly melodic electronic funk sound as an opening act to British singer Hazel O'Connor in spring 1980, and were soon signed to EMI Records there. The next winter, the group's first single, "Planet Earth," was released and scored Top 10 chart success in the U.K.



## TOP POP DEBUTS

### SINGLES

68

CHANGE OF HEART — Tom Petty And The Heartbreakers — Backstreet/MCA

### ALBUMS

132

TWISTING BY THE POOL — Dire Straits — Warner Bros.

### POP SINGLE

DO YOU REALLY WANT TO HURT ME

Culture Club  
Epic

### B/C SINGLE

BILLIE JEAN  
Michael Jackson  
Epic

### COUNTRY SINGLE

IF HOLLYWOOD DON'T NEED YOU

Don Williams  
MCA

### JAZZ

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

## NUMBER ONES



Culture Club

### POP ALBUM

THRILLER  
Michael Jackson  
Epic

### B/C ALBUM

THRILLER  
Michael Jackson  
Epic

### COUNTRY ALBUM

MOUNTAIN MUSIC  
Alabama  
RCA

### GOSPEL

UNCLOUDY DAY  
Myrna Summers  
Savoy

# CASH BOX TOP 100 SINGLES

February 26, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
<b>1 DO YOU REALLY WANT TO HURT ME</b> CULTURE CLUB (Epic 34-03368)	5	<b>13 I'VE GOT A ROCK 'N ROLL HEART</b> ERIC CLAPTON (Warner Bros. 7-29780)	37	<b>67 ALWAYS</b> FIREBALL (Atlantic 7-89916)	70
<b>2 DOWN UNDER</b> MEN AT WORK (Columbia 38-03354)	1	<b>34 YOU CAN'T HURRY LOVE</b> PHIL COLLINS (Atlantic 7-89923)	28	<b>68 CHANGE OF HEART</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52181)	—
<b>3 STRAY CAT STRUT</b> STRAY CATS (EMI America B-8122)	4	<b>35 FALL IN LOVE WITH ME</b> EARTH, WIND & FIRE (Columbia 38-03375)	38	<b>69 SOMETHING TO GRAB FOR</b> RIC OCASEK (Geffen 7-29874)	76
<b>4 BILLIE JEAN</b> MICHAEL JACKSON (Epic 34-03509)	7	<b>36 HEART TO HEART</b> KENNY LOGGINS (Columbia 38-03377)	22	<b>70 LOVE ME AGAIN</b> THE JOHN HALL BAND (EMI America B-8151)	67
<b>5 SHAME ON THE MOON</b> BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)	6	<b>37 I KNEW YOU WHEN</b> LINDA RONSTADT (Asylum 7-69853)	31	<b>71 I DON'T CARE ANYMORE</b> PHIL COLLINS (Atlantic 7-89877)	78
<b>6 BABY, COME TO ME</b> PATTI AUSTIN (Qwest/Warner Bros. OWE 50036)	2	<b>38 I CAN'T STAND STILL</b> DON HENLEY (Asylum 7-69931)	41	<b>72 NEW FRONTIER</b> DONALD FAGEN (Warner Bros. 7-29792)	68
<b>7 YOU ARE</b> LIONEL RICHIE (Motown 1657)	8	<b>39 HEART OF THE NIGHT</b> JUICE NEWTON (Capitol B-5192)	29	<b>73 WHIRLY GIRL</b> OXO (Geffen 7-29765)	85
<b>8 HUNGRY LIKE THE WOLF</b> DURAN DURAN (Capitol B-5195)	9	<b>40 ON THE LOOSE</b> SAGA (Portrait/CBS 37-03359)	35	<b>74 TWO LESS LONELY PEOPLE IN THE WORLD</b> AIR SUPPLY (Arista AS 1004)	64
<b>9 AFRICA</b> TOTO (Columbia 38-03335)	3	<b>41 BETCHA SHE DON'T LOVE YOU</b> EVELYN KING (RCA PB-13380)	46	<b>75 TAKE THE SHORT WAY HOME</b> DIONNE WARWICK (Arista AS 1040)	—
<b>10 ALL RIGHT</b> CHRISTOPHER CROSS (Warner Bros. 7-29843)	11	<b>42 JEOPARDY</b> GREG KIHN BAND (Beserkley/Elektra 7-69847)	56	<b>76 LITTLE RED CORVETTE</b> PRINCE (Warner Bros. 7-29746)	—
<b>11 BACK ON THE CHAIN GANG</b> PRETENDERS (Sire 7-29840)	13	<b>43 DREAMIN' IS EASY</b> STEEL BREEZE (RCA PB-13427)	47	<b>77 SHE BLINDED ME WITH SCIENCE</b> THOMAS DOLBY (Capitol B-5204)	87
<b>12 MANEATER</b> DARYL HALL & JOHN OATES (RCA PB 13354)	10	<b>44 POISON ARROW</b> ABC (Mercury/PolyGram 810 340-7)	49	<b>78 WHAT LOVE IS</b> MARTY BALIN (EMI America B-8153)	88
<b>13 WE'VE GOT TONIGHT</b> KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)	16	<b>45 MAKE LOVE STAY</b> DAN FOGELBERG (Full Moon/Epic 34-03525)	51	<b>79 THE CLAPPING SONG</b> PIA ZADORA (Elektra 7-69889)	79
<b>14 ALLENTOWN</b> BILLY JOEL (Columbia 38-03413)	15	<b>46 LIES</b> THOMPSON TWINS (Arista AS 1024)	52	<b>80 SHE'S A RUNNER</b> BILLY SQUIER (Capitol B-5202)	80
<b>15 PASS THE DUTCHIE</b> MUSICAL YOUTH (MCA-52149)	18	<b>47 SHOOT FOR THE MOON</b> POCO (Atlantic 7-89919)	50	<b>81 THE FANATIC</b> FELONY (ROCK 'N' ROLL/CBS ZS4 03497)	89
<b>16 ONE ONE ONE</b> DARYL HALL & JOHN OATES (RCA PB-13421)	19	<b>48 IT MIGHT BE YOU (THEME FROM "TOOTSIE")</b> STEPHEN BISHOP (Warner Bros. 7-29791)	53	<b>82 SHOULD I STAY OR SHOULD I GO</b> THE CLASH (Epic 34-03547)	90
<b>17 GOODY TWO SHOES</b> ADAM ANT (Epic 34-03367)	14	<b>49 BURNING HEART</b> VANDENBERG (Atco 7-99947)	54	<b>83 SOME KIND OF FRIEND</b> BARRY MANILOW (Arista AS 1046)	—
<b>18 THE OTHER GUY</b> LITTLE RIVER BAND (Capitol B-5185)	12	<b>50 DON'T TELL ME YOU LOVE ME</b> NIGHT RANGER (Boardwalk NB-11-1717)	55	<b>84 WINDOWS</b> MISSING PERSONS (Capitol B-5200)	71
<b>19 SEPARATE WAYS (WORLDS APART)</b> JOURNEY (Columbia 38-03513)	27	<b>51 SO CLOSE</b> DIANA ROSS (RCA PB-13424)	58	<b>85 TOO MUCH LOVE</b> CROSBY, STILLS & NASH (Atlantic 7-89888)	81
<b>20 BREAKING US IN TWO</b> JOE JACKSON (A&M 2510)	23	<b>52 WHAT ABOUT ME</b> MOVING PICTURES (Network/Elektra 7-69952)	45	<b>86 BEAT IT</b> MICHAEL JACKSON (Epic 34-03759)	—
<b>21 SEXUAL HEALING</b> MARVIN GAYE (Columbia 38-03302)	17	<b>53 WINDS OF CHANGE</b> JEFFERSON STARSHIP (Grunt/RCA FB-13439)	60	<b>87 LAND OF A THOUSAND DANCES</b> THE J. GEILS BAND (EMI-America B-8156)	—
<b>22 YOU AND I</b> EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)	21	<b>54 NICE GIRLS</b> MELISSA MANCHESTER (Arista AS 1045)	61	<b>88 COME GIVE YOUR LOVE TO ME</b> JANET JACKSON (A&M 2522)	—
<b>23 I KNOW THERE'S SOMETHING GOING ON</b> FRIDA (Atlantic 7-89984)	26	<b>55 TIED UP</b> OLIVIA NEWTON-JOHN (MCA-52155)	42	<b>89 PLEASE MR. POSTMAN</b> GENTLE PERSUASION (Capitol B-5207)	—
<b>24 MICKEY</b> TONI BASIL (Chrysalis 2638)	20	<b>56 I LIKE IT</b> De Barge (Motown 1645)	66	<b>90 SHOPPIN' FROM A TO Z</b> TONI BASIL (Chrysalis/CBS VS4 03537)	—
<b>25 YOUR LOVE IS DRIVING ME CRAZY</b> SAMMY HAGAR (Geffen 7-29816)	25	<b>57 IT'S RAINING MEN</b> THE WEATHER GIRLS (Columbia 38-03354)	63	<b>91 ALL THOSE LIES</b> GLENN FREY (Asylum 7-69857)	69
<b>26 ROCK THE CASBAH</b> THE CLASH (Epic 34-03245)	24	<b>58 DIRTY LAUNDRY</b> DON HENLEY (Asylum 7-69894)	30	<b>92 SHOCK THE MONKEY</b> PETER GABRIEL (Geffen 7-29883)	86
<b>27 COME ON EILEEN</b> DEXYS MIDNIGHT RUNNERS (Mercury/PolyGram 76189)	40	<b>59 LITTLE TOO LATE</b> PAT BENATAR (Chrysalis/CBS VS4 03536)	65	<b>93 SPACE AGE LOVE SONG</b> A FLOCK OF SEAGULLS (Jive/Arista VS20003)	75
<b>28 MR. ROBOTO</b> STYX (A&M 2525)	39	<b>60 DER KOMMISSAR</b> AFTER THE FIRE (Epic 34-03559)	72	<b>94 ROCK THIS TOWN</b> STRAY CATS (EMI America B-8132)	74
<b>29 TWILIGHT ZONE</b> GOLDEN EARRING (21/PolyGram T 1103)	32	<b>61 BAD BOY</b> RAY PARKER, JR. (Arista AS 1030)	48	<b>95 LITTLE THING CALLED LOVE</b> NEIL YOUNG (Geffen 7-29887)	82
<b>30 I'M ALIVE</b> NEIL DIAMOND (Columbia 38-03503)	33	<b>62 THE GIRL IS MINE</b> MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	43	<b>96 YA MAMA</b> WUF TICKET (Prelude 644)	98
<b>31 THE WOMAN IN ME</b> DONNA SUMMER (Geffen 7-29805)	34	<b>63 THE BLUES</b> RANDY NEWMAN and PAUL SIMON (Warner Bros. 7-29803)	59	<b>97 IT'S RAINING AGAIN</b> SUPERTRAMP (A&M 2502)	77
<b>32 MY KIND OF LADY</b> SUPERTRAMP (A&M 2517)	36	<b>64 TRULY</b> LIONEL RICHIE (Motown 1644)	57	<b>98 I GOTTA TRY</b> MICHAEL McDONALD (Warner Bros. 7-29861)	83
		<b>65 YOU GOT LUCKY</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	44	<b>99 MEMORY</b> BARRY MANILOW (Arista AS 1025)	73
		<b>66 LOVE IN STORE</b> FLEETWOOD MAC (Warner Bros. 7-29848)	62	<b>100 GOT TO BE THERE</b> CHAKA KHAN (Warner Bros. 7-29881)	93

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

Africa (Hudmar/Cowbells — ASCAP) . . . . . 9	I Can't Stand Still (Cass Country/Kortchmar — ASCAP) . . . . . 38	Memory (Koppelman — Bandier/Deco — BMI) . . . . . 99	Some Kind Of Friend (Townsway/Angela — BMI) . . . . . 83
All Right (Another Page — ASCAP) . . . . . 10	I Don't Care (Pun — ASCAP) . . . . . 71	Mickey (Chinnichap/Careers — BMI) . . . . . 24	Something To Grab For (Ric Ocasek — BMI) . . . . . 69
All Those Lies (Red Cloud — ASCAP) . . . . . 81	I Gotta Try (Genevieve/Milk Money — ASCAP) . . . . . 98	Mr. Roboto (Styngian Songs Adm. by Almo — ASCAP) . . . . . 28	Space Age Love Song (Zomba Ent. — BMI) . . . . . 93
Allentown (Joel Songs — BMI) . . . . . 14	I've Got A Rock 'N' Roll (WB/Warner-Tamerlane/Diamond Mine/Face The Music — ASCAP/BMI) . . . . . 33	My Kind Of Lady (Delicate Adm. by Almo — ASCAP) . . . . . 32	Stray Cat Strut (Zomba Ent. — BMI) . . . . . 3
Always (Fumunda/Big Fat — BMI) . . . . . 67	I Knew You When (Lowery — BMI) . . . . . 37	New Frontier (Freejunkt — ASCAP) . . . . . 28	Take The Short Way Home (Gibb Brothers/Unichappell — BMI) . . . . . 75
Baby, Come (Rodsongs — PRS/Admin. by Almo — ASCAP) . . . . . 6	I Know There's (Russ Ballard Ltd./Island Ltd.) . . . . . 23	Nice Girls (House of Gold/Pullman/Daticabo/Werner-Tamerlane — BMI) . . . . . 54	The Blues (Six Pictures — BMI) . . . . . 63
Back On The Chain (Al Gallico — BMI) . . . . . 11	I Like It (Jobete — ASCAP) . . . . . 56	On The Loose (Pocket — ASCAP) . . . . . 40	The Clapping Song (Al Gallico — BMI) . . . . . 79
Bad Boy (Raydiola — ASCAP) . . . . . 61	I'm Alive (Stonebridge — ASCAP/Foster Frees — BMI) . . . . . 30	One On One (Hot-Cha/Unichappell — BMI) . . . . . 16	The Fanatic (Roaring 80's/Felony — ASCAP) . . . . . 81
Beat It (Mijac — BMI) . . . . . 86	It Might Be You (Gold Horizon — BMI/Golden Porch — ASCAP) . . . . . 48	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) . . . . . 15	The Girl Is Mine (Mijac — BMI) . . . . . 62
Betcha She (Music Corp. of America/Kashif — BMI) . . . . . 4	It's Raining Again (Delicate — ASCAP) . . . . . 97	Please Mr. Postman (Jobete — ASCAP) . . . . . 89	The Other Guy (Screen Gems — EMI/BMI) . . . . . 18
Billie Jean (Mijac — BMI) . . . . . 4	It's Raining Men (Songs of Manhattan Island/Olga — BMI/Postvalda Adm. by Almo — ASCAP) . . . . . 57	Poison Arrow (Virgin/Chappell — ASCAP) . . . . . 44	The Woman In Me (Warner-Tamerlane/Reshida/Flying Dutchman/Sweet Harmony — ASCAP) . . . . . 31
Breaking Us In Two (Albion — ASCAP) . . . . . 20	Jeopardy (Rye Boy/Well Received — ASCAP) . . . . . 42	Rock The Casbah (Ninaden Ltd. — PRS) . . . . . 26	Tied Up (John Farrar/Rit of Habeas — BMI/ASCAP) . . . . . 55
Burning Heart (WB Music — ASCAP) . . . . . 49	Land Of A Thousand (Thursday/Anatold — BMI) . . . . . 87	Rock This Town (Zomba — BMI) . . . . . 94	Too Much Love To Hide (Gold Hill — ASCAP/TeleComm — BMI) . . . . . 85
Change Of Heart (Gone Gator — ASCAP) . . . . . 68	Lies (Point Ltd. — PRS) . . . . . 46	Separate Ways (Weed High Nightmare — BMI) . . . . . 19	Truly (Brockman BMI) . . . . . 64
Come Give Your (Satellite III/Richer — ASCAP) . . . . . 88	Little Red Corvette (Controversy — ASCAP) . . . . . 76	Shame On The Moon (Coolwell/Granite — ASCAP) . . . . . 5	Twilight Zone (Fever — ASCAP) . . . . . 29
Come On Aileen (Cgigems/EMI — ASCAP) . . . . . 27	Little Thing Called Love (Silver Fiddle — ASCAP) . . . . . 95	She Blinded Me (Participation — ASCAP) . . . . . 77	Two Less Lonely (Unert/Big Parade — BMI) . . . . . 74
Der Kommissar (Chappell — ASCAP) . . . . . 60	Little Too Late (Unichappell/Roseynotes — BMI) . . . . . 59	She's A Runner (Songs of the Knight — BMI) . . . . . 80	We've Got Tonight (Geer — ASCAP) . . . . . 13
Dirty Laundry (Cass Country/Kortchmar — ASCAP) . . . . . 58	Love In Store (FleetwoodMac — BMI) . . . . . 66	Shock The Monkey (Peter Gabriel Ltd. — ASCAP) . . . . . 92	What About Me (Australian Tumbleweed — BMI) . . . . . 52
Do You Really Want (Virgin/Chappell — ASCAP) . . . . . 1	Love Me Again (Siren Songs — BMI) . . . . . 70	Shoot For The Moon (Pirooting — ASCAP) . . . . . 47	What Love Is (No Ears/MCA — ASCAP) . . . . . 78
Don't Tell Me (The Boardwalk/Rough Play — BMI) . . . . . 50	Make Love Stay (Hickory Grove — ASCAP) . . . . . 45	Shoppin' (Broozertoones/Baby Shoes/Irving — BMI/Wham REBOP Music — ASCAP) . . . . . 90	Whirly Girl (Toy Band — BMI) . . . . . 73
Down Under (Blackwood — BMI) . . . . . 2	Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI) . . . . . 12	Should I Stay (Ninaden Limited — PRS) . . . . . 82	Windows (Private Life/Life After Music — ASCAP) . . . . . 84
Dreamin' Is Easy (Toneman/Wood Street — ASCAP) . . . . . 43		So Close (Rossville — BMI/Mel-Day — ASCAP) . . . . . 51	Winds Of Change (Alien Music — BMI) . . . . . 53
Fall In Love (Saggitfire/Youngoulei/Wenkew — ASCAP) . . . . . 35			Ya Mama (Trumar/Mason-Malcolm — BMI) . . . . . 96
Goody Two Shoes (EMI/Colgems-EMI — ASCAP) . . . . . 17			You And I (Four Way — ASCAP) . . . . . 22
Got To Be There (Jobete/Glenwood — ASCAP) . . . . . 100			You Are (Brockman — ASCAP) . . . . . 7
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP) . . . . . 39			You Can't Hurry Love (Stone Gator — BMI) . . . . . 34
Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI) . . . . . 36			You Got Lucky (Gone Gator/Wild Gator—ASCAP) . . . . . 65
Hungry Like The Wolf (Tritec Ltd.) . . . . . 8			Your Love Is Driving (Warner Bros./Berlin — ASCAP) . . . . . 25

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week



**AMERICA'S SWEETHEARTS** — At a special Valentine's Day luncheon in Los Angeles, ASCAP presented the Go-Go's with custom hand-painted T-shirts featuring a platinum heart design. Pictured are (l-r): Charlotte Caffey of the group; Mary Jo Mennella, ASCAP membership representative; Kathy Valentine of the group; Todd Brabec, ASCAP western regional executive director; Belinda Carlisle of the group; Ginger Canzoneri, who manages the group with Irving Azoff; and Alan Sutton, Cash Box vice president and editor-in-chief.

## Dealers Like NARM Grammy Push But Await More Sales

by Jim Bessman

NEW YORK — In the days leading up to the Feb. 23 Grammy Awards presentation, retailers contacted by Cash Box generally praised the heavily merchandised National Assn. of Recording Merchandisers (NARM) Grammy campaign and felt that it had already had some effect on sales of Grammy-nominated product. The extent of

these sales, however, was difficult to determine, with several dealers wondering whether it was in fact possible to dramatically increase sales of the typically older Grammy-nominated titles. Others suggested ways of improving the promotion in the future.

While stating that sales of Grammy-nominated product prior to the awards

were difficult to isolate, Record Bar's national promotion manager Glenn Gatlin said that he was sure there was an effect from past experience, and that there would be a greater sales impact after the show. "NARM has definitely done a good job in thoroughly merchandising the nominees and award winners," he added. "It's been a good step forward."

### 'Positive Response'

At the Harmony Hut chain headquarters in Lanham, Md., LP/tape merchandise manager Mark Perel reported a "much more positive response than I'd hoped for" when he spoke to store managers about the campaign last week. "They've seen very definite sales due to the campaign, though we've gone beyond the NARM materials to include placing Grammy product in our front step-ups under our own customized signing," said Perel.

Calvin Simpson, head of Detroit's Bad Records also observed some movement in Grammy product and felt that the NARM promotion "makes a lot of sense." He added, though, that the depressed economic conditions in his area made it difficult to come up with anything more concrete.

At the Washington, D.C.-based Waxie Maxie chain, vice president David Blaine said it was hard to discern the effect of the campaign so far since "the majority of the product is strong-selling to begin with." Lew Garrett, director of record purchasing for the Stark/Camelot chain, agreed.

"We're not seeing significant action as yet on nominated product except for those acts with big singles on the markets right now," said Garrett, citing Toto as a good case in point. "We're also getting action on

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## Dwindling Margins Prompt Lieberman One-Stop Closures

by Michael Martinez

LOS ANGELES — Minneapolis-based Lieberman Enterprises, a major national rack jobber, is shutting down all of its retail one-stop operations with the exception of the outlet in Portland, Ore. Affected by the move are Lieberman one-stops in Minneapolis, Denver, Kansas City, Mo. and Chicago.

The Minneapolis one-stop was closed at the end of January and the Denver outlet closed last week. Retail operations in Kansas City and Chicago are scheduled to close at the end of February. Unaffected by the change are Lieberman's operator one-stops, which service 45s jukebox route operators. Operator one-stops will remain open in Kansas City, Minneapolis and Indianapolis.

### Disappearing Margins

Harold Okinow, president of Lieberman's, attributed the closures to a variety of reasons, including "many industry factors" and the company's plans to move into computer software marketing through its rack operation. He said that one-stop profit margins were "disappearing," but declined placing the blame exclusively with label price hikes and recent price policy changes by CBS Records.

"It isn't one event or change by the manufacturers that led to the one-stop closures," Okinow said, adding that the

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## Record Dealers Digging Out From Mid-Atlantic Snow

by Jim Bessman

NEW YORK — The ferocious weekend blizzard that blanketed the Mid-Atlantic region with up to two feet of snow brought record retailing in many affected areas to a virtual standstill on Saturday, Feb. 12, Lincoln's Birthday. Retailers contacted by Cash Box reported that lost weekend sales contributed, in some cases, to as much as a 50% drop in business for the week compared with a year ago. Others, however, saw a strong rebound on Sunday and Monday, if they managed to be open by then. Surprisingly, a few retailers weathered even the worst of the storm in a profitable fashion.

The storm worked its way up to the Atlantic coast on Friday, Feb. 11, starting

mid-day in North Carolina and blowing into the ocean off the coast of New Hampshire a day later. Considered by meteorologists to be among the area's worst 10 storms, it buried all of the major cities on the East Coast under at least a foot of snow.

"It wiped me out entirely," stated Richard Richman, president of the Sound Odyssey chain headquartered in Cherry Hill, N.J., with stores in New Jersey, Pennsylvania, Delaware and Maryland, as well as half-ownership of six Variety outlets in Washington, D.C. All stores were out Friday and Saturday, but open Sunday. "We expect one big storm a year," he continued, "but I wish this one could have happened on a Monday or Tuesday."

Like Richman, Evelyn Rosen, secretary for the 13-store Philadelphia-based Wee Three Record Shops, noted that an early or mid-week closing would not have hurt business as much as losing "our busiest day of the week." All of the stores, which are located within 100 miles of

(continued on page 24)



**RFC PACTS WITH ATLANTIC** — RFC Records recently expanded its select product distribution agreement with Atlantic Records to include distribution of all future releases on the RFC label. Pictured celebrating the new pact are (l-r): Doug Morris, president, Atlantic; Henry Allen, president, Cotillion; Ray Caviano, president RFC and newly appointed new music department executive director, Atlantic; and Dave Glew, executive vice president/general manager, Atlantic.

## Craig Resigns From VP Post At RCA Records

LOS ANGELES — In a surprise move, Jack Craig last week announced his resignation from the post of division vice president RCA Records — USA and Canada.

Commenting on his resignation, Craig said, "RCA management and I were going in different directions with respect to my basic goals of artist and executive development. I'm very proud to have been a part of the outstanding success RCA Records has achieved during the past three years."

According to a spokesman, RCA Records president Robert Summer will handle Craig's office and duties. He would not indicate when a replacement would be named.

Craig was appointed division vice president — USA and Canada Jan. 1, 1981, and during his tenure in that job, he helped



Jack Craig

RCA gain greater market presence leading up to the company being named label of the year in 1982 by Cash Box.

Craig is credited with the recent career successes of acts such as Hall & Oates, Alabama, Evelyn King, Rick Springfield, Triumph, Sylvia and others. During this same period, several established acts joined the RCA fold, including Diana Ross, Kenny Rogers and the Pointer Sisters

(continued on page 22)

## Exchange Rates Batter U.S. Music Exports During '82

by Michael Martinez

LOS ANGELES — It was a year of minuses for the U.S. record and tapes export scene, as sales revenues for product exported from the U.S. dipped to \$44.2 million in 1982, a drop of 32% from \$64.7 million in 1981, according to figures from the U.S. Dept. of Commerce.

With some U.S. record and tape exporters placing the blame on the increased value of the American dollar against foreign currencies, the decrease in revenues accompanied a decline in unit volume of records sold overseas — dropping to 10 million in 1982, down 42% from the 17 million posted in 1981. The 1982 decline came on the heels of a 37% increase between 1979 and 1980.

The sales revenues from records sold

overseas last year was \$32.9 million compared to \$50 million in 1981, representing a decline of 34.2%. Even with tapes, mainly cassettes, which are the recording industry's most viable configuration at present, sales revenues for 1982 were down 18% to \$11.3 million compared to \$13.8 million in 1981.

Along with the argument that the U.S. dollar has remained strong overseas during the past year, many exporters contacted said that the tightening, inflationary economy in many countries and the greater presence of quality domestic product has eaten into U.S. export business.

### 'A Disaster'

With such circumstances prevailing, Ben Karol, head of the New York-based King Karol, which deals in volume exports, said that overseas business was "a disaster. Traditionally strong markets like Germany had to come up with more marks to cover the cost of buying American

(continued on page 11)

## BUSINESS NOTES

## '82 Canadian Sales 'A Horror Story'

OTTAWA — Recording shipments and wholesale figures were even more dismal than anticipated in Canada last year, prompting Canadian Recording Industry Assn. (CRIA) president Brian Robertson to call 1982 "a horror story" and point hopefully to this year as the beginning of modest industry recovery.

Statistics Canada, the federal financial tabulation agency, said last week the number of records and prerecorded tapes shipped in 1982 fell to 68.5 million, down 20.2% from the nearly 85.9 million unit mark in 1981.

The total wholesale value of those recordings was \$240.5 million, nearly 17.3% less than the 1981 figure of \$291 million.

And manufacturers shipped 32.8% fewer LPs, Statistics Canada said, down to 36.5 million from 54.4 million a year earlier.

The only optimistic signs for the recession-ridden industry were the increases registered in shipments and wholesales of prerecorded cassettes. The number of cassettes shipped increased to almost 18.2 million in 1982, up from 14.8 million in 1981, or a 23.1% increase.

But 8-tracks continued their slide in 1982, dropping 42.6% to only 1.47 million, down from 2.5 million.

Robertson attributed the gains in the cassette market to the increase of Walkman-type unit sales and to improved quality by some recording manufacturers of their tape.

Statistics Canada said two-thirds of the recordings were in the field of rock and pop, 15% were easy listening, and the rest was divided almost equally between jazz, classical, country and spoken word.

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## Music Oscar Nominees Announced

LOS ANGELES — The Academy of Motion Pictures Arts & Sciences announced its nominees for the 55th annual Academy Awards — the coveted "Oscars" of movieland fame — last week, with the winners to be announced April 11 at the L.A. Music Center ceremony to be telecast on the ABC network. The nominees for Best Original Song included two number one hits from 1982, including the "Eye of the Tiger" theme from *Rocky III* by Survivor and *An Officer & A Gentleman's* "Up Where We Belong," performed by Jennifer Warnes and Joe Cocker. Other nominees in that category are *Best Friends'* "How Do You Keep The Music Playing," *Yes Giorgio's* "If We Were In Love" and *Tootsie's* "It Might Be You," all written by the team of Alan and Marilyn Bergman.

Among the nominees for Best Original Score are *An Officer and a Gentleman* by Jack Nitzsche, *E.T. — The Extra-Terrestrial* by John Williams, *Gandhi* by Ravi Shankar and George Fenton, *Sophie's Choice* by Marvin Hamlisch and *Poltergeist* by Jerry Goldsmith. Best Score Adaptation competitors are *Victor, Victoria*, adaptation by Henry Mancini and Leslie Bricusse; *Annie*, adaptation by Ralph Burns; and *One From The Heart*, with a song score composed by Tom Waits. Only one major nomination was given to a performer in a musical feature; Charles Durning received a Best Supporting Actor proposal for his work as the side-stepping politico in *The Best Little Whorehouse In Texas*.

## Capitol, AEI Join To Promote Murray LP

LOS ANGELES — Capitol Records, Inc. and Audio Environments Inc. (AEI), a supplier of foreground music to consumer stores nationwide, recently held a joint cross-merchandising campaign to promote singer Anne Murray and her latest capitol LP, "Hottest Night Of The Year."

During last December and January, AEI featured Murray's music on 25% of its four-hour programming, which is piped into restaurants, lounges and fashion stores throughout the country. AEI estimates that millions of consumers heard Murray's music during this period.

In the development of the "Hottest Night Of The Year In February" campaign, Capitol and AEI set up a contest where the first place winner and a friend would receive an all-expense-paid trip to Las Vegas for a free weekend with Anne Murray, who will be performing at the Riviera Hotel Feb. 24-27.

Winner in the contest is Tim Hoag of Restaurant Resources, who will attend Murray's early dinner concert on Feb. 26 and then meet her between shows. Fifty second prize winners will receive free copies of the album.

## Handelman Co. Reports Fiscal '82 Sales Gain

NEW YORK — The Handelman Co. last week reported net sales of \$234 million for the fiscal year ended May 1, 1982, an increase over the fiscal 1981 figure of \$217.3 million. The rackjobber's net income for fiscal 1982 also rose to \$8.7 million, or \$1.95 per share, over the \$6.7 million, or \$1.5 per share figure, it posted for the previous fiscal year. For the six months ended Oct. 30, 1982, however, the company's net sales dropped to \$113,110, or 97 cents per share, from the previous year figure of \$116,948, or 99 cents per share.

During fiscal 1982, Handelman increased its presence in the exercise and dance music areas, established itself in Hispanic record marketing and widened its operations in Canada. The company increased its presence in the exercise and children's record and tape racking and reported that 20% of its accounts' sales are in these product lines. Last February, Handelman purchased San Antonio-based Alamo Record Distributors, which markets Spanish language records in the U.S., and a 50% interest in Scorpio Prods., a Spanish language record producer. The company also expanded its Canadian customer base by 200 accounts.

## Jovan To Back Rogers' 100-City U.S. Tour

NASHVILLE — Following the precedent it set two years ago with its sponsorship of the Rolling Stones' national tour, the Jovan cosmetics firm will back Kenny Rogers' impending 1983 U.S. tour of 100 cities. The move coincides with Jovan's introduction in March of two new scents — "Lady" perfume and "Gambler" cologne — which bear the name of songs that Rogers recorded.

Rights to utilize the songs in the marketing of these products were obtained from the respective song writers, Lionel Richie and Don Schlitz, and Rogers has agreed to re-record segments of each for use as backdrops for radio and television commercials in the marketing of the fragrances. A multi-million dollar ad campaign is anticipated to support the products covering the entire spectrum of electronic and print media in addition to point-of-purchase displays and promotional devices.

## Historic Tributes To Highlight 25th Grammy Awards

by Michael Glynn

LOS ANGELES — "Historical tributes" to both R&B and country music, a Trustees Award presentation to guitar innovator and recording pioneer Les Paul and performances by acts ranging from Men At Work, Marvin Gaye and Willie Nelson to Linda Ronstadt and Metropolitan Opera diva Leontyne Price will be among the highlights of the 25th Anniversary Grammy Awards ceremonies Feb. 23. The awards telecast, on the CBS-TV network from 8-11 p.m. (ET), will emanate from the Shrine Auditorium here.



In addition, there will be "plenty of clips from past Grammy Awards"

interspersed during the course of the Silver Anniversary show's broadcast, according to National Academy of Recording Arts and Sciences (NARAS) president Bill Ivey.

"Fittingly, this show will reflect achievements and progress in music over the course of the last 25 years, particularly with the historical tributes to both R&B and country, since those styles have changed so much," said NARAS's Ivey in a *Cash Box* interview last week. "And the Trustees Award presentation to Les Paul works nicely with the 25th Anniversary theme, since Paul is being recognized for his musical accomplishments and technical innovations, such as multi-channel sound, which have helped shape the recording medium as we know it today."

(Paul is the 14th recipient of the award, joining Count Basie, The Beatles and Frank Sinatra, among others.)

While R&B and country are singled out for tributes, Ivey indicated that "other areas will be treated in a more general perspective as part of a larger retrospective."

"The music industry was changing when NARAS began in '57 and '58; rock 'n' roll was being born, and we were on the verge of an era of tremendous creativity," said Ivey. "Now, it seems like we're on the verge of another big change, with the advent of digital recording and the marriage of music and video. We're trying to reflect that change; we already have a video Grammy, which we awarded for the first time last year, and we're still fine tuning our perception of that field . . . As time goes on, we'll have to figure out a way to recognize the promotional video."

To accommodate the broad scope of the 25th Anniversary Grammy Awards, the telecast was expanded to three hours this year ("Last year's show ran 22 minutes over," Ivey pointed out. "It was a two-hour show straining to be three"). Another dif-

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## Eight Major Labels Sue 130 Retailers For Illegal Tape Sales

NEW YORK — Eight major record labels filed suit seeking \$52 million in damages from 130 North Carolina record retail outlets and their operators, charging them with selling alleged pirate and counterfeit tape recordings. Civil actions were filed by MCA Records, RCA Records, Elektra/Asylum/Nonesuch, Warner Bros., Atlantic, CBS, PolyGram and Capitol in the state's three Federal judicial districts.

The lawsuits, filed in Greensboro, Raleigh and Charlotte Federal Courts resulted from a Recording Industry Assn. of America (RIAA) investigation launched last fall at the urging of Warner Com-

(continued on page 22)

## REVIEWS

## ALBUMS

## OUT OF THE BOX



**KILROY WAS HERE** — Styx — A&M SP-3734 — Producers: Styx — List: 8.98 — Bar Coded

Chicago mega-platinum act Styx has concocted an elaborate concept for its latest album, which weaves a complex tale about the rise of a Jerry Falwell-type demagogue who bans rock 'n' roll and a superstar performer who rebels against the edict. Developed primarily by keyboardist/vocalist Dennis DeYoung, the LP's storyline boasts a catchy ode about modern technology, "Mr. Roboto," that's already tearing up the singles charts (bulleting at #28 after just three weeks) and getting heavy video rotation on MTV. A lengthy tour should also help to guarantee the disc's success at the retail level.

## FEATURE PICKS

## POP

**THE CLOSER YOU GET . . .** — Alabama — RCA AHL1-4663 — Producers: Harold Shedd, Alabama — List: 8.98 — Bar Coded

While the fearsome foursome from Ft. Payne, Ala. has established itself as a solid country unit, it has become a major pop item as well, consistently upending existing attendance figures on last year's U.S. tour and moving some six million albums with its three previous RCA releases. The band is getting closer to perfect with each successive LP, with this collection bringing a tighter definition of the band as the most notable proponent of country/rock crossover. While semi-generic packaging masks the group's country roots, the players are clearly marked as southern agents through their choice of songs, such as "Dixieland Delight", "Dixie Boy" and "Alabama Sky," but their growing professionalism guarantees the band's continued acceptance in the larger market. **POWERLIGHT** — Earth, Wind & Fire — Columbia TC 38367 — Producer: Maurice White — List: None — Bar Coded

Spiritual, romantic, complex, poetic, dynamic and mystic are all adjectives that spring to mind when trying to describe the rock/jazz/R&B/funk/fusion work of Earth, Wind & Fire. But trying to lay down a description of this versatile group is ultimately a hopeless task since the Maurice White-led aggregation encompasses so many different forms in its output. Suffice to say, "Powerlight" is paced with dance-oriented sizzlers, contemplative ballads and mid-tempo love songs all infused with White's razzle-dazzle studio technique. Count on good crossover for the LP, as evidenced by the single, "Fall In Love With Me," charting at #5 bullet in the B/C category and #35 bullet on the Pop lists.

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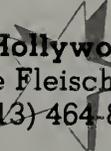
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**AD DEADLINE:**

April 4, 1983

**ISSUE DATE:**

April 16, 1983

Bonus distribution at NARM April 10-14 Miami Beach, Florida

## REVIEWS

(continued from page 6)

**LUCKY** — Marty Balin — EMI America ST-17088 — Producer: Val Garay — List: 8.98 — Bar Coded

Former Jefferson Airplane/Starship vocalist Marty Balin had a solo hit last year with the song "Hearts," and on his second venture sans Slick, Kantner, et al, he seems more self-assured than ever. Abetted by super studio man Val Garay — who's worked on albums for Kim Carnes, The Motels, and James Taylor, among others — and session sensationals Waddy Wachtel and Rick Marotta, Balin's sophomore try is suitable for Top 40, pop and rock formats, with cuts such as "Palm of Your Hand" and "Born To Be a Winner" standing out as playlist naturals.

**NO GUTS ... NO GLORY** — Molly Hatchet — Epic FE 38429 — Producer: Tom Werman — List: None — Bar Coded

Hailing from Jacksonville, Fla., axe-dominated good ol' boy band Molly Hatchet enlisted control room vet Tom Werman to lend a hand on this LP, which features southern salutes like "Sweet Dixie," aggressive rockers in the vein of "Fall Of The Peacemakers" and "Under The Gun," and earthy, almost existential, tunes such as "What's It Gonna Take?" and "What Does It Matter?"

**KIHNSPIRACY** — Greg Kihn Band — Beserkley/Elektra 60224-1 — Producer: Matthew King Kaufman — List: 8.98 — Bar Coded

Long a pop-rock performer with a fanatical following in the San Francisco Bay Area, Greg Kihn skyrocketed out of his status as a California cult artist into the national spotlight with the Top 20 ditty "The Breakup Song" in 1981, and chances are he'll do just as well or better with his new single entitled "Jeopardy," which vaulted 14 points this week to #42 bullet, due to strong radio action. A reworking of Eddie Cochran's "I Fall To Pieces" is just one of the many high points on this lively, hook-heavy, yet intelligent, collection of solid selections.

## BLACK CONTEMPORARY

**HEARTBEATS** — Yarbrough & Peoples — Total Experience/PolyGram TE-1-3003 — Producer: Lonnie Simmons — List: 8.98

Alisa People and Cavin Yarbrough first came to prominence with the international smash "Don't Stop the Music" from their initial LP, "The Two Of Us." On the duo's second album, "Heartbeats," they're assisted once more by Gap Band producer and Total Experience label chief Lonnie Simmons, emerging with an emotional and joyful disc about love that touches on everything from the sensitive dimensions of "Innermost Feelings" to the raucous energy of a "Party Night." Romantic anthems such as "As One," "You Love Me, You Love Me Not" and the title track make this an album perfect for both dance floor leaping and intimate lovemaking.

**SEAL IN RED** — Rufus — Warner Bros. 23753-1 — Producer: George Duke — List: 8.98 — Bar Coded

Boasting sparkling production by George Duke and musical contributions from hornman Ernie Watts and singer Patti Austin, this label bow for R&B powerhouse combo Rufus is loaded with up-tempo dance numbers, some ultra-smooth ballads, and a renewed sense of direction for the group following the departure of frontwoman Chaka Khan for a solo career. Digitally mixed and mastered, "Seal In Red" offers an aural feast for funk fanciers, who've already shown some enthusiasm for the single choice, "Take It To The Top."

**PERCY!** — Percy Sledge — Monument FW38532 — Producer: David Johnson — List: 8.98 — Bar Coded

During the mid-to-late '60s, soul crooner Percy Sledge hammered his

hearty, high tenor golden voice to full-tilt and copped a number of hit singles, including "When A Man Loves A Woman," and "Warm And Tender Love." The '70s saw Sledge fade from the R&B scene for awhile, but now he's back on the Monument label with a nicely rounded selection of slow, tender ballads ("Faithful Kind," "Home Type Thing," "I Still Miss Someone"), MOR weepers ("All Night Rain") and even a nod to bouncy, '60s pop tunes ("Personality").

## NEW AND DEVELOPING

**KELLY** — Kelly Groucutt — Riva/PolyGram RVL-7502 — Producer: Kelly Groucutt — List: 8.98

Electric Light Orchestra's bassist steps out from the group identity for this solo excursion, which features a semi-autobiographical cut called "Old Rock 'N' Roller," a Paul McCartneyesque



mid-tempo ballad entitled "Anything Goes With Me" and an ELO-type orchestrated soarer, "Am I A Dreamer?" Actually, a large chunk of the LP has ELO overtones due to the appearance of several band members, including Bev Bevan, Louis Clark, Mik Kaminski and Richard Tandy, on most tracks.

## NEW FACES TO WATCH



## Kelly Groucutt

"Time" was the title of the last album by the platinum-selling recording group Electric Light Orchestra and that's exactly what ELO bassist Kelly Groucutt found he had on his hands when he decided to fill the gaps between LPs by cutting a record of his own. So, with the help of his groupmates Bev Bevan, Richard Tandy, Louis Clark and Mik Kaminski, Groucutt set about recording the newly released "Kelly." The Riva/PolyGram waxing has been previously released in Europe, where, according to the 37-year-old Groucutt, it was "reasonably well received" and it promises to do even better in the States, with the overall sound being, not surprisingly, very similar to ELO's.

"I started writing just for fun, about six years ago," said Groucutt in a telephone interview during a recent promotional tour stop in Los Angeles. "It wasn't until the 'Out Of The Blue' album (by ELO) that I really began to pursue writing seriously, and with Jeff (Lynne, ELO leader) composing just about all of the group's material, I was looking for an outlet of my own. Jeff obviously doesn't need any help with his writing, so this seemed like a natural step."

Groucutt's musical career began at the tender age of 15 when he joined his first band as a singer and, two years later, he took up playing the bass guitar, a 1962 Fender Precision bass that he still plays today.

SINGLES  
OUT OF THE BOX

**KOOL & THE GANG** (De-Lite 2-56990) **Street Kids** (3:59) (Delightful Music, Ltd. — BMI/Double F Music — ASCAP) (G. Brown, J. Taylor, Kool & The Gang) (Producers: E. Deodato, Kool & The Gang)

A celebration of urban life with honking horns, a dance beat and a steady chorus of "street kids," the song evokes the spirit of the American city and the kid in all of us. Synthesizer backing and intermittent sax and guitar make it a must for dance clubs and urban contemporary radio.

## NEW AND DEVELOPING

## POP

**Yoko Ono** (Polydor 83 NP 6285) **Never Say Goodbye** (3:24) (Ono Music — BMI) (Y. Ono) (Producer: Y. Ono)

In the follow-up to "My Man," Yoko Ono uses synthesizers, angelic back-up vocals and natural effects like buzzing bees, chirping birds and a muffled male voice to

It wasn't through rock 'n' roll or even pop that Groucutt made his entry into professional, or rather semi pro, playing. He joined a comedy cabaret band called Sight and Sound and toured with the group for three years, impersonating the likes of Nancy Sinatra and Gilbert O'Sullivan during the course of his act.

In 1972, he met up with ex-Idle Race drummer Roger Spencer, who introduced Groucutt to Jeff Lynne, who'd been in the popular rock outfit The Move with Roy Wood and Bev Bevan. Two years later, in 1974, Lynne, Bevan and Tandy came to a club in Groucutt's home town of Birmingham (England) to see him perform and subsequently invited him to join ELO.

"I did the tour that followed the 'El Dorado' album," said Groucutt. He added with a chuckle, "I even got a gold album for that one, even though I didn't perform on it."

He did, however, appear on the "Face The Music" LP, which really launched the band towards stardom, and on each subsequent ELO album.

"We (ELO) just completed a new album which is being mixed by Jeff in Holland right now," Groucutt pointed out.

Because Lynne is such a meticulous craftsman, though, there are often lengthy lag times between ELO records, giving Groucutt the opportunity to record and even, perhaps, to tour. "Right now, I'm in the middle of recording a follow-up to 'Kelly,' and we're hoping to put something together in the way of a tour later on this year, schedule permitting, with Bev on drums and Louis Clark," he said.

However, being a family man with a wife and three children, ages 12 to 2½, back home in Birmingham, Groucutt's main concern isn't spending a lot of time on the road to promote the record. On the other hand, he has enough of a sense of humor to poke fun of his position with a Chuck Berry-like tune on "Kelly" called "Old Rock 'n' Roller."

"I don't find I can write stuff with heavy messages," he concluded.

create a dark, mystical and often haunting song. "Never Say Goodbye" should go over well at AOR and modern rock radio.

**THE J. GEILS BAND** (EMI America P-B-8156)

**Land Of A Thousand Dances** (3:15) (Thursday Music/Anatold Music — BMI) (C. Kenner, A. Domino) (Producer: S. Justman)

America's premier bar band does justice to Cannibal & The Headhunters' early '60s hit on this live recording. A little support is provided by The Uptown Horns, but it's mostly vocalist Peter Wolf and drummer Stephen Jo Bladd who keep it moving.

**CONNIE FRANCIS** (Polydor 810 087-7) **There's Still A Few Good Love Songs Left In Me** (3:30) (United Artists Music Co., Inc. & Lionhearted Music — ASCAP/Big Parade Music — BMI) (Greenfield, Leigh) (Producer: H. Shedd)

Connie Francis sounds much younger than her experienced "survivor" point of view on this upbeat country twangin' production. Let's hope there's plenty more of this caliber from a true survivor.

**PRINCE** (Warner Bros. 7-29746) **Little Red Corvette** (3:08) (Controversy Music — ASCAP) (Prince) (Producer: Prince)

Prince's second single from the "1999" album is his first pure AOR offering. A Vangelis-like synth bottom provides the smokey mood, while Prince's vocals traverse from the plaintive to the depraved.

**TONY CAREY** (Rocshire RSS 001C) **West Coast Summer Nights** (3:27) (Rococo Records, Inc.) (P. Hauke)

A Kerouac-cum-Zevon tale of love and life on the California road. A streak of nostalgia adds color to this smooth, acoustic outing, with Carey's vocal strong yet sympathetic throughout.

**FALCO** (A&M-02532-A) **Der Kommissar (The Commissioner)** (3:50) (Chappell Music — ASCAP) (R. Ponger, Falco) (Producers: R. Ponger, Falco)

German rapster Falco topped European charts with the catchy "Der Kommissar" last year. Whether he takes it that high in the U.S., however, depends on how strong competition is from After The Fire's current English translation.

**MODERN ENGLISH** (Sire 7-29775) **I Melt With You** (3:49) (Beggars Banquet Music Ltd. — ASCAP) (Modern English) (Producer: H. Jones)

An old-fashioned love song wrapped in a crisp new wave package, "I Melt With You" tells the story of a man who abandons his efforts to save the world and pledges his love instead. Its rock steady beat and occasional synthesizer trimmings make it a candidate for AOR, Top 40 and modern rock formats.

**BLACK CONTEMPORARY** **POINTER SISTERS** (Planet YB 13430-A) **If You Wanna Get Back Your Lady** (3:58) (ATV Music Corp. — BMI) (J.L. Parker, B. Potter) (Producer: R. Perry)

The Pointer Sisters pull no punches on this, the second single from their "So Excited" LP. The setting is fast-paced, and the ladies use their powerful voices to pose the question in no uncertain terms.

## NEW AND DEVELOPING

**NAKED EYES** (EMI America P-B-8155) **Always Something There To Remind Me** (3:40) (Hill & Range Songs — EMI) (B. Bacharach, H. David) (Producer: T. Mansfield)

British singer Pete Byrne and keyboardist Rob Fisher make a wise move in debuting with this techno retreat of the old Bacharach-

David chestnut. Instead of fighting it out with similar sounding duos on similar, sounding original material, Naked Eyes updates a pop classic.



## Dealers Like NARM Grammy Push But Await More Sales

(continued from page 5)

*Chariots Of Fire*, but that might be due to its being played now on pay TV. It's more likely that sales action will be spurred by the broadcast itself, either during the week of the show or for the next couple of weeks afterwards. This happened last year with the awards for Quincy Jones' 'Dude,' which gave it a whole new life, and with Al Jarreau product, based on his awards and the strength of his performance."

Several other retailers also felt that after the show was when Grammy product would sell the most. Among these was Lee Cohen, marketing vice president at the Glendale, Calif.-based Licorice Pizza chain. "We're using all the NARM materials and merchandising product in separate areas in-store, but at this point there is no noticeable reaction," said Cohen. "I think that sales are more of a post-show thing. With artists like Quincy Jones, the Doobie Brothers, and Alabama, you usually see sales right after the show."

Cohen felt that the major reason why sales of Grammy product prior to the show were not more meaningful was that the records nominated are usually old news by the time the show comes around. "The Grammy people are not as concerned with current hit product," he said. "There's not enough attention paid to happening music."

Similarly, Harmony Hut's Perel said that the few exceptions to the overall positive feedback from his managers was because of older merchandise nominated. "Those managers said that they would rather appropriate step-up space to new and breaking product," he reported.

Saluting the NARM merchandising cam-

paign, Cohen hoped that coming years would see a stronger Grammy promotional effort which would include increased direct manufacturer involvement in ads and display material. Perel, while voicing strong satisfaction with the NARM program, recommended other Grammy tie-ins next year, such as in-store contests, and suggested that NARM provide more lead time for the campaign. "I could do a better job if I had the materials earlier and in a single shipping. This year it all filtered in at different times, making it difficult to allocate everything throughout the chain," he said.

### Final Phase

NARM is currently mobilizing for the second and final phase of this year's Grammy campaign. Within three days following the awards show, all Grammy winner merchandising material was to be shipped, including gold "Grammy Winner" product stickers, winner posters and flats, and flats urging customers to find winning product.

Some of the labels were also preparing extra-NARM post-Grammy support. Columbia would not disclose its plans, but PolyGram vice president of sales Shelley Rudin said that ads with major retailers would be forthcoming as well as special posters. Atlantic's senior director of artist relations, publicity and television, Perry Cooper, said the efforts at obtaining pre-Grammy exposure for the label's nominees would continue following the program. "We hope to have our artists on the *Today* show the next day, and are cajoling the *Entertainment Tonight* people into using all of our people in their backstage look at the Grammy's that night," said Cooper.

## Lieberman Trims One-Stop Operation

(continued from page 5)

average one-stop profit margin for Lieberman outlets has dwindled from 15% to "less than nine percent" in recent years, and that one-stop sales represented less than 10% of the company's total business.

He said attrition among some of Lieberman's larger one-stop retail accounts was due to such stores one-stopping themselves. Okinow added that smaller dealers were going out of business for a variety of factors, and specifically pointed to passage of state laws barring sale of drug paraphernalia for putting several mom and pop stores in a bind, given their reliance on the high profit margins such a product mix offers. He finally noted that many dealers are now buying direct.

"We felt it (one-stopping) wasn't a growing industry," Okinow said, "and that we were about to get into a business that represented growth."

## Court Finds For CBS In A Springboard Case

NEW YORK — The U.S. District Court for the Southern District of New York has found that J.C. Enterprises of Ontario, Canada, former licensee to the now-defunct Springboard International, Inc., must pay CBS, Inc., Springboard's successor, substantial royalties due under the Springboard license pact. That court also terminated J.C. Enterprises as a licensee for Springboard catalog in Canada, and required J.C. Enterprises to destroy or return to CBS all master recordings and related artwork that it had received from Springboard.

Prior to its bankruptcy, Springboard had entered into a 10-year, exclusive license with J.C. Enterprises in Canada to manufacture and distribute the master recordings included in the Springboard catalog.

He was speaking of the computer software, floppy discs, etc., which the company plans to begin marketing in the near future. Sources close to the company said Lieberman is currently in negotiations with software manufacturers for marketing the product.

Inventory at the Lieberman one-stops will be absorbed for the most part by the rack operations, according to Okinow, who added that there was some excess stock but it represented no problem. More than 20 employees were let go as a result of the closures, but he said that many of the staffers were part timers.

Okinow said the business left behind by the one-stop closures will be divided up among remaining operations in each market. In Denver, some dealers there speculate that Western Merchandising and Sound Video Unlimited will pick up much of the slack, noting that the Budget Records & Tapes stores and the Big Apple stores in that market will continue to be serviced by their respective one stops — Dan Jay's Music and DLM. The only other major retail chain in the area is Sound Warehouse, while the remaining pie is divided among the local mom and pop stores.

Lieberman's one stops services more than 2,000 accounts around the country.

## TV Special For Easton

LOS ANGELES — EMI recording artist Sheena Easton recently signed to star in her own NBC-TV special, *Sheena Easton . . . Act One*, which is to air Thursday, May 8. Easton will be joined on the show by pop/country star Kenny Rogers and jazz man Al Jarreau.

The show will be produced by Gary Smith and Dwight Hemion, with Hemion also directing. The show is written by Buz Kohan with music direction by Peter Matz and choreography by Lester Wilson.

## Total Experience Show

HAMMERSMITH ODEON, LONDON — Lonnie Simmons' Total Experience Records label launched itself on the U.K. public in London last week with a package that included Robert "Goodie" Whitfield, Yarbrough & Peoples, and The Gap Band.

Rarely has a collection of London funksters received such value for its money as in this show, which presented some of the cream of American soul/funk within a slick format, yet with a warmth that proved that a true "family" of performing artists can co-exist to everyone's advantage. Right from the beginning, value was the keynote, as the entire audience was given a free 12" picture-sleeved single of The Gap Band's last U.K. release, "You Dropped A Bomb On Me," on entering the building.

The city's top "Soul Spectrum" DJ, Capital Radio's Gred Edwards, hosted the show before a capacity Odeon audience and received an energetic response when he announced that it was being recorded for a future London broadcast.

Goodie was first on stage, warming up the audience and delivering some incisive melancholic soul, tempered with some funky outbursts. The highlight was his latest single, "You And I," which he dedicated to Lonnie Simmons and The Total Experience family. He then gave an impassioned rendition of the number.

Next on, Yarbrough & Peoples swished onstage with a lot of candor and energy, winding up the backing band and getting the audience on its feet for the first time with their now classic disco hit, "Don't Stop The Music." Elisa Peoples oozes grace and sensuality in her movements and knows how to belt out the sort of energy that tingles the nerves of even the hardest hearts. The rapport she has with Cavin Yarbrough on stage is as impressive as the rapport she whipped up with the audience out front, especially during "Heartbeats," the duo's latest release, where the audience was singing the entire chorus back at them.

The Gap Band came on to a tumultuous welcome. The three 'Gap' brothers, Ronnie, Charles and Robert Wilson, had the audience eating out of the palms of their hands from the start. The excellent 12-piece backing band — which included two drummers, two female backing vocalists and a three piece brass section — maintained a relentless pace. Charles Wilson's blatant sexual posturing during the more emotive, relaxed pieces had the audience writhing with what can only be described as rhythmic ecstasy.

nick underwood

## Aerosmith Pat Travers

BRENDAN BYRNE ARENA, East Rutherford, N.J. — The worst snowstorm to hit the East Coast in 17 years did not deter 14,000 fans from trudging out through icy roads on a Sunday night to see Columbia recording group Aerosmith give its first concert in the greater New York area in several years. Judging from the crowd reaction, the majority did not seem displeased, despite the band's recent lack of touring and lead singer Steve Tyler's motorcycle accident.

In fact, the Boston-based quintet staged a lavish show with Tyler, un-mindful of his mishap, prancing around the stage in purple tails, and doing blatant imitations of Mick Jagger's antics and Robert Plant's trademark high tenor shouting. The rest of

the group was clad as loudly and as severely as their music would dictate.

The majority of the show was devoted to high volume noise that seemed to lack cohesion. Even their self-proclaimed sole "political" song, "Three Mile Smile" communicated no message except possibly for the volume of a nuclear explosion. The best moment of their show came when they did "Dream On," their somewhat slower-paced 1975 hit. A light keyboard flourish added to its intro set the contrast for the tune's more haunting nature.

By taking a few more chances, as in his cover of Beethoven's Fifth, Pat Travers gave an interesting performance in the opener. Nevertheless, his "I La La La Love You," seemed tonically indistinguishable from his misogynistic "I'd Rather See You Dead." Travers also did a hard-edged version of Bob Marley's "Misty Morning."

larry riggs

## James Blood Ulmer Ronald Shannon Jackson

THE BOTTOM LINE, NYC — Despite a hard cold snap that slammed the mercury to the 10-degree level, a sold-out, SRO crowd jammed this downtown Manhattan club for what promised to be one of the more dynamic double bills offered by a New York club in some time. The pairing of Ulmer and Jackson, both proponents of saxophonist/composer Ornette Coleman's harmolodic music as well as veterans of his trendsetting Prime Time band presented the opportunity of gauging directions in the harmolodic movement. Both guitarist Ulmer and drummer Jackson are mature soloists with their own vision, certainly capable of placing their imprints on the music's conceptual base, a base which raises rhythm and harmony to a prominence normally reserved for melody.

Although his performances of the late '70s frequently included horn players such as Arthur Blythe, David Murray, Olu Dara, Oliver Lake and Hammett Bluiett, Ulmer has concentrated almost exclusively on his power trio with drummer G. Calvin Weston and Amin Ali over the last few years. Yet for this performance, Ulmer elected to return to the expanded group format, calling on drummer Cornell Rochester, guitarist Ronnie Drayton, vocalist Irene Datcher and saxophonist Murray.

Despite their status as "guests," the additional musicians all managed to perform with the ease one has a right to expect only from steady sidemen. Drayton, who has worked with Material and Nona Hendryx, meshed well with Ulmer, functioning both as rhythm guitarist and as a melodic counterpoint, while Murray's careful responses to the setting demonstrated how far he has come in his still young career. Similarly effective was vocalist Datcher, despite a somewhat limited range, while Rochester did an admirable job with an unenviable position, actually finding space for dialogue within Weston's rhythmic onslaught.

The employment of additional personnel also seem to spell a concerted effort by Ulmer to attract a pop-oriented following.

While sharing roots with Ulmer, show opener Ronald Shannon Jackson & The Decoding Society ably demonstrated that harmolodics need not espouse a street consciousness in order to be viable. Opting for a broader range of musical influences, Jackson directed a myriad of influence, including country and eastern musics through his band, emerging with something far more original than a mere amalgam. Aside from the leader, bassist Melvin Gibbs was most refreshing in his approach to both the music at hand and the dynamics of group improvisation.

fred godman

## Music Operations Down WCI '82 Revenues, Income Up Despite Weak 4th Quarter

NEW YORK — In spite of a drop of more than 60% in net income and earnings per share for the fourth quarter, Warner Communications, Inc. (WCI) 1982 revenues, net income and earnings per share all increased over the previous year. However, even as the overall corporation gained, the Recorded Music and Music Publishing division suffered a decline of over 32% in operating revenues for the year.

Total revenues of nearly \$4 billion produced a net income of \$257.8 million in 1982, an increase of 14% over 1981, with earnings per share rising 11% to \$3.96 from \$3.57. However, the fourth quarter's net income of \$33 million was a sharp decline from the \$75.8 million posted in the comparable period last year, with quarterly earnings per share dropping to 50 cents from \$1.17.

### Flat First Half

In an accompanying letter to shareholders, Steven Ross, chairman of WCI, cited substantially lower profits from video game cartridges, losses in Atari's Coin-Operated Games division and pre-tax losses for the decline. Ross also projected that WCI earnings in the first half of 1983 will "fall far short of the results achieved in the first two quarters of 1982."

Revenues and operating income for the Recorded Music and Music Publishing division declined throughout the year to \$752.3 million and \$58.6 million, respectively. Revenues were down 7.4% from 1981, but the biggest drop occurred with

operating income, which fell over 32% from 1981's \$85.0 million, which represented the second-best year ever for WCI in this category. The WCI companies in the Recorded Music and Music Publishing division include the Atlantic, Elektra/Asylum and Warner Bros. labels, WEA International's 20 overseas operations, WEA Corp., WEA Manufacturing and Warner Bros. Music.

### Consumer Electronics Up

Revenues for the Consumer Electronics division — which includes Atari — increased by 64% to \$2 billion in 1982, with an increase in operating income of 13% to \$323.3 million. Of that, only \$1.2 million of operating income was earned during the fourth quarter.

The continuing costs of building and developing the Warner Amex cable system also resulted in a loss for WCI, although figures for the joint venture with American Express were not disclosed.

The results for WCI's other divisions were mixed. Leading the pack was the Filmed Entertainment division, with operating income of \$101.8 million on the year. Both the Direct Response Marketing and Publishing and Related Distribution divisions realized a decrease in operating income despite increases in revenues.

In his letter, Ross predicted that WCI would be able to retrench by mid-'83, although he cautioned that "it appears at this time that our earnings for the full year will be lower than those of 1982." He added that Atari's future performance should receive a boost from new home games, the introduction of a lowcost computer keyboard unit as well as several new computers, reductions in Atari's manufacturing costs and the introduction of new coin-operated games.

## INVITATION FOR PROPOSALS TO PURCHASE OR LEASE THE ASSETS OF DEVIL'S LAKE CORRAL LTD. EDMONTON, ALBERTA

Peat Marwick Limited, Receiver and Manager will consider written proposals to purchase or lease the assets of Devil's Lake Corral Ltd.

*The assets comprise an entertainment theatre complex with associated campground and recreational facilities. The property (37.54 acres) is located on the north shore of Devil's Lake approximately 4 miles from the Town of Onoway. The town is approximately 34 miles from central Edmonton.*

*The thirty-thousand sq. ft. building with a seating capacity of 1500 has been utilized as an entertainment facility for dinner shows and dances with celebrity performers. The complex has also been used as a TV production studio.*



All proposals which will be subject to the approval of the Court of Queen's Bench of Alberta must be submitted in writing no later than Wednesday, March 30, 1983 to Peat Marwick Limited in Edmonton, Alberta, Attention: Mr. B. Trypka.

Further information regarding the assets of the business, including general background information, may be obtained by contacting Mr. L. Dickson or Mr. B. Trypka in Edmonton, Alberta at (403) 421-4114.

## Peat Marwick Limited

Receiver and Manager, Devil's Lake Corral Ltd.  
2100 Principal Plaza, 10303 Jasper Avenue  
Edmonton, Alberta, Canada T5J 3N6

## EXECUTIVES ON THE MOVE



Sulman

Mattson

Meier

Prosser

**Changes at Data Age** — Data Age, Inc. has appointed David S. Travis to vice president of sales for its video game software products. Travis, formerly head of sales and marketing for Starpath, replaces Herbert Hershfield who recently left that post.

**Changes At PolyGram** — Karen Mattson has been promoted to national director of LP sales for PolyGram Inc. She was formerly branch manager, Cleveland and has been with company for twelve years. Also George Meier has been named director of rock/promotion. He previously worked at the Friday Morning Quarterback and before that served as a manager in the rock department at PolyGram.

**Changes At GRP** — Harold Sulman has been named director of sales and distribution at GRP Records. He was previously director of sales and distribution at Arista Records. Sherry Winston has been appointed national director of promotion. She was formerly head of jazz promotion at Arista Records and headed the college promotion department at Elektra/Asylum.

**Krutsinger Named** — Larry Krutsinger has been named vice president, international sales for Capitol magnetic products division of Capitol Records Inc. He was previously Capitol's district manager in the Chicago area, a position he had held since November 1977.

**Changes At Capitol** — Terry Sautter has been appointed new district manager for the Chicago district for Capitol Records Inc., replacing Larry Krutsinger who was named vice president, international sales, Capitol Magnetic Products. Sautter joined Capitol in July 1978 as a Charlotte customer service representative, later he transferred to the Oklahoma area, and by the end of 1980 Sautter had switched to the Dallas district, where he remained until this promotion.

**Morrison Appointed** — Rick Morrison has been named membership/representative for the American Society of Composers, Authors and Publishers. Prior to his appointment he worked as an account executive in ASCAP's radio department.

**Prosser Named At RCA** — Burton L. Prosser has been appointed to vice president, Canadian sales operations for RCA Sales Corporation. Prosser, who had been vice president, merchandising-Canada joined RCA in 1977 as sales manager for the RCA distributing corporation branch in San Francisco.

**Changes At Word** — Word Records and Music Group has announced the promotion of Ken Harding to executive director of A&R, Nashville and Randy Moore to director of music publishing, Nashville. Harding came to Word six years ago as a staff producer and director of A&R for Canaan Records, a division of Word dealing primarily in country gospel music. Moore came to Word two years ago as assistant director of music publishing. Prior to his association with Word he worked with the Bill Gaither organization for six years as general/personnel manager of touring.

**Rao Named** — Vijay P. Rao has been appointed director, financial analysis for the CBS/Records Group. He joined CBS in 1977 as financial analyst for the Columbia House Division and recently was named director, administration, Columbia special products.

**Changes At Rocshire** — Rocshire Records has announced the appointment of Sam Calle as director of national promotion for Rocshire and its affiliated labels. He previously did national pop promotion for MCA Records. Joining Calle will be Brian Rooney as assistant national director of promotion. Rooney formerly was in promotion with Warner Bros. Records.

**Knetz Promoted** — Sigma Sound Studios has announced the promotion of Debbie Knetz from media services coordinator, to studio manager for the Philadelphia Studios.

**Top Billing Adds Cross** — Lane Cross has joined the staff of Top Billing International as an agent. He has served his internship at Top Billing, and has been assigned to administrative duties at the agency before joining the sales staff full-time.

**Owsley Joins TCR** — Promotion representative Lynn Owsley has left EMH Records to join Total Concept Representation in the artist relation department.

**Changes At EMH** — Eva Tomaino has been named to head field promotions for EMH Records working with both radio stations and distributors across the country. For a number of years she has worked in promotion and public relations traveling both in the U.S.A. and abroad. Tari Laes has joined the EMH Records promotion staff. She was an independent record promoter prior to her move to Nashville in December.

**Cohen Named** — Lisa Cohen has been named general manager of Jay Landers Music in Los Angeles. She has served as an executive assistant in the music publishing/production firm for the last year.

## HOME RECORDING STUDIO?

Overseas transfer requires sale of superb Sherman Oaks (Los Angeles) home on 1/2 + acre. Spectacular 180° view from existing upper level living area. Construction commenced on lower level recording/video facility. Additional room for pool, and tennis court or guest house. Asking \$295,000. Flexible terms. Contact owner for details. (213) 789-3742 eves.

## Helfer, Huffman Form H&H Marketing Firm

LOS ANGELES — Marvin Helfer and Mitch Huffman have formed H&H Marketing, a firm specializing in "marketing functions locally and regionally." Based in Los Angeles, H&H Marketing will also have representatives in Atlanta, Chicago and Baltimore/Washington, D.C.

Helfer, formerly with WEA Corp., and Huffman, last with RSO Records, will both be based at the Los Angeles office, 315 S. Beverly Drive. #302, Beverly Hills, Calif. The telephone number is (213) 277-4711.

## Exchange Rates Batter U.S. Music Exports During '82

(continued from page 5)

records and tapes."

Karol noted that his business was off 90% from the previous year (1981) and with the international economy continuing to decline, export sales would also spiral downwards. He said that all of South America was a blight, pointing to depressed markets in Argentina, Chile and Mexico being the worst hit. Inflation in those countries was a widely noted problem.

### Hits Desired

Where the proliferation of mid-priced, cutout and other discount product was blamed for the drop in unit volume sales in 1981, Karol said that overseas markets are "always looking for frontline product now. They don't want catalog product; they want fast turnover, just top chart items."

Japan, Canada, Italy, The Netherlands, France, the United Kingdom, West Germany and Mexico were the top overseas markets for U.S. exporters in 1982, with Japan generating \$10.1 million in revenues on 2.4 million record units compared to \$12.8 million on 2.8 million units in 1981.

Like Japan, other leading foreign markets for U.S. records showed decreases in unit and sales revenue tallies. Canada received more than 856,000 units from U.S. exporters last year at a dollar value of \$2.9 million. In 1981, the Great White North bought 1.3 million units from the U.S. at a dollar value of \$3.9 million.

As the number three foreign market for U.S. record exports, Italy bought more than 773,000 units at a dollar value of \$2.8 million in 1982, compared to 949,000 units at a dollar value of \$3.2 million in 1981. France received 655,000 plus units from U.S. exporters in 1982 at a cash tally of \$2.4 million, compared to 806,000 units and \$3.2 million in 1981.

The Netherlands, while buying the highest unit volume of U.S. exports in 1982 with 1.08 million, only posted sales revenues of \$2 million, compared to 2.4

## Eubie Blake, Legendary Composer, Dead At 100

NEW YORK — Composer and pianist Eubie Blake died in his Brooklyn home Feb. 12, just five days after his 100th birthday. One of the last surviving links to ragtime, black vaudeville and Broadway, Blake was the composer of such well-known and diverse songs as "Memories Of You," "I'm Just Wild About Harry" and "Charleston Rag."

Born in Baltimore in 1883, Blake began playing professionally as a teenager, working as a parlor pianist in a bordello. By his early twenties, Blake was splitting his time between playing in Baltimore hotels during the winter and Atlantic City clubs in the summer. It was during this period that he met his major collaborator, Noble Sissle, with whom he formed a piano and vocal duo.

As a writing team, Blake and Sissle penned several black revues for Broadway during the '20s, including *Shuffle Along* and *Chocolate Dandies*. Following their break-up in 1925, Blake continued to write for the theater, most notably with Andy Razaf.

Although Blake retired in the '40s, he was coaxed back in 1969, when he recorded "The 86 Years of Eubie Blake" for Columbia Records. During the '70s, his music enjoyed further exposure, most notably through the production of the Broadway play *Eubie*, featuring his show tunes of the '20s. His most recent recording was made in 1981 when he appeared as part of "The One Night Stand" concert for Columbia Records.

A memorial service was held Feb. 18 at St. Peter's Church in Manhattan.

million units and \$4.1 million in cash for 1981. West Germany imported more than 541,000 U.S. records in 1982 at a cash value of \$1.4 million, compared to 743,000 units and \$2.2 million in 1981.

The U.K. purchased 544,000 plus record units from the U.S. in 1982 at a dollar value of \$1.4 million, compared to 1.8 million units at a cash value of \$3.9 million in 1981. Mexico generated U.S. export sales of \$1.4 million in 1982 on unit volume of 373,000, compared to \$3.9 million on 1.1 million units in 1981.

Canada provided a scarce highlight in the U.S. export picture last year, increasing its tape purchases to \$2.8 million in 1982, up from \$2.4 million the previous year. Other leading foreign markets for U.S. tapes experienced slower sales, including Mexico, the U.K. and Japan. Only Venezuela posted a slight increase over 1981 numbers.

Mexico dropped to \$997,613 in cash from tapes shipped by the U.S., compared to \$1.7 million in 1981. The U.K. spent \$985,358 on tapes from the U.S. last year, compared to \$1.2 million in 1981. Venezuela posted a mild increase in U.S. tape exports in 1982, rising to \$668,610 from \$427,218 in 1981. Japan spent \$512,695 on tapes in 1982, compared to \$1.3 million the previous year. In 1980, Japan spent \$861,049 on tapes from the U.S.

## Torrence, Love Tape To Be Sold At Radio Shack

LOS ANGELES — A prerecorded cassette featuring rock oldies covers performed by Mike Love of the Beach Boys and Dean Torrence of Jan & Dean will be distributed and sold solely through the 8,300 Radio Shack outlets affiliated with the Tandy Corp. The tape, entitled "Rock 'n' Roll City," lists for \$4.99 and includes newly recorded versions of songs such as "Da Doo Run Run" and "Baby Talk" sung by Love and Torrence, as well as other tunes interpreted by such '60s groups as The Association and Paul Revere & The Raiders. Daryl Dragon, of The Captain and Tenille, served as producer for the package.

According to Torrence, the genesis of the project occurred about a year ago, when "Mike and Dean" joined forces to headline a series of free college concerts in Texas and Florida sponsored by Anheuser-Busch breweries. Because of the success of these concerts, and also because of the high sales of a compilation disc spotlighting the greatest hits of The Beach Boys and Jan & Dean, the two singers decided to put together their own material for a specially marketed cassette and offered the item to K-tel, Kmart and Tandy. The two struck a deal with Tandy and subsequently received 80,000 purchase orders from various Radio Shack stores for the first shipment, which will be released in early March. Shortly thereafter, Love and Torrence are scheduled to perform at another series of concerts sponsored by Anheuser-Busch.

Torrence said the "Rock 'n' Roll City" tapes will be given a major promotional push by Tandy, including print ads in Radio Shack's Sunday newspaper supplements, its 22 million monthly direct mailings, and seven full-page ads in *Rolling Stone* magazine. Other music packages from the Love and Torrence team made expressly for the electronics chain — including a Christmas rock album — are expected to follow later in the year.

Speaking about the incongruity of selling recorded merchandise in a discount electronics store, Love said he realizes the initial apprehension some of his peers might feel. "It's not Tower Records," he laughed. "You don't go into a Radio Shack

(continued on page 24)

## TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1	12	15	3
2	17	16	14
3	11	17	13
4	18	18	15
5	20	19	10
6	14	20	31
7	5	21	27
8	35	22	3
9	6	23	32
10	14	24	20
11	3	25	2
12	41	26	19
13	10	27	2
14	2	28	16
		29	1
		30	15

## ON JAZZ

**A SEASONAL (AND SEASONED) PLAYER** — Virtually every independent jazz label will tell you that times are tough. Every one except perhaps for Windham Hill Records, the small label owned by guitarist **Will Ackerman**. While frequently dubbed an American ECM due to its lyrical, almost folksy trademark sound, the label has clearly risen above any comparison to other labels and carved out its own niche. At core is the almost incredible success of pianist **George Winston**, whose solo piano albums for the label continue to sell at a steady pace. Despite its comparatively small size, Windham Hill presently holds down three positions on the **Cash Box** Top 30 Jazz Album chart, with Winston accounting for two of those. His newest offering, "December," is riding high on the charts after 11 weeks, while his previous "Winter Into Spring" shows no sign of dropping off after more than eight months on the chart, and continues its run on the **Cash Box** Top 100 Album chart. Winston's first Windham Hill LP, "Autumn," also continues to sell, and according to the artist, has racked-up sales in excess of 200,000 — no mean feat for a solo piano on a small indie. While Winston's work thus far has followed a seasonal theme and evinced a melodic simplicity, we were surprised to hear from the pianist that his primary influences were **Fats Waller** and **Professor Longhair**. "I heard power in Waller and Longhair that I had never heard in electric music," said Winston. "I used to be tortured by wanting to be these people, but I just couldn't play the way they did. They've got their touch and I've mine, and the only other alternative is to develop your own style. I think thematic music is the strongest place I can come from as a listener, and the stuff that remained with me was the mainstream music." Although Winston is preparing a final album of seasonal music to focus on the spring, he is also planning a **Jerry Lee Lewis**-type album of '50s rock 'n' roll piano and an album of electronic music. "Ninety-nine percent of me is a non-musician," said Winston. "I don't see how anyone can get as interested in their own music as they are in other people's music. I get inspired from music that's got little to do with what I play." Winston's present interests include making a recording of Hawaiian slack key guitarists, and he allows that his desire to see Windham Hill reissue an album by Brazilian guitarist **Bola Sete** was how he came to be an artist for the label himself. "I don't think of myself totally as an artist," noted Winston. "Somehow I think of myself as a bit of a promo man. You find musical things and realize that if you don't do them, they won't get done, and I feel that I have to go record these people. It's like wanting to be a film director all your life and then discovering another director who's saying what you



**TORME ON TAPE** — The Mel Torme Special, a one-hour production on the silver-voiced singer mixing documentary footage along with scenes from his performance last year at the San Francisco International KJAZ Festival, has been released by One Pass Prods. and KJAZ Radio. Torme was presented both as a soloist and in a duet with vocalist Jon Hendricks, as well as during a rehearsal at the Peacock Room of the Mark Hopkins Hotel with pianist George Shearing.

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(continued on page 30)

## Jackson's Call For Anheuser-Busch Boycott Gains Momentum Nationwide

by Michael Martinez

LOS ANGELES — The Rev. Jesse Jackson's call for a nationwide boycott of Anheuser-Busch products gained momentum recently when the National Assn. of Black Promoters (NABP) and the National Assn. of Black Owned Broadcasters (NABOB) officially announced their support of such action during a New York City press conference.

Surrounded by members of both associations at the Liviticus Club there, the Operation Push chief reiterated that the aim of the boycott was to force the beer brewery to more aggressively engage black people in the promotion of Budweiser sponsored Superfests, and also to apply pressure on the St. Louis-based firm to include more black employees in the upper echelons of the management and distribution structures.

To demonstrate the commitment to the boycott, black promoters are planning to 1) distribute leaflets in support of the boycott at all concerts they promote; 2) call upon all artists participating in the Budfests to withdraw and seek alternative concerts to their scheduled appearances; 3) discontinue the purchase of all Anheuser-Busch products and encourage others to do the same, including asking blacks not to attend any Budfests, Budweiser amusement parks and entertainment centers; and 4) encourage a meeting between Anheuser-Busch chairman August Busch III, Jackson and the Push negotiating team to develop a constructive trade agreement of mutual benefit to all.

A spokesman for the company said, "Anheuser-Busch regrets the boycott and would like to see it over tomorrow." He said the firm was in agreement with Jackson and others in principle, but added, "as a company we maintain the right to work with many organizations and not to channel our efforts through one association."

Having begun his call for the brewery boycott last summer, Jackson, during the conference, said he viewed the company's practices of hiring black promoters to co-promote the Superfest shows as a "sharecropper arrangement," which he claimed resulted in black promoters surrendering all major decisions and development of local contracts to white promoters who are charged with promoting the national Superfest tour.

### 'Colonial Arrangement'

"The white agency would pocket the lion's share of the money allocated for promotion of the Fests and blacks would be expected to take what was left," said Jackson in a statement. "We rejected such an arrangement because we found such a colonial arrangement insulting and demeaning."

Jackson pointed out that the black community substantially supports the Superfests by purchasing tickets and that the ar-

tists who provide the entertainment for the shows are mostly black, but that Anheuser-Busch does not reciprocate by supporting black businesses in the markets where the shows are held.

"Black promoters provide work for caterers, limousine services, sound and electrical contractors, carpenters, plumbers and many other service companies," he noted. "White promoters tend to give these jobs to other whites."

But the company spokesman said that Anheuser-Busch worked with local black promoters in every major market where the Superfest was held. He also suggested that many of the promoters used last year may not be affiliated with the 30-member NABP.

Jackson said although black consumers are at least 10% of Anheuser-Busch's overall market, spending about \$660 million per year on the company's products, out of 950 wholesale distributors, only one is black-owned; of a more than \$254 million advertising budget, the company spends less than two percent of such resources with black-owned media; and that of \$2 billion four year capital expenditures, less than \$5 million a year was spent with black contractors or subcontractors.

On these issues, Jackson, Push and the black promoters have enlisted the aid of NABOB, the National Bar Assn. (NBA, a national group of black attorneys), SCLC and several black public officials, including Tuskegee, Ala. Mayor Johnny Ford, who also heads the 212-member National Conference of Black Mayors.

The Anheuser-Busch spokesman continued that the boycott was "really noticeable by the lack of support it encountered wherever the issue was raised." He went on to allege that attempts to have resolutions supporting the embargo were unsuccessful in many cities including Gary, Ind. (a city with a substantial black population) and Atlanta, Ga. He said that other black business and community groups have also refrained from supporting the effort.

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## Froelich Returns To Corporate Duties At MCA

LOS ANGELES — Gene Froelich, a vice president of MCA, Inc., will return to his other corporate duties as a member of the MCA executive staff, having completed his assignment as president of the MCA Records Group.

Robert Siner, president of MCA Records, and Al Bergamo, president of MCA Distributing, Inc., will now report directly to Sheinberg.

Making the announcement, Sheinberg commented, "We are most grateful for Gene's contributions to the organization, particularly in connection with the acquisition of ABC Records, the restructuring of our records activities and the application of his management skills during this difficult phase of the record business."

## Kajagoogoo, Naked Eyes Signed By EMIA

LOS ANGELES — Recording groups Kajagoogoo and Naked Eyes have been signed for North America by EMI America Records. Kajagoogoo's "Too Shy" single, produced by Duran Duran's Nick Rhodes and Colin Thurston, is currently in the Top 10 in England. An LP will be released in May. Naked Eyes' first single, "Always Something There To Remind Me," has just been released and has been chosen as this week's top New & Developing act single by **Cash Box**. An LP will follow March 11.



**MEETING OF MINDS** — Stan Layton (l) recently accepted the position of vice president, sales and marketing, for **Cash Box** Records, which is headed by Joe Isgro (r).

## COAST TO COAST

**EAST COASTINGS** — Publicity roulette: Former Columbia Records publicist **Paula Batson** has resurfaced on the West Coast with RCA Records, publicity department. Meanwhile, Columbia has hired on **Elaine Cooper** from the Howard Bloom Organization to fill a slot in its New York publicity department. Joining Howard Bloom is **Karen Schlossberg**, formerly of A&M's New York publicity office. . . . Inking: Sire has signed British girl group **The Belle Stars** to an American contract. The group's "Sign Of The Times" single is presently riding at the top of the British charts. . . . Virgin Records has signed **Andy "Coatl Mundl" Hernandez** to a solo contract. . . . Studio action: U.K. funkier **Junior** recently received some help from **Kool & The Gang's** horn section for a track on the singer's forthcoming album. . . . **Earth, Wind & Fire** is producing vocalist **Madonna**



**ZE BOTTOM LINE** — **John Cale** recently performed at New York's **Bottom Line** in support of his "Music For A New Society" LP on **Ze/Passport Records**. Pictured backstage are (l-r): **Cale**; **Michael Zilkha**, president, **Ze**; and **Chris Butler** of **Ze/PolyGram** group **The Waitresses**.

— has just issued an outstanding collection entitled "Life Is A Killer" by **The Dial-A-Poem Poets** featuring **Jim Carroll**, **Amiri Baraka**, **William S. Burroughs**, **Jayne Cortez**, **Ned Sublette**, **Rose Lesnak**, **Brion Gysin**, **Giorno** and a group dubbed **Four Horsemen**. The LP combines straightforward readings with poetry backed by music and features **David Van Tiegham**, **David Murray**, **Steve McCall**, **Denardo Coleman**, **Jamaaladeen Tacuma**, **Bern Nix**, **Gregory Shifrin** and **Pat Irwin** as sidemen. Distribution is through **JCOA/NMDS** at 500 Broadway in New York. Telephone is (212) 925-2121. Also available from **JCOA** is a collection entitled "State of the Union" on **Zoar Records**, which features short tracks by more than 30 underground faves including **John Lurie**, **Pulsallama**, **Tull Kuperberg**, **Charles K. Noves**, **Fred Firth**, **Arto Lindsay**, **Diana Meckley** and **Hi-Sheriffs of Blue**. . . . Be on the lookout for **Starstruck**, an Australian film that can best be described as a Down Under, new wave **Beach Blanket Bingo**. The soundtrack on **A&M** features tunes by Australian groups **Mental As Anything** and **Turnaround** as well as New Zealand's **The Swingers**. **fred goodman**

**POINTS WEST** — **Men At Work**, **Adam Ant**, **Duran Duran** and **David Bowie** are just a few of the acts **Apple Computers** co-founder and **UNUSON Corp.** main man **Stephen Wozniak** would like to see open at the upcoming **US Festival II**, which will be held on two consecutive weekends probably bracketing Memorial Day and is expected to feature one weekend of rock partying followed by a country music extravaganza. Although the **San Bernardino County** environmental board recently gave the mega-concert's corporate backers a list of 17 solid requirements to fill before it would allow the show held in the region, it's a good chance both events will be back at the **Glen Helen Regional Park**, site of last Labor Day Weekend's blowout. In early February, after finishing a two hour and 20 minute rough cut of a film covering 1982's show, **UNUSON**

closed its L.A. office and moved all its workers to the **San Jose** headquarters, closer to the **Monterey Pop** organization, booking agents for this year's celebration. "Official" announcements about the '83 Fest are expected sometime in March. . . . Speaking of **Bowie**, we hear his new LP, "Let's Dance," is set to be released April 15 and will include a version of the theme from **Paul Schrader's** **Cat People** flick ("Putting Out Fire"), as well as a cover of **Iggy Pop's** "China Girl" and new tunes like "Modern Love" and "Ricochet."

Seven- and 12-inch singles featuring the title track are slated to appear around March 18, along with a special promo 12-incher for DJs, too. A major manufacturer is expected to be named soon for the artist's world tour, which'll have 50 U.S. dates and should run from April until November. . . . L.A.'s popular "Euro-techno-romantic pop film moir Fellini-circus chamber musicians," **The Fibonaccis**, update **Bernard Hermann's** spine-tingling theme from **Alfred Hitchcock's** classic **Psycho** on its latest 12-inch EP, and the disc is being billed as "new music to shower by" . . . **Don't Look Back**, rock documentarian **D.A. Pennebaker's** *cinema verite* work about **Bob Dylan's** 1965 British tour — which features the stunning "Subterranean Homesick Blues" sequence of Dylan in an alleyway holding up cue cards with the song's lyrics — is showing at the **Fox Venice Theatre** by the beach March 13-19. . . . Prior to a two-week promo trek through Europe in support of his recent "Guts For Love" LP, **Garland Jeffreys** called **Points West** to let us in on some of his projects in development, such as writing the music and co-starring in a flick entitled **The Break** later on this year. After spending the better part of 1982 taking acting classes with famed thespian instructor **Stella Adler**, **Jeffreys** is looking to expand his horizons beyond merely performing and writing music. Right now, he's wrapping up production on two visual presentations of tunes from his "Guts" LP, "What Does It Take" (also the first single) and "El Salvador" (ironically, the overseas 45). To get the "certain kind of look and atmosphere," he's shooting the latter clip in **Puerto Rico**, while the former

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**TWO HIP-STERS** — **KLOS/Los Angeles** morning DJ and "cool patrol" commander **Frazier Smith** (l) and **Hollyweird** record producer **Kim Fowley** cavort around the station's studio following the taping of an interview segment for **Smith's** radio show.

## TOP 30 VIDEOCASSETTES

	Weeks On Chart		Weeks On Chart
<b>1 AN OFFICER AND A GENTLEMAN</b> Paramount Home Video 1457	— 1	<b>16 DIVA</b> MGM/UA 00183	21 2
<b>2 POLTERGEIST</b> MGM/UA 00164	1 9	<b>17 TRON</b> Walt Disney WD 122	14 9
<b>3 THE WORLD ACCORDING TO GARP</b> Warner Home Video 11261	2 5	<b>18 STAR WARS</b> CBS/Fox 1130	18 37
<b>4 ROCKY III</b> CBS/Fox TW 4706	3 9	<b>19 THINGS ARE TOUGH ALL OVER</b> RCA/Columbia Pictures Home Video 10546	20 3
<b>5 THE BOAT (DAS BOOT)</b> RCA/Columbia Pictures Home Video 10149	5 4	<b>20 DINER</b> MGM/UA 00164	16 12
<b>6 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> MCA Distributing Corp. 77014	4 9	<b>21 BARBAROSSA</b> CBS/Fox TW 9048	23 3
<b>7 ANNIE</b> RCA/Columbia Home Video 10008	6 10	<b>22 ZAPPED</b> Embassy 1604	22 6
<b>8 FAST TIMES AT RIDGE-MONT HIGH</b> MCA Distributing Corp. 77015	9 5	<b>23 THE THING</b> MCA Distributing Corp. 77009	17 13
<b>9 MISSING</b> MCA Distributing Corp. 71009	7 9	<b>24 ROAD WARRIOR</b> Warner Home Video 11181	— 1
<b>10 REDS</b> Paramount Home Video FA 1331	8 7	<b>25 PLAYBOY, THE MAGAZINE, VOL. 1</b> CBS/Fox 6201	19 12
<b>11 FIREFOX</b> Warner Home Video 11219	13	<b>26 FRIDAY THE 13TH PART 3</b> Paramount Home Video 1539	— 1
<b>12 NIGHT SHIFT</b> Warner Home Video 20006	12 5	<b>27 AUTHOR, AUTHOR</b> CBS/Fox 1181	24 14
<b>13 STAR TREK II: THE WRATH OF KHAN</b> Paramount Home Video PA 1160	11 13	<b>28 RICHARD PRYOR LIVE ON SUNSET STRIP</b> RCA/Columbia Home Video 10469	25 12
<b>14 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corp. 042	15 34	<b>29 ON GOLDEN POND</b> CBS/Fox 9037	27 36
<b>15 VICTOR VICTORIA</b> MGM/UA 0051	13 15	<b>30 THE COMPLETE BEATLES</b> MGM/UA 00166	26 16

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

## NEW VIDEO SOFTWARE RELEASES

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

- COME BACK TO THE FIVE AND DIME, JIMMY DEAN, JIMMY DEAN**  
Cassette — Embassy 1333 . . . . \$59.95
- AMITYVILLE II: THE POSSESSION**  
Cassette — Embassy 1709 . . . . \$59.95
- JAZZ IN AMERICA**  
Cassette — Embassy 1221 . . . . \$59.95
- KING OF THE MOUNTAIN**  
Cassette — Embassy 1320 . . . . \$59.95
- AN EVENING WITH ROBIN WILLIAMS**  
Cassette — Paramount 2319 . . . \$39.95
- IT CAME FROM HOLLYWOOD**  
Cassette — Paramount 1421 . . . \$59.95
- THE SENDER**  
Cassette — Paramount 1537 . . . \$59.95
- JEKYLL AND HYDE TOGETHER AGAIN**  
Cassette — Paramount 1326 . . . \$59.95
- EL DORADO**  
Cassette — Paramount 6625 . . . \$49.95
- SONS OF KATIE ELDER (Postponed)**  
Cassette — Paramount 6729 . . . \$49.95
- GODZILLA VERSUS MOTHRA**  
Cassette — Paramount 2321D . . \$37.95
- FUNNY GIRL**  
Cassette — RCA/Columbia 10212 \$79.95
- 1776**  
Cassette — RCA/Columbia 10479 \$64.95
- PROVIDENCE**  
Cassette — RCA/Columbia 3172 . \$59.95
- LA VIE CONTINUE**  
Cassette — RCA/Columbia 10356 \$59.95

- HARD TIMES**  
Cassette — RCA/Columbia 10299 \$59.95
- FAST BREAK**  
Cassette — RCA/Columbia 10203 \$59.95
- BARABBAS**  
Cassette — RCA/Columbia 10018 \$59.95
- KING RAT**  
Cassette — RCA/Columbia 10348 \$59.95
- FLEETWOOD MAC IN CONCERT**  
Cassette — RCA/Columbia 10544 \$29.95



- TEX\***  
Cassette — Walt Disney Home Video 142 . . . . . \$69.96
  - THE OCTAGON\***  
Cassette — Media Home Entertainment M226 . . . . . \$59.95
  - TERROR ON TOUR\***  
Cassette — Media Home Entertainment M215 . . . . . \$49.95
  - SHOGUN'S NINJA\***  
Cassette — Media Home Entertainment M218 . . . . . \$49.95
  - AMERICAN NIGHTMARE\***  
Cassette — Media Home Entertainment M216 . . . . . \$54.95
- \*April Release

## SOUNDVIEWS

**THEATER OWNERS POOH POOH PIRATES PAY-PER-VIEW** — The reaction of theater owners to the Feb. 18 pay-per-view showing of Universal's screen version of *Pirates of Penzance* was, not surprisingly, chilly, to say the least. In snowbound Boston, reports were that the city's largest theater chains froze the film out, while others gloated that Universal's reluctance to give out advance figures on the number of households signed up for the first day and date pay TV movie premiere indicated failure of that experiment. Not so, said **Ella Pesin**, project publicist for Universal Pay Television. "They (the figures) are not going to be released simply because, with the type of event this is, subscribers can order for the motion picture right up to the day it will be shown," noted Pesin, adding that they would be issued after the telecast.



**ATTACK OF THE VESTRON MONSTERS** — Vestron Video vice president of sales **Michael Olivieri** (l) and national sales manager **Janice Whiffen** run for cover at the Winter Consumer Electronics Show, where the Stamford, Conn.-based company unleashed news of the February release of *Godzilla, King of the Monsters!* and the March release of *Rodan*.

As for the reports of disgruntled theater owners refusing to book *Pirates*, Pesin pointed out that the movie would be seen "in at least one theater in every major city or a nearby suburb where it will also be shown on pay-per-view" on the limited initial break. Pesin added that, as of a little more than a week ago, at least 80 theaters had agreed to play the movie "and that figure could be 100 or more by now." In light of 20th's hype for the *Who* concert pay-per-view and the less-than-expected results, it's probably wise that Universal declined predicting the size of the *Pirates* PPV audience (even if the two are completely different events), even if some theater owners interpreted it as admission of a turkey. . . . **Stiller and Meara** hosted the live-by-satellite premiere of *Pirates* at **Joseph Papp's** Public Theater in N.Y.C. Papp produced both the Tony Award-winning Broadway musical and the film version of the *Gilbert and Sullivan* comic operetta. Slated to be interviewed prior to the start of the movie were stars **Linda Ronstadt**, **Kevin Kline**, **Rex Smith**, **Angela Lansbury** and **George Rose**. Interspersed with interviews were behind-the-scenes footage on the making of the film. Pay systems that participated in the pay-per-view showing were ATC Preview in Cleveland and Boston; SelecTV in Los Angeles and Milwaukee; ON-TV in L.A., Phoenix, Ft. Lauderdale, Chicago and Dallas; SelecTV affiliate IT-TV in Tulsa and Ann Arbor; SelecTV affiliate Pennsylvania Pay TV in Philadelphia; Twin County Trans Video in Allentown; STV in Atlanta; Vision Cable of Fort Lee (New Jersey); Valley Cable in the West San Fernando Valley (California); Catawba Valley/Harris Cable in Charlotte (North Carolina); Cox Cable in San Diego and Santa Barbara (California) and Cablevision in Boston.

**PARAMOUNT PUTS ROBIN WILLIAMS OUT AT \$39.95** — One of the home video hits of the Winter Consumer Electronics show (CES) in Las Vegas during January was Paramount's *An Evening With Robin Williams*, which drew a laugh from just about anyone who stopped by Paramount's booth long enough to watch it on a monitor. Well, that "test" was one of the reasons convincing Paramount to put the program out at \$39.95. According to Paramount Home Video vice president and general manager **Reg Childs**, "We think it's more collectable than rentable, so we decided to put it out at a collector's price." Word among video retailers and distributors, however, was that Par is using *Robin Williams* to prove that a home video title can sell without having been pre-sold, such as a smash movie with the benefit of heavy advertising . . . a known quantity, in other words "There's a little more to it than that," explained Childs. "An Evening With Robin Williams" will be in the stores March 12, the same day it premieres on Home Box Office as an HBO Special. So you might say that we're testing the sales for a cable or pay TV program with day and date release to the home video market."

**VIDEO SOFTWARE NOTES** — In addition to *An Evening With Robin Williams*, Paramount has a number of other new titles set for March, including *It Came From Hollywood*; *Jekyll and Hyde Together Again*; *El Dorado*; *Godzilla Versus Mothra*; and *The Sons Of Katie Elder*, the release of which had been postponed up until now . . . From Embassy comes the critically-acclaimed **Robert Altman** movie *Come Back To The Five And Dime*, *Jimmy Dean*, *Jimmy Dean*, which received kudos for the acting performance of **Cher** in one of the featured roles; *Amityville II: The Possession*, the sequel to *The Amityville Horror*; *Jazz In America*; and *King Of The Mountain* . . . Coming from RCA/Columbia Pictures Home Video is *Funny Girl*, starring **Barbra Streisand**; *1776*; *Providence*; *La Vie Continue*; *Hard Times*; *Fast Break*; *Barabbas*; *King Rat*; and *Fleetwood Mac In Concert* . . . For April, Walt Disney Home Video will be releasing *Tex*, starring **Matt Dillon**, in both cassette and disc. In support of *Tex*, we hear, Disney will be including 8-inch x 10-inch fan cards of the teen heartthrob which include a biography on the back. Continuing in the cowboy motif, Disney will also be providing posters, featuring Dillon with a cowboy hat on, and the actual cowboy hats themselves to dealers with each cassette or disc purchased. This follows Disney's last promotional item, a wall clock . . . Coming from Media Home Entertainment the same month is *The Octagon*, a martial arts story starring **Chuck Norris**; *Terror On Tour*, murder/suspense film focusing on a Kiss-like rock band that has a stage show featuring "sadistic, mutilating theatrics"; *Shogun's Ninja*, a Japanese film with **Sonny Chiba**, among others, about an ancient rivalry between two clans; and *American Nightmare*, a film about a young man's search for his sister "through the slums of his city."

**ON THE TUBE** — As an addendum to the story last week, "New Music Programming Up In Wake Of MTV's Success" (**Cash Box**, Feb. 19), it should be noted that a new late night rock television show, *Rock 'n' Roll Tonight*, is set to air March 21. As reported a couple of months back, the show (which was then known as *In The Midnight Hour*) will be carried for 26 weeks over four NBC-TV owned-and-operated stations — WNBC/New York, KNBC/Los Angeles, WMAQ/Chicago and WRC/Washington, D.C. Other stations also due to broadcast *Rock 'n' Roll Tonight* include Storer's WVCB/Boston (ABC), WTAE/Pittsburgh (CBS), WJAR/Providence (NBC) and KMBC/Kansas City (ABC). According to a spokesman for the show, *Rock 'n' Roll Tonight* has been cleared in more than 70% of the country so far. The producers, Alive/Marshall Arts Prods., are hoping that it will be simulcast in each market. Right now, they're setting the initial roster of guest artists to host the show.

michael glynn

## TOP 15 VIDEO GAMES

	Weeks On 2/19 Chart
1 PITFALLI Activision AX018	1 13
2 RIVER RAID Activision AX020	2 7
3 FROGGER Parker Brothers 5300	3 13
4 VANGUARD Atari 2669	6 5
5 DONKEY KONG Coleco 2451	4 13
6 ZAXXON Coleco 2435	5 13
7 REAL SPORTS: FOOTBALL Atari CX2668	9 4
8 SPIDER FIGHTER Activision 021	10 3
9 MEGAMANIA Activision AX017	7 13
10 DRAGONFIRE Imagic 3611	12 2
11 REAL SPORTS: BASEBALL Atari CX2640	8 13
12 DEMON ATTACK Imagic 3200	14 13
13 RAIDERS OF THE LOST ARK Atari CX265	11 13
14 PAC-MAN Atari CX2646	15 13
15 MOUSE TRAP Coleco 2419	13 3

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

## TOP 15 MIDLINES

	Weeks On 2/19 Chart
1 LOOK SHARPI Joe Jackson (A&M SP-6-4907)	1 23
2 THE DOORS (Elektra EKS 74007)	3 32
3 TAPESTRY Carole King (Epic PE 34946)	5 28
4 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	2 23
5 LET THERE BE ROCK AC/DC (Atco SD-36151)	7 11
6 THE CARS (Elektra 6E 135)	9 3
7 PIANO MAN Billy Joel (Columbia PC 32455)	4 6
8 ROCK 'N ROLL, VOLUME I The Beatles (Capitol SN/16020)	6 3
9 FLEETWOOD MAC (Reprise MSK 2281)	11 6
10 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	10 17
11 WHO ARE YOU? The Who (MCA 3050)	13 3
12 PRESENCE Led Zeppelin (Swan Song/Atco SS 8416)	8 3
13 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	12 4
14 SUPER HITS Marvin Gaye (Motown 301)	15 5
15 WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	— 1

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



## REGIONAL ALBUM ANALYSIS

### NATIONAL BREAKOUTS

- |                  |                               |
|------------------|-------------------------------|
| 1 ERIC CLAPTON   | 9 MERLE HAGGARD/WILLIE NELSON |
| 2 CULTURE CLUB   | 10 DEBARGE                    |
| 3 TRIUMPH        | 11 RANDY NEWMAN               |
| 4 NIGHT RANGER   | 12 THOMAS DOLBY               |
| 5 MUSICAL YOUTH  | 13 BRYAN ADAMS                |
| 6 GOLDEN EARRING | 14 HANK WILLIAMS, JR.         |
| 7 OAK RIDGE BOYS | 15 DAZZ BAND                  |
| 8 BERLIN         |                               |

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

### NORTHEAST 1.

- 1 ERIC CLAPTON
- 2 CULTURE CLUB
- 3 TRIUMPH
- 4 DEXYS MIDNIGHT RUNNERS
- 5 NIGHT RANGER
- 6 SQUEEZE
- 7 DEBARGE
- 8 RIC OCASEK
- 9 DAZZ BAND
- 10 RANDY NEWMAN

### SOUTHEAST 2.

- 1 ERIC CLAPTON
- 2 TRIUMPH
- 3 OAK RIDGE BOYS
- 4 HANK WILLIAMS, JR.
- 5 NIGHT RANGER
- 6 GOLDEN EARRING
- 7 CULTURE CLUB
- 8 BLACK SABBATH
- 9 MUSICAL YOUTH
- 10 DEBARGE

### BALTIMORE/ WASHINGTON 3.

- 1 CULTURE CLUB
- 2 ERIC CLAPTON
- 3 ANGELA BOFILL
- 4 MUSICAL YOUTH
- 5 DEBARGE
- 6 TRIUMPH
- 7 SQUEEZE
- 8 THOMAS DOLBY
- 9 SMOKEY ROBINSON
- 10 HEAVEN 17

### WEST 4.

- 1 CULTURE CLUB
- 2 ERIC CLAPTON
- 3 THOMAS DOLBY
- 4 MUSICAL YOUTH
- 5 BERLIN
- 6 TRIUMPH
- 7 NIGHT RANGER
- 8 GOLDEN EARRING
- 9 RANDY NEWMAN
- 10 MERLE HAGGARD/WILLIE NELSON

### MIDWEST 5.

- 1 ERIC CLAPTON
- 2 GOLDEN EARRING
- 3 TRIUMPH
- 4 MUSICAL YOUTH
- 5 CULTURE CLUB
- 6 NIGHT RANGER
- 7 BLACK SABBATH
- 8 BRYAN ADAMS
- 9 BERLIN
- 10 RED RIDER

### NORTH CENTRAL 6.

- 1 TRIUMPH
- 2 MUSICAL YOUTH
- 3 CULTURE CLUB
- 4 MERLE HAGGARD/WILLIE NELSON
- 5 OAK RIDGE BOYS
- 6 NIGHT RANGER
- 7 DAZZ BAND
- 8 ERIC CLAPTON
- 9 BRYAN ADAMS
- 10 JOANIE GREGGAINS

### DENVER/PHOENIX 7.

- 1 ERIC CLAPTON
- 2 CULTURE CLUB
- 3 BERLIN
- 4 TRIUMPH
- 5 MUSICAL YOUTH
- 6 NIGHT RANGER
- 7 GOLDEN EARRING
- 8 RANDY NEWMAN
- 9 RED RIDER
- 10 OAK RIDGE BOYS

### SOUTH CENTRAL 8.

- 1 ERIC CLAPTON
- 2 HANK WILLIAMS, JR.
- 3 OAK RIDGE BOYS
- 4 MERLE HAGGARD/WILLIE NELSON
- 5 NIGHT RANGER
- 6 CULTURE CLUB
- 7 VANDENBERG
- 8 RIC OCASEK
- 9 GOLDEN EARRING
- 10 TRIUMPH

WHAT'S IN-STORE

**CAMELOT CLASSICS** — A major effort to get Stark/Camelot store clerks to play more classical music in-store finds the chain devising a series of in-store tapes. According to classical buyer **Frank Trace**, each side of the tape will feature selections from several albums on a specific label, interspersed with dialogue limited to titles, performers, and the label. New tapes will be issued every four to six weeks and will be numbered so that they can be kept in order for future, permanent use. Trace, a former store manager for the chain, feels that the tapes will help bring out the great potential he sees in classical product sales. "Classical music is my pet area," he explains, "and I've felt that our classical department is always neglected. I know that you can play classical music in-store and get young customers to come up to the counter and ask



**MOTOWN RETURNS** — Motown acts **DeBarge** and **Bobby Nunn** recently held an overflow in-store at Detroit's **Kingsway Department store**, where nearly 5,000 fans attended. Pictured at the autograph table are (l-r): **Mark, Randy and Bunny DeBarge** of **DeBarge** and **Nunn**.

what you're playing, especially if it's something that they're familiar with. But you can't get many promo classical albums, and getting a sales clerk to open and play a classical record can be a real feat. So we think that the in-store tapes should help educate the clerk in terms of appreciating classical music and its saleability." Last week's release of the first in-store display tape came up during S/C's annual membership drive for its classical club. Currently numbering 100,000, the club entitles members to 10% discounts on classical product, as well as special sales that are noted in bi-monthly mailings to members. The latest flyer details "A Truly Classical Sale," which has the entire classical inventory on sale for all customers and members getting an added discount of up to 25% off. In addition, 3M is giving a \$2 rebate on Scotch blank videotape, which is sale priced at \$10.99 during the classical sale. Trace says that meetings were held prior to the sale to pep up store clerks, who will be utilizing the in-store tapes and special signage to increase classical product sales and enlist new club members.

**TOY FAIR TIDINGS** — *What's In-Store* traipsed through the 80th American Toy Fair's 317 temporary exhibits at the Sheraton Centre Hotel in New York last week and came across Technotel Corp.'s pocket electronic games, three of which — "Emergency," "Voyager" and "Barrier" — now come equipped with an AM radio that operates off different batteries than those powering the game and its accompanying digital alarm clock. According to the company's Western regional manager, **Larry Mongillo**, record merchants have already expressed interest in handling the products. "They're saying, 'What else can we get into now that record sales are down?' and are moving into cartridges and other entertainment items," notes Mongillo, sounding a familiar note. "We've talked with **Record Factory** in Brisbane, Calif. and they like our product and pricing but they've just come off a bad experience last Christmas when they tested some other games and weren't pleased with the movement." Technotel is one of several companies carrying the pocket electronic games, distributing the "Pop Game" line manufactured by K. Hattori & Co., Ltd. of Tokyo in the U.S. The new radio models list at \$39.95 . . . Sierra On-Line, the computer software company that has pioneered the "adventure games" highlighted at the recent "Video Games Day" at Columbia University (**Cash Box**, Dec. 18, 1982), is seeking wider distribution into record stores. Noting that goods were already in New York's **Crazy Eddie** stores, a marketing rep **A. Marle Cavin** said that she was looking forward to meeting with Alpha Distributing Corp., which she said had contacted the company a couple of months ago. Cavin added that Sierra On-Line is now searching for a marketing v.p. who will develop a marketing strategy to include getting product to record retailers . . . Atari introduced what it called "My First Computer" at Toy Fair, though this name might change before the product enters the market. The keyboard plugs into the Atari 2600 VCS game console and converts it into a computer, and resembles similar hardware put out by Entex Industries, Inc. and Timex-Sinclair. The Atari converter is complemented by a dozen or so new software releases. In addition, Atari showed its recently introduced Accessory Test Console for retailers and the Joystick Repair Kit for consumers who have used the test console to check out malfunctioning equipment.

**SON OF SYNSONICS** — Mattel Electronics was also at Toy Fair, showing off a new variation of last year's Synsonics Drums. The Synsonics Rhythm Maker is a smaller, less expensive version of the programmable electronic drum set that many record retailers picked up on. While the original contraption could be used as an instrument and played with drumsticks, the Rhythm Maker is considered more of a "listening enhancement device" that allows the user to tap out a drum part while listening to a tape, album or radio. The unit is pocket-sized, battery operated and can be plugged into Walkman-type stereos and used with headphones. Cost should be under \$50 when available this summer: this compares with \$100-\$150 for Synsonics Drums. Like the bigger model, p-o-p material will be available.

**FLIPSIDE GOES WESTERN** — Texas retail/rack giant Western Merchandisers recently finalized a deal to purchase the Flip Side chain of Lubbock. Fifteen of the Flip Side stores are already operating under Western Merchandisers' Hastings Books, Records & Video banner. One of the stores was closed.

**VALENTINE HEARTBEATS** — Valentine's Day was celebrated by Milwaukee's **Radio Doctors** and **Malstream** outlets with the giveaway of heart-shaped diamond rings. The promotion, in conjunction with station WLUM, supported **Yarbrough & Peoples'** "Heartbeats" single.

**REGIONAL PICK** — "Every Corner Dance" — By **Spoooner**, Mountain Railroad Records (8005). **Gary Sohmers**, proprietor of the **Madcity Music Exchange** record store in Madison, Wis. and a long-time Madcity Music scene instigator, says that he and other local dealers can't keep this one in stock, which is only fitting since the community has backed its five hometown boys for quite awhile. Sohmers notes, however, that the band's debut LP is also making good outside of town, spurred both by roadwork and a flood of regional and national press raves. "Their melodic danceable pop rock is simple but solid and slides right into the new music radio formatting," declares Sohmers. "And with so many out of state University of Wisconsin students spreading the word back home, all that's needed is getting the record into the stores."

jim bessman



FEBRUARY 16 - FEBRUARY 22, 1983

Playlist

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Men At Work	Be Good Johnny	Columbia
Night Ranger	Don't Tell Me	Boardwalk
Golden Earring	Twilight Zone	21/PolyGram
Pretenders	Back On The Chain Gang	Sire
Red Rider	Light/Human Race	Capitol
Phil Collins	I Don't Care Anymore	Atlantic
Greg Kihn Band	Jeopardy	Beserkley/Elektra
Def Leppard	Photograph	Mercury/PolyGram
Styx	Mister Roboto	A&M

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
Toto	Africa	Columbia
Vandenberg	Burning Heart	Atco
Psychedelic Furs	Love My Way	Columbia
Dexys Midnight Runners	Come On Eileen	Mercury/PolyGram
Culture Club	Do You Really Want To Hurt Me	Virgin/Epic
Modern English	I Melt With You	Sire
Heaven 17	Let Me Go	Virgin/Arista
Duran Duran	Hungry Like The Wolf/Rio	Capitol
Joe Jackson	Breaking Us In Two	A&M
Total Coello	I Eat Cannibals	Chrysalis/CBS
INXS	The One Thing	Atco
Triumph	A World Of Fantasy	RCA
Daryl Hall & John Oates	Family Man/One On One	RCA
Fixx	Red Skies	MCA
Thompson Twins	Lies	Jive/Arista
Sammy Hagar	Three Lock Box	Geffen
Flirts	Jukebox	O
Schon & Hammer	No More Lies	Columbia
Bryan Adams	Cuts Like A Knife	A&M
Jefferson Starship	Winds Of Change	Grunt/RCA
ABC	Poison Arrow	PolyGram

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
Paul Collins Beat	Kids Are The Same	Columbia
Tina Turner	Ball Of Confusion	Virgin
Buck Dharma	Born To Rock	Portrait/CBS
Motley Crue	Live Wire	Elektra
Haysi Fantayzee	John Wayne Is Big Leggy	RCA
Utopia	Feet Don't Fail Me Now	Network
Linda Ronstadt	Lies	Elektra
The Cure	Let's Go To Bed	Fiction/Important
U2	New Year's Day	Island
Judas Priest	Hellion/Electric Eye	Columbia
Kate Bush	Suspended/In Gaffa	EMI America
Kenny Loggins	Heartlight	Columbia
The Look	You Can't Sit Down	Plastic
Ultravox	Reap The Wild Wind	Chrysalis/CBS
Quick	Rhythm Of The Jungle	Epic
Naked Eyes	Always Something There	
	To Remind Me	EMI America
Tygers of Pan Tang	Love Potion No. 9	MCA
Tony Basil	Nobody	Chrysalis/CBS
Single Bullet Theory	Keep It Tight	Nemperor
Wall Of Voodoo	Mexican Radio	I.R.S.
Blancmange	Living On The Ceiling	Island

ADDS

ARTIST	CLIP	LABEL
Ric Ocasek	Something To Grab For	Geffen
Billy Squier	She's A Runner	Capitol
Donald Fagen	New Frontier	Warner Bros.
Divinyls	Boy's In Town	Chrysalis/CBS
Randy Newman	I Love L.A.	Warner Bros.
English Beat	I Confess	I.R.S.
Devo	That's Good	Warner Bros.
Chris DeBurgh	Don't Pay The Ferry Man	A&M
Kim Carnes	Say You Don't Know Me	EMI America
Dire Straits	Twisting By The Pool	Warner Bros.
Trio	Anna	Mercury/PolyGram
Ian North	Only Love Is Left Alive	NEO
Simple Minds	Promise You A Miracle	Virgin/A&M
Fran Cour	Under The Boulevard	EMI America

## Trade Association Views Mixed On Broadcast Issues

NEW YORK — As the legislative year gets underway, the National Assn. of Broadcasters (NAB), the National Radio Broadcasters Assn. (NRBA) and the National Assn. of Black-Owned Broadcasters (NABOB), the three principal radio trade groups, exhibit little unity on major issues, except for opposition to passing reform of the Federal Communication Commission's multiple station ownership rules. They are all, however, optimistic that radio deregulation stands a good chance of passage despite a heavier Democratic presence in the House Telecommunications Subcommittee in this Congress.

All the groups support Sen. Barry Goldwater's (R-Ariz.) recently introduced broadcast deregulation bill, which assesses fees to broadcasters to defray regulation costs, and would eliminate the FCC's comparative hearing process for license renewal. "I'd support it with slight changes," said Abe Vernon, executive vice president of the NRBA. "The bill, which is an exact replica of 1629 (Cash Box, Feb. 12) raised the fees some 25% and that makes them like a tax. We would favor a set fee in perpetuity."

Late last week, Goldwater's bill was sent from the Senate Commerce Committee to the floor, where it was passed on a voice vote. It now goes to the House Telecommunications Subcommittee.

### Multi-Ownership Debate

On the issue of reforming the FCC's multiple ownership rules — which Rep. Timothy Wirth (D-Colo.), chairman of the House Telecommunications Subcommittee, pledged to seek — the trade groups' opinions were more mixed. "We're in a funny position on that issue," said Shaun Sheehan, NAB senior vice president of public affairs. "At this time, we have no set policy statement and want to see a bill introduced before we make a statement." Current FCC regulations prohibit companies and individuals from owning more than seven AM stations, seven FM outlets and seven television stations. This is known as the rule of sevens.

In contrast, Jim Winston, executive director of NABOB, is firmly opposed to changing that administrative regulation. "Eliminating that rule would make broadcasting more of a big business and we tend to support bills that would keep it small," said Winston. In a similar vein, Voron said: "While we're not wedded to the rule of sevens, I'm not comfortable with unlimited ownership because then everything would be owned by large groups."

Another issue that divides the three groups into two separate camps is a bill introduced by Rep. Cardiss Collins (D-Ill.) that would codify into law existing FCC equal employment opportunity regulations. "I actually helped her draft this bill and I'm going to work hard to try and get it passed," said Winston. "It would codify existing regulations and guidelines about hiring and promotion of minority group members."

In contrast, the NRBA's Voron said: "It's going in the wrong direction. I think this bill is discriminating against non-minorities." Similarly, the NAB did not express much confidence in the bill. "It does not have much chance of passage," said Sheehan. "We have other remedies to help minority broadcasters like our Broadcast Capital Fund, but the Collins bill has no weight."

No quick action is expected on any of these measures since the Republicans have not yet named their members of the House Telecommunications Subcommittee. Nevertheless, all three trade groups were optimistic about passage of these bills in this session.

## FCC Invites Bids For 13 RKO Radio Station Licenses

NEW YORK — The Federal Communications Commission (FCC) has issued an order inviting competing applications for the 13 radio broadcasting licenses held by RKO General. Parties interested in competing for the licenses have until May 12 to file with the FCC.

After that date, the FCC will decide how it will determine if RKO is still qualified to hold those 13 licenses. "We still have to make a determination of how we're going to hold hearings," said Maureen Peratino, FCC director of public affairs. "We have to wait 90 days to see if, and how many, competing applications are filed. The commission could come up with 13 different proceedings."

The radio stations in question include talk station WOR in New York and sister urban contemporary outlet WRKS; A/C stations WFYR in Chicago and KRTH in Los Angeles; country station KHJ/Los Angeles; talk outlet WRKO in Boston and its FM sister, AOR station WROR; Top 40 station WAXY in Ft. Lauderdale; classical stations WGMX-AM&FM in Washington, D.C.; and oldies station WHBQ in Memphis. WHBQ-TV is also being considered for a comparative hearing under the FCC ruling.

### RKO Optimistic

It is unclear just how this question will be resolved, but Bob Williamson, president of RKO Radio, is optimistic. "This is exactly what we expected to happen as of last May, when the court issued the order," said Williamson. "It just took them this long to act on it. In their terminology, they opened the window on it today."

"Right now," continued Williamson, "the FCC doesn't even know how it's going to handle the situation. They have asked all the interested parties, including us, for suggestions on a method for handling this. But we're taking the position that we're going to win this fight."

The FCC had previously awarded the television license for RKO's WNAC-TV in Boston to a competing applicant (Cash Box, Dec. 25, 1982). Following that, RKO voluntarily decided to move WOR-TV to Secaucus, N.J., giving that state its only commercial television station. The fate of its other outstanding television property, KHJ-TV/Los Angeles, is still pending before the FCC. "KHJ-TV should be the commission's next order of business, but I have no idea when they're going to rule on it," said Williamson. "The original challenge to that station came back in 1965."

Williamson also turned aside industry conjecture that RKO was putting more money behind its radio networks since the FCC cannot legally take them away. "We went into the network business because we could not buy any more stations," said Williamson. One large investment in the networks is the purchase of Audio Digital Distribution Satellites (ADDS), which the networks are giving free to affiliates. CBS, ABC and NBC are having their affiliates buy their own dishes. "We purchased these dishes from Scientific-Atlanta a year and a half ago," said Williamson. "It was not the result of any quick decision."

RKO's legal battle with the FCC began in June 1980, when the FCC denied RKO General renewal of all of its broadcasting licenses because it had exhibited "a persistent lack of candor" regarding the activities of General Tire and Rubber Co., its corporate parent, during renewal hearings for WNAC-TV. The next month, RKO took the FCC to the U.S. Circuit Court of Appeals in Washington, D.C., charging that candor was not a valid criterion for denying license renewal. In December 1981, that

(continued on page 24)

## AIRPLAY

**NETWORK NEWS** — CBS Radioradio plans to broadcast 100 hours of musical programming in 1983 in a lineup that includes network radio's first three-hour music trivia special, a six-hour tribute to the greatest rock artists of all time, a superconcert, updated editions of two of last year's music specials and a three-hour weekly countdown slated to begin in July. Shows returning from 1982 include the *Great American Summer* and *The Great 1s*. On Memorial Day, the web will air *Honor Roll Of Rock 'n' Roll*, a six-hour music and interview countdown show produced by Creative Factor. On July 8, the net's countdown show, produced by Broadcast International, will premiere as one of network radio's first A/C-formatted countdowns. In addition, *Memory Makers*, the web's three-hour music trivia quiz, will make its debut there. Over



**TELEPHONIC JOURNEY** — Neal Schon, guitarist for Columbia recording group *Journey*, and Jonathan Cain (not pictured), the keyboard player, recently visited KLOS/Los Angeles to appear on Linda McInnes' afternoon show. In addition to discussing their LP "Frontiers" and Schon's collaboration with Jan Hammer, the pair fielded phone calls from listeners.

*Texas*. They were sooo bad that none of the movies made any of the critics' best movie list . . . On March 19, the **Rolling Stones** will kick off the ABC Rock Radio web's *Supergroups* concert series, and on April 19, Atlantic recording artist **Phil Collins** will perform. RCA group **The Jefferson Starship** is set for May 7 . . . **Tom Straw**, former program director at **KMPC/Los Angeles** and **KSUN/Phoenix**, brings his experience to the fledgling California Radio Network as operations director. In addition to recruiting contributing editors, Straw's immediate task will be to meet the web's projected mid-April start-up date.

**SYNDICATION INDICATIONS** — Westwood One has acquired *Earth News Radio*, the youth-oriented lifestyle and news feature that runs on 20 stations in California and 400 worldwide . . . AOR stations **KSHE/St. Louis**, **WRBN/Macon, Ga.**, **WZXR/Memphis**, **WKS/Cincinnati** and **WTPA/Harrisburg** will now air Creative Factor's *Concert Magazine*, a bi-weekly 90-minute combination concert and feature show . . . On Feb. 26 and 27, Watermark's *Musical* series will feature lyricist **Hal David** as its guest. The show will also look at Tony Award winners of the '50s and '60s, as well as at film producer **Arthur Freed** and the 1966 revival of the musical *Showboat* . . . That same weekend, Watermark's *Soundtrack of the '60s* will feature **Roy Orbison** as its guest and **Donna Douglas**, who played "Ellie May" on the *Beverly Hillbillies* . . . An Arbitron national qualitative profile of the **AI Ham's Music Of Your Life** audience reportedly found that 53% of them had bought records and prerecorded tapes within the past six months, and over 50% had purchased more than four. Interestingly enough, Ham recently concluded a P&D deal with CBS Records. The first releases under the deal are due out later this month . . . RAM Broadcasting Prods. is debuting the *National Urban Contemporary Countdown*, a three-hour weekly radio show hosted by air personality Don Allen. The show, each week, will count down the 40 top charting black and urban contemporary singles determined by its own research, and will spotlight recording artists and give background info on songs. The show is available on a market-exclusive basis and will be priced according to market rank. For more information, call **Joseph Ram** at (516) 379-5051 . . . **MJI Broadcasting**, syndicator of *Rock Quiz*, has moved its operations to 666 Fifth Avenue, New York, N.Y. 10019. The telephone number is (212) 838-4450.

**STATION TO STATION** — A recent NBC Radio Network newscast about the American peacekeeping force in Lebanon found that one Navy man from Groton, Ct., missed radio more than anything else. That prompted **Don Imus**, **WNBC/New York's** sometimes unorthodox morning man, to send the military man tapes of his show. At presstime, it was unclear whether Imus would get a gig on Armed Forces Radio . . . In San Jose, AOR station **KOME** has named **Karin Nakamura** music director. She has served at the station for the past six years and moves up most recently from the post of music and research assistant. She retains her weekend airshift and replaces **Dana Jang** who has been upped to assistant PD at the station. She will oversee the station's music, research and production operations . . . In Los Angeles, **Cherie Sannes** has been named promotion director, but will also retain her air shift. This dual role is a first for the A/C station . . . Across town, talk powerhouse **KABC** is launching a talent search for a female sports personality. The competition is open to all women over 21 who either send audition tapes to the station, or audition live at three remote locations at local Southland shopping centers. The search began Feb. 14, and runs through midnight, March 7. Final selection will be made March 28 by PD **Wally Sherwin**. "The female element has never really been considered as an integral part of the sports broadcasting world," stated Sherwin. "We hope to prove this wrong and find a personable and interested woman capable of filling this void." Her broadcast debut will be at a remote opening day broadcast at Dodger Stadium. For more information, call (213) 557-7334, and may the best woman win! . . . **WJDQ/Meridian, Miss.**, had its own, down home way of celebrating Ground Hog Day. To wit: The station, on Feb. 2, gave away packages of sausage (ground hog . . . get it?). The station alleges that it had people believing that it was giving away real-life prognosticating rodents. No kidding.

**IN MEMORIAM** — **Val Adams**, who covered radio and television for the *New York Times* and *New York Daily News* for the past 30 years, died Saturday, Feb. 13, at Valley Hospital in Ridgewood, N.J., where he had recently undergone surgery for lung cancer. After serving in the Navy in World War II, Adams joined the *Times*, where he reported on radio and television until 1969, when he joined the *News*, where he was assistant radio and television news editor. He is survived by a daughter, **Belinda Eddy** of New York City, and a son, **James E. Adams** of Des Moines, Iowa. **larry riggs**

# CASH BOX ROCK ALBUM RADIO REPORT



**JON BUTCHER AXIS • POLYDOR**  
**ADDS:** KSJO, WBAB, KLOL, KNAC.  
**HOTS:** None. **MEDIUMS:** KLOL.  
**PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.



**8 JOURNEY • FRONTIERS • COLUMBIA**  
**ADDS:** None. **HOTS:** KEZY, WOUR, WMMS, WYFE, KSHE, KLOL, WSKS, KNX, WBAB, KSJO, KMET.  
**MEDIUMS:** None. **PREFERRED TRACKS:** Separate.  
**SALES:** Good in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart  
Position

LP Chart  
Position

LP Chart  
Position

- 122 **BRYAN ADAMS • CUTS LIKE A KNIFE • A&M**  
**ADDS:** None. **HOTS:** WMMS, KSHE, WSKS, KSJO.  
**MEDIUMS:** KEZY, WOUR, WYFE, KLOL, KNX, WBAB, KMET. **PREFERRED TRACKS:** Title.  
**SALES:** Moderate in all regions; strongest in Midwest.
- **ART IN AMERICA • PAVILLION**  
**ADDS:** KLOL, KEZY. **HOTS:** None. **MEDIUMS:** KEZY, WOUR, WYFE, KLOL, WBAB, WNEW, KMET.  
**PREFERRED TRACKS:** Loot, Line, Shy, Art.  
**SALES:** Fair initial response in East.
- 7 **PAT BENATAR • GET NERVOUS • CHRYSALIS**  
**ADDS:** None. **HOTS:** KEZY, WYFE, WSKS, WBAB, KSJO.  
**MEDIUMS:** WMMS, KSHE, KMET. **PREFERRED TRACKS:** Little, Shadows.  
**SALES:** Good to moderate in all regions.
- **TONY CAREY • ROCSHIRE**  
**ADDS:** None. **HOTS:** WMMS, KSJO. **MEDIUMS:** WOUR, WYFE, KSHE, WSKS, KNX, WBAB, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Fair initial response in Midwest.
- 35 **ERIC CLAPTON • MONEY AND CIGARETTES • WARNER BROS.**  
**ADDS:** None. **HOTS:** KEZY, KSHE, WSKS, KNX, WBAB, WNEW. **MEDIUMS:** WOUR, WMMS, KSJO, KMET.  
**PREFERRED TRACKS:** Heart.  
**SALES:** Good to moderate in all regions.
- 9 **PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC**  
**ADDS:** None. **HOTS:** KEZY, WOUR, WMMS, KNAC, WKLS, KNX, WBAB, WNEW, KMET. **MEDIUMS:** KSHE, WSKS, KSJO. **PREFERRED TRACKS:** Hurry, Care, Wall.  
**SALES:** Good to moderate in all regions.
- 16 **DEF LEPPARD • PYROMANIA • MERCURY**  
**ADDS:** None. **HOTS:** WMMS, WYFE, KSHE, KLOL, WSKS, KSJO, KMET. **MEDIUMS:** WOUR. **PREFERRED TRACKS:** Open.  
**SALES:** Good in all regions.
- 104 **DEXYS MIDNIGHT RUNNERS • TOO-RYE-AY • MERCURY**  
**ADDS:** WMMS, KEZY. **HOTS:** KNAC, WKLS, WBAB. **MEDIUMS:** KEZY, WYFE, WNEW. **PREFERRED TRACKS:** Eileen.  
**SALES:** Moderate in all regions.
- 10 **DURAN DURAN • RIO • HARVEST**  
**ADDS:** None. **HOTS:** WOUR, WMMS, KNAC, KSHE, KNX, WBAB, WNEW, KSJO. **MEDIUMS:** WYFE. **PREFERRED TRACKS:** Hungry.  
**SALES:** Good in all regions.
- 144 **FIXX • SHUTTERED • MCA**  
**ADDS:** KLOL. **HOTS:** WMMS. **MEDIUMS:** KLOL, WYFE, KNX, WBAB, KSJO, KMET. **PREFERRED TRACKS:** Stand.  
**SALES:** Fair in West and South.

- 82 **FRIDA • SOMETHING'S GOING ON • ATLANTIC**  
**ADDS:** None. **HOTS:** WKLS, WYFE, KSJO. **MEDIUMS:** WMMS, KSHE, WSKS, WBAB. **PREFERRED TRACKS:** I Know, Store.  
**SALES:** Moderate to fair in all regions.
- 38 **GOLDEN EARRING • CUT • 21**  
**ADDS:** None. **HOTS:** WYFE, KLOL, WSKS, WBLM, KSJO, KMET. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Twilight, Batteries.  
**SALES:** Moderate in all regions.
- 25 **SAMMY HAGAR • THREE LOCK BOX • GEFLEN**  
**ADDS:** WYFE. **HOTS:** KSHE, KLOL, WBAB, WYFE, KSJO, KMET. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Crazy, Title.  
**SALES:** Moderate in all regions.
- 4 **DARYL HALL & JOHN OATES • H2O • RCA**  
**ADDS:** None. **HOTS:** KEZY, KNX, WBAB, WNEW. **MEDIUMS:** WOUR, KNAC, KSJO. **PREFERRED TRACKS:** One, Family, Maneater.  
**SALES:** Good in all regions.
- **GREG KIHN BAND • KIHNSPIRACY • BESERKLEY**  
**ADDS:** KEZY. **HOTS:** WBAB, KNX, WKLS, WMMS, WOUR, KEZY. **MEDIUMS:** KNAC, WYFE, KLOL, WNEW, KSJO, KMET. **PREFERRED TRACKS:** Jeopardy.  
**SALES:** Good initial response in all regions.
- 2 **MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** None. **HOTS:** KEZY, WOUR, KNAC, WYFE, WSKS, KNX, WBAB, KSJO. **MEDIUMS:** KEZY, WOUR, KNAC, WYFE, WSKS, KNX, WBAB, KSJO. **PREFERRED TRACKS:** Down, Johnny.  
**SALES:** Good in all regions.
- 13 **MISSING PERSONS • SPRING SESSION M • CAPITOL**  
**ADDS:** None. **HOTS:** WMMS, KNAC, KNX, WBAB. **MEDIUMS:** WYFE, WSKS. **PREFERRED TRACKS:** Walking, Destination, Windows.  
**SALES:** Moderate in all regions.
- 61 **NIGHT RANGER • DAWN PATROL • BOARDWALK**  
**ADDS:** None. **HOTS:** WSKS, WBAB, KSJO, KMET. **MEDIUMS:** WOUR, KLOL, WHFS, WBLM. **PREFERRED TRACKS:** Don't Tell.  
**SALES:** Moderate in all regions.
- 33 **RIC OCASEK • BEATITUDE • GEFLEN**  
**ADDS:** None. **HOTS:** KEZY, WOUR, WMMS, WBAB, KMET. **MEDIUMS:** KNAC, WYFE, KLOL, WNEW, KSJO. **PREFERRED TRACKS:** Something, Jimmy, Sneak.  
**SALES:** Moderate to fair in all regions.
- 26 **TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET**  
**ADDS:** None. **HOTS:** WOUR, KLOL, KNX, KSJO, KMET. **MEDIUMS:** KEZY, WYFE, KSHE, WBAB. **PREFERRED TRACKS:** Change, Lucky, Title.  
**SALES:** Moderate to fair in all regions.

- 90 **THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA**  
**ADDS:** None. **HOTS:** KNAC, WKLS, WYFE. **MEDIUMS:** WOUR, WMMS, KSJO, WHFS. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate to fair in all regions.
- 75 **RED RIDER • NERUDA • CAPITOL**  
**ADDS:** None. **HOTS:** WOUR, WMMS, KMET. **MEDIUMS:** WYFE, KSHE, KLOL, WSKS, WBAB, WNEW, KSJO. **PREFERRED TRACKS:** Light.  
**SALES:** Moderate in all regions.
- 24 **SAGA • WORLDS APART • PORTRAIT**  
**ADDS:** None. **HOTS:** WKLS, KSHE, KNX, KMET. **MEDIUMS:** WOUR, WYFE, WSKS, WBAB, KSJO. **PREFERRED TRACKS:** Loose.  
**SALES:** Moderate in all regions.
- 3 **BOB SEGER & THE SILVER BULLET BAND • THE DISTANCE • CAPITOL**  
**ADDS:** None. **HOTS:** KEZY, WOUR, WMMS, KSHE, KLOL, WSKS, KNX, WBAB, WNEW, KMET. **MEDIUMS:** WYFE, KSJO. **PREFERRED TRACKS:** Shame.  
**SALES:** Good in all regions.
- 117 **SCANDAL • COLUMBIA**  
**ADDS:** None. **HOTS:** WMMS, KSHE, WSKS, WBAB, WNEW, KSJO, KMET. **MEDIUMS:** WYFE. **PREFERRED TRACKS:** Goodbye.  
**SALES:** Moderate in all regions.
- 127 **NEIL SCHON/JAN HAMMER • HERE TO STAY • COLUMBIA**  
**ADDS:** WYFE. **HOTS:** WOUR, KSJO. **MEDIUMS:** KEZY, WMMS, WSKS, KMET. **PREFERRED TRACKS:** Lies.  
**SALES:** Fair in West.
- 28 **TRIUMPH • NEVER SURRENDER • RCA**  
**ADDS:** None. **HOTS:** WMMS, WYFE, KSHE, WSKS, WBAB, KSJO, KMET. **MEDIUMS:** WOUR, KLOL. **PREFERRED TRACKS:** Title, Way.  
**SALES:** Good to moderate in all regions.
- 99 **VANDENBERG • ATCO**  
**ADDS:** None. **HOTS:** WOUR, WBAB. **MEDIUMS:** KEZY, WMMS, KLOL, KSJO, KMET. **PREFERRED TRACKS:** Burning, Streets.  
**SALES:** Moderate in all regions.
- 20 **NEIL YOUNG • TRANS • GEFLEN**  
**ADDS:** KSJO. **HOTS:** KEZY, WMMS, KNX, WBAB, WNEW, KMET. **MEDIUMS:** KNAC, WSKS. **PREFERRED TRACKS:** Little, Mr. Soul.  
**SALES:** Moderate to fair in all regions.

## Nashville Publishers Increase Emphasis On Songwriter/Artists

by Andrew Roblin

NASHVILLE — In a move that bridges the gap between aspiring artists and the record labels, publishers in Music City are signing and developing writer/artists (as opposed to strictly songwriters) on a greater scale than ever before. Accompanying this shift is a stronger emphasis on complex, multi-track demos intended to sell the artist as well as the song, rendering the once-standard guitar-or piano-vocal demo an endangered species.

Higher revenues available to publishers whose writer/artists record albums with a large proportion of original compositions and the increasing difficulty in pitching outside material to artists, many of whom write their own songs, are the twin factors accounting for this new interest in artist development.

Indeed, the new focus of country publishers on writer/artists has led some to hail this as the age of the singer/songwriter. Bob Jennings, of the pioneering Acuff-Rose office, noted, "this is the era of the songwriting singer. I don't think there's a writer here who doesn't have aspirations to be an artist. We try to sign them as writers and then get them affiliated with a label," Acuff-Rose, which operates a 24-track studio in-house complete with full-time engineer, has achieved a particularly noteworthy success in its program of artist development in the person of Eddy Raven, whose name has become a familiar one through his recordings of his self-penned songs, "Who Do You Know In California," "I Should Have Called" and "A Little Bit Crazy."

### Similar Approach

ATV general manager Byron Hill acknowledges a similar approach in his organization. "We're trying to build our writer/artist staff, and we're trying to move into production more," he said. "I think it's getting harder to take a writer out there and get his songs recorded. It's just getting tougher. You have to really look at the writer/artist and build your staff with that kind of talent to compete these days." Approximately half of ATV's staff is given over to writer/artists, three of whom (Bob Johnson, Denny Henson and Max Barnes) have released product on various labels.

Also, in many instances, it is not sufficient merely to have a talented stable of writer/artists — publishers now need up-to-date recording facilities to produce high quality tapes. "Demo-wise, we've built a studio over the last two years, and we'll probably be doing other major updating in our studio to keep up with what's happening on the street," Hill continued. "A lot of publishers are out there now with 16-track demos; eight is tough to do anymore."

"Nashville used to be a guitar-vocal town; it's no longer like that. It's being influenced heavily with pop music and we're trying to compete with that. I foresee the day when we'll have a complete production facility in the house. We're working towards developing that. Could be two years from now, but that's what we'll need eventually. I really think publishers are going to have to be more and more production/conscious and developing writer/artists even more in the future."

In addition to ATV, a number of publishers with their own in-house facilities are in operation in Nashville, including Debdave/Briarpatch, House of Gold, Cedarwood, MCA Music, Ronnie Milsap's Mad Lad and the Southern Writers Group.

In a logical off-shoot of the move to higher production values on the part of publishers, ATV's staff also includes producer and writer Brent Maher, who shares production credits for a cut on Kenny Rogers' latest album with fellow producer/songwriter Randy Goodrum.

Stated general manager Hill, "We want to establish more of these deals with producers around town. The growth potential there is incredible, ideally, developing producers who could work with our writer/artists." Nashville producers have often written songs for albums they produce and are doubly valuable to publishers they affiliate with in that they can provide the necessary expertise to create artist and songwriter demos of interest to record labels.

Nashville's new arrival from the world of international publishing, Dick James Music, while admittedly in a nurturing phase, is also involved in writer/artist development and exploitation. "We're really going at it from the writer/artist standpoint," commented the firm's Gary Harrison. "Being that the company is new on the block, it's really in the developmental stages at this point." Harrison further elaborated that Dick James, which does not operate an in-house production facility, is, nonetheless, using full-scale production for its demos and that it is pursuing recording contracts for several writer/artists in its staff line-up, among them Byron Gallimore.

While there is a consensus among most publishers of the new importance of the writer/artist and more widespread use of the potential of the multi-track recording process as an aid in pitching both the artist and the song, many insiders still maintain a conservative view of the value of big production demos. When a simple two- or four-track demo will suffice in presenting the song, publishers are understandably hesitant to incur the additional expenses that large-scale production requires. Michael Heany of the Cedarwood Publishing Co. asserted, "We've always done whatever the song called for."

### Personal View

CBS Songs' Judy Harris similarly opined, "My personal point-of-view is it depends on the song and if a little work tape will sell it — whatever sells the song best." CBS Songs' does, however, serve as a liaison in connecting up-and-coming writer/artists with producers. Two of its staff members are already signed to labels and a large segment of the other staff writers has aspirations in the same direction.

Although some resistance to the extra complexities and expense involved in preparing high quality demos that sell both halves of the writer/artists' abilities is to be encountered in the leadership of Nashville's publishing community, there is also the enticement of increased earning potential for those who do successfully develop writer/artists and obtain recording contracts for them. Within the context of this balance, publishers are pursuing writer/artist development when their finances and judgment dictate that the monetary rewards outweigh the risks.



**BANDY KNOWS HOT TO 'DUET'** — Columbia's Moe Bandy worked in the studio recently with Becky Hobbs, recording three duet tracks with producer Ray Baker. Bandy, of course, was teamed with Joe Stampley two years ago for a pair of honky tonk albums, and his last duet with a female artist was "Following The Feeling" with Judy Bailey. Pictured at the recording session are (l-r): studio sideman Johnny Gimble; Hobbs; Bandy; and Baker.



**STATLERS GO GOLD** — Mercury/PolyGram act the Statler Brothers was presented with gold albums for sales in excess of 500,000 units of the "The Statler Brothers Christmas Card" LP. The album was the fifth to go gold for the group. Pictured seated are (l-r): Jimmy Fortune, Phil Balsley, Don Reid and Harold Reid of the group. Pictured standing are (l-r): Rick Peoples, A&R assistant, PolyGram/Nashville; Joe Polidor, country marketing director, PolyGram; and Frank Leffel, national country promotion director, PolyGram.

## Country Radio Seminar Draws 700

NASHVILLE — An estimated 700 members of the music and radio industries descended on Nashville Feb. 17 for the 14th annual Country Radio Seminar at the Opryland Hotel, making it the most successful opening of the yearly gathering to date. Following up on the seminar's "Growth Through Sharing" motto to the hilt, registrants looked forward to a diverse line-up of informative panels that would reflect the issues and concerns of the radio industry while focusing on the specific needs of programmers in the widespread country format.

Among the panels to be presented during the event, sponsored by the Organization of Country Radio Broadcasters (OCRB), were "Marketizing: The Key To Increased Sales Revenues", "The Court Room vs. The Radio Room", "Ratings", "Women In Radio: A New Image For The '80s", "Engineering (in English) For Programmers" and "Strategic Image Marketing For Your Station."

For the second year, numerous ex-

hibitors presented their wares in suites at the Opryland complex, enabling stations to acquire a better understanding of some of the programming and marketing tools available from national companies. Among the 16 firms that would maintain suites during the seminar were The United Stations, Mutual Radio, Music Country Network, Tune-In, Satellite Music Network, Radio Computer Service, Chuck Blore & Don Richman, Inc., and Station Research Systems.

As has become tradition with the seminar, the three-day affair would be closed with the New Faces Show, highlighting 11 artists who have made an initial impact on the country industry within the past year. Among the acts to be presented were the Younger Brothers, Tommy St. John, Gary Wolf, the Whites, Cindy Hurt, Keith Steagall, Chantilly, Tom Carlile, Skip & Linda, Karen Taylor-Good and Karen Brooks.

A more detailed recap of the Country Radio Seminar will appear in next week's issue of **Cash Box**.

## New Owners Acquire Sound Emporium Studio

NASHVILLE — Following a purchase agreement involving four separate parties, the Sound Emporium recording facility has changed hands, with co-owner Roy Clark retaining a share of the interest in the studio. Studio president Jim Williamson and CAC Investments acquired ownership, with Clark remaining as a co-owner and Larry Butler relinquishing his interests in the property.

## Two Annual Spring Tourneys Scheduled

NASHVILLE — Preparations are being made for two music industry-related sports events, the 10th annual Music City Tennis Invitational and the yearly Acuff-Rose Golf Tournament. The former event, slated for April 29-May 1, will be conducted at Maryland Farms Racquet and Country Club, while the Acuff-Rose function is scheduled for May 9-10 at the Henry Horton State Park in Chapel Hill, Tenn.

Three of the original founders of the tennis tournament — Helen Farmer, Country Music Assn. (CMA); Wesley Rose, Acuff-Rose; and Frances Preston, Broadcast Music, Inc. (BMI) — have been named honorary chairpersons, while Joe Moscheo, of BMI, is chairman of the 1983 affair. Mick Lloyd, of Little Giant Prods., and Bill Wade, of Third National Bank, will serve as tournament coordinators.

Funds from the \$80-per-player event will go to aid an as-yet-unnamed charity in Nashville, with three categories of doubles entrants from within and outside of the music industry eligible. Last year's tournament netted \$12,000 for Nashville Memorial Hospital.

The Acuff-Rose golf tournament has been a heavily attended event in past years, and last year's awards banquet was capped with a performance by the late Marty Robbins.

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	2/19		2/19
<b>1 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229)	1	<b>39 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	34 102
<b>2 HIGHWAYS &amp; HEARTACHES</b> RICKY SKAGGS (Epic FE 37996)	2	<b>40 BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	40 69
<b>3 GOING WHERE THE LONELY GO</b> MERLE HAGGARD (Epic FE 38092)	3	<b>41 STRONG STUFF</b> HANK WILLIAMS, JR. (Elektra/Curb 60223-1)	— 1
<b>4 JUST SYLVIA</b> SYLVIA (RCA AHL 1-4312)	4	<b>42 PERFECT STRANGER</b> T.G. SHEPPARD (Warner/Curb 23726-1)	50 19
<b>5 THE WINNING HAND</b> KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JEG 38389)	5	<b>43 LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty LO 51124)	51 33
<b>6 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951)	6	<b>44 STRAIT FROM THE HEART</b> GEORGE STRAIT (MCA-5320)	53 35
<b>7 PONCHO &amp; LEFTY</b> MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	12	<b>45 BUSTED</b> JOHN CONLEE (MCA-5310)	24 46
<b>8 THE BELLAMY BROTHERS GREATEST HITS</b> (Warner/Curb 9 23697-1)	13	<b>46 OUR BEST TO YOU</b> DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva 9 23754-1)	32 6
<b>9 WW II</b> WAYLON AND WILLIE (RCA AHL 1-4455)	7	<b>47 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!</b> DAVID FRIZZELL (Warner/Viva 9 23688-1)	38 34
<b>10 HANK WILLIAMS, JR'S GREATEST HITS</b> (Elektra/Curb 60193-1)	8	<b>48 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA-6112)	48 27
<b>11 RADIO ROMANCE</b> EDDIE RABBITT (Elektra 60160-1)	9	<b>49 BOBBIE SUE</b> OAK RIDGE BOYS (MCA-5294)	49 54
<b>12 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	21	<b>50 UNLIMITED</b> REBA McENTIRE (Mercury/PolyGram SRM 1-4047)	52 33
<b>13 IT AIN'T EASY</b> JANIE FRICKE (Columbia FC 38214)	27	<b>51 GREATEST HITS</b> ANNE MURRAY (Capitol SOO-12110)	62 7
<b>14 ANNIVERSARY — TEN YEARS OF HITS</b> GEORGE JONES (Epic KE2 38328)	14	<b>52 TWENTIETH CENTURY DRIFTER</b> MARTY ROBBINS (MCA 27060)	— 1
<b>15 GREATEST HITS</b> DOLLY PARTON (RCA AHL 1-4422)	17	<b>53 MICHAEL MARTIN MURPHY</b> (Liberty LT-51120)	44 25
<b>16 WILD &amp; BLUE</b> JOHN ANDERSON (Warner Bros. 23721-1)	19	<b>54 LET THE HARD TIMES ROLL</b> McGUFFEY LANE (Atco 90020-1)	54 3
<b>17 LAST DATE</b> EMMYLOU HARRIS (Warner Bros. 9 23740-1)	11	<b>55 CONWAY'S #1 CLASSICS VOL. II</b> CONWAY TWITTY (Elektra 60209)	47 6
<b>18 THE BIRD</b> JERRY REED (RCA AHL 1-4529)	18	<b>56 GET CLOSER</b> LINDA RONSTADT (Asylum 9 60185)	56 15
<b>19 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	16	<b>57 THE LEGEND GOES ON</b> THE STATLER BROTHERS (Mercury/PolyGram SRM-4048)	57 65
<b>20 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	20	<b>58 BEST OF BOXCAR, VOL. ONE</b> BOXCAR WILLIE (Main Street ST 73002)	58 15
<b>21 SOMEWHERE BETWEEN RIGHT AND WRONG</b> EARL THOMAS CONLEY (RCA AHL 1-4348)	22	<b>59 THE ELVIS MEDLEY</b> ELVIS PRESLEY (RCA AHL 1-4530)	59 10
<b>22 TRUE LOVE</b> CRYSTAL GAYLE (Elektra 60200-1)	15	<b>60 WALK ON</b> KAREN BROOKS (Warner Bros. 23676-1)	60 2
<b>23 BIGGEST HITS</b> MARTY ROBBINS (Columbia FC 38309)	30	<b>61 FORTY 82</b> MAC DAVIS (Casablanca NBLP-7274)	61 2
<b>24 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	10	<b>62 GREATEST HITS</b> JANIE FRICKE (Columbia FC 38310)	66 15
<b>25 STRONG WEAKNESS</b> THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	25	<b>63 TOO GOOD TO HURRY</b> CHARLY McCLAIN (Epic FE 38064)	67 18
<b>26 AMERICAN MADE</b> OAK RIDGE BOYS (MCA-5390)	55	<b>64 LISTEN TO THE RADIO</b> DON WILLIAMS (MCA-5306)	69 46
<b>27 INSIDE</b> RONNIE MILSAP (RCA AHL 1-4311)	29	<b>65 I AM WHAT I AM</b> GEORGE JONES (Epic 36586)	— 1
<b>28 PUT YOUR DREAMS AWAY</b> MICKEY GILLEY (Epic FE 38082)	28	<b>66 FANCY FREE</b> OAK RIDGE BOYS (MCA 5209)	— 1
<b>29 INSIDE AND OUT</b> LEE GREENWOOD (MCA-5305)	23	<b>67 SOUNDS LIKE LOVE</b> JOHNNY LEE (Full Moon/Asylum 60147-1)	42 19
<b>30 SURE FEELS LIKE LOVE</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	26	<b>68 SOMEWHERE IN THE STARS</b> ROSANNE CASH (Columbia TC-37570)	45 36
<b>31 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	37	<b>69 GREATEST HITS</b> OAK RIDGE BOYS (MCA-5150)	46 4
<b>32 COME BACK TO ME</b> MARTY ROBBINS (Columbia FC 37995)	39	<b>70 THE BEST OF JERRY LEE LEWIS</b> (Elektra 60191-1)	70 15
<b>33 HONKYTONK MAN</b> ORIGINAL SOUNDTRACK (Warner Bros./Viva 9 23739-1)	31	<b>71 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b> (Warner Bros./Viva BSK 3643)	63 56
<b>34 MERLE HAGGARD'S GREATEST HITS</b> MERLE HAGGARD (MCA-5386)	36	<b>72 16TH AVENUE</b> LACY J. DALTON (Columbia FC 37975)	64 31
<b>35 QUIET LIES</b> JUICE NEWTON (Capitol ST 12210)	35	<b>73 HE SET MY LIFE TO MUSIC</b> BARBARA MANDRELL (MCA/Songbird MCA-5330)	65 19
<b>36 DREAM MAKER</b> CONWAY TWITTY (Elektra 60182-1)	41	<b>74 CONWAY'S #1 CLASSICS</b> CONWAY TWITTY (Elektra 60115)	68 24
<b>37 TOM JONES COUNTRY</b> (Mercury/PolyGram SRM-1-4062)	43	<b>75 GREATEST HITS</b> MOE BANDY (Columbia FC 38315)	71 4
<b>38 BIG AL DOWNING</b> BIG AL DOWNING (Team TRA-2001)	33		

**IS A MOVIE TO FOLLOW?** — In spite of her image as a rebellious soul intent upon uncovering the hypocrisy of small town America, Jeannie C. Riley was a confused starlet swallowed by the star-making machinery that pervades the city of Nashville, or at least that's the story she tells in her just-published Ballantine autobiography, *From Harper Valley To The Mountain Top*, in which she reveals the conniving efforts of several men who attempted to use her pre-"Harper Valley" ambitions and her post-"Harper Valley" naivete for their own sexual and monetary gratification. Although she strayed far from the girlish innocence of her early teens in Anson, Texas, she clung, somewhat miraculously, to a weak religious foundation that gradually strengthened through an underlying curiosity and faith in the powers that be. The book is an excellent profile of a misguided fledgling artist whose drive for a successful career upended her vulnerable and gullible nature, and her candid admissions of unfaithfulness and confusion underscore the alternatives which have since occurred in her personal life. *From Harper Valley...*, with its melodramatic plot and sordid picture of Music Row executives, could be adapted quite easily into a motion picture. If some of the activities that are so explicitly described within the pages of Riley's manuscript are somewhat common occurrences in various circles within the industry, it's a sad reflection indeed on the nature of the game.

**GATLIN DYIN' IN GENERAL HOSPITAL** — Well, you could call it an accident since it wasn't originally intended, but *General Hospital* is using Larry Gatlin's "I've Done Enough Dyin' Today" as a theme for one of the show's characters, Luke. Gatlin happens to be a friend of Tony Geary, who plays the role, and played the song for the actor, who, in turn, introduced it to the series' music director, Jill Phelps. From there, it wound up in the hands of producer Gloria Monty, and, after use as a backdrop in a couple of the soap's scenes that involved Geary, the song has drifted toward a thematic



**WARINER AT WONDERWALL** — Steve Wariner recently presented a Peavey T-60 guitar to contest-winner Fred Courtaney at Indianapolis' Wonderwall Records. The guitar is the same model as the red six-string portrayed on the cover of Wariner's self-titled debut album. Pictured are (l-r): Courtaney; Wariner; and Gary Himes, WIRE/Indianapolis.

apparently is working toward a label deal with several companies interested, but, in the meantime, he's produced a single for Nebraska buddy Max Cooley, "Neely's Bend Road."

**THERE GOES THE NEIGHBORHOOD** — Cash Box is quickly being surrounded by a bevy of welcomed neighbors in the publication's Nashville headquarters, located in the Joe Talbot building on Music Row. The newly formed arm of the Jim Halsey Company, headed by Jerry Flowers, moved in across the hall several weeks ago, and last week, Sylvia began setting up quarters next door. The remaining office will be occupied as of March 1 by Lee Greenwood.

**THINGS ARE HOPPING DOWN AT BRIARPATCH** — Much activity is taking place at Debdave/Briarpatch Music, where two new American Society of Composers, Authors and Publishers (ASCAP) companies — Mallven Music, Inc., and Cottonpatch Music — were recently established to complement the existing firms. Joe Cocker was in town last week recording a Debdave tune, "Crazy In Love," with producer Stuart Levine at the House of David, while ABBA vocalist Agnetha Faltskog is working on a solo project with Mike Chapman, where she covered "Once Burned, Twice Shy." Additional tracks that can be expected from the company include a Dave Mason cut, a Moe Bandy/Becky Hobbs duet and the title cut to Don Williams' next album, "Yellow Moon," written by newly-signed Spady Brannan.

**GOOD-BYE RANDY** — Randy's Roost, the record mastering facility located on the ground floor of the RCA building, will have a new name as of March 1, which studio owner Randy Kling hopes will gain a more professional image for the company. Disc Mastering, Inc. (somehow it's just not as cocky), will not be affected in any other areas of its operation, including ownership, personnel and equipment. Included among the acts that have been mastered there are Alabama, John Denver, Waylon Jennings, Cristy Lane, Loretta Lynn, Barbara Mandrell, Dolly Parton, Elvis Presley, Charley Pride, Jerry Reed and George Strait.

**FLEXING THE MUSCLES** — Mickey Buckins, a veteran studio player in the area, has been named to fill the position left open on the Muscle Shoals Music Assn. (MSMA) board of directors, which became vacant when guitarist Travis Wammack tendered his resignation. Songwriter Tommy Brasfield ("There's No Gettin' Over Me") also recently became the first Muscle Shoals writer appointed to the ASCAP Southern Writers Advisory Committee.

**JUBILEE SET FOR PBS** — A three-hour country music special, *Country Music Jubilee*, has been set for national airing in March as a sequel to *Down Home Country Music*, which won the gold medal for Best Network Music Program during the International Film and TV Festival in New York. The lineup for the show will include Ricky Skaggs, The Charlie Daniels Band, Larry Gatlin & The Gatlin Brothers Band, Janie Fricke, Lacy J. Dalton, Tom T. Hall, and Jerry Reed.

**CONGRATULATIONS** — to Albert Jolson and Victoria Robertson, who were married in Las Vegas Feb. 13. Jolson is head of A1 Jolson Enterprises, and his new wife is a singer who received an award from the British Arts Council in 1977 for her abilities in opera. The couple will live in Nashville.

**McDOWELL RAISES \$18,000** — Ronnie McDowell, whose cover of Karla Bonoff's "Personally" was just recently released as the first single from his forthcoming album, debuted his new road show during a benefit concert in his hometown, Portland, Tenn. The show raised more than \$18,000 for Friends For Health.

tom roland

# TOP 100 COUNTRY SINGLES

February 26, 1983

	Weeks On Chart	2/19	Chart		Weeks On Chart	2/19	Chart		Weeks On Chart	2/19	Chart							
<b>1</b>				<b>IF HOLLYWOOD DON'T NEED YOU</b> DON WILLIAMS (MCA-52152)	3	12		<b>35</b>				<b>YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING</b> REBA McENTIRE (Mercury/PolyGram 810 338-7)	41	5				
<b>2</b>				<b>FAKING LOVE</b> T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)	2	15		<b>36</b>				<b>INSIDE</b> RONNIE MILSAP (RCA PB-13362)	17	15				
<b>3</b>				<b>WHY BABY WHY</b> CHARLEY PRIDE (RCA PB-13397)	1	13		<b>37</b>				<b>I LOVE HOW YOU LOVE ME</b> GLEN CAMPBELL (Atlantic America 7-9930)	42	7				
<b>4</b>				<b>LAST THING I NEEDED FIRST THING THIS MORNING</b> WILLIE NELSON (Columbia 38-03385)	5	13		<b>38</b>				<b>PERSONALLY</b> RONNIE McDOWELL (Epic 34-03526)	44	5				
<b>5</b>				<b>THE ROSE</b> CONWAY TWITTY (Elektra 7-69854)	7	10		<b>39</b>				<b>WHAT SHE DON'T KNOW WON'T HURT HER</b> GENE WATSON (MCA-52131)	21	17				
<b>6</b>				<b>STILL TAKING CHANCES</b> MICHAEL MURPHEY (Liberty P-B-1468)	6	6		<b>40</b>				<b>WHATEVER HAPPENED TO OLD-FASHIONED LOVE</b> B.J. THOMAS (Cleveland Int'l/Epic 38-03492)	51	3				
<b>7</b>				<b>I WOULDN'T CHANGE YOU IF I COULD</b> RICKY SKAGGS (Epic 34-03482)	10	10		<b>41</b>				<b>BREAKIN' IT</b> LORETTA LYNN (MCA 52158)	45	5				
<b>8</b>				<b>SOMEBODY'S ALWAYS SAYING GOODBYE</b> ANNE MURRAY (Capitol P-B-5183)	8	15		<b>42</b>				<b>IF THAT'S WHAT YOU'RE THINKING</b> KAREN BROOKS (Warner Bros. 7-29789)	48	5				
<b>9</b>				<b>VELVET CHAINS</b> GARY MORRIS (Warner Bros. 7-29853)	9	14		<b>43</b>				<b>RAINBOWS AND BUTTERFLIES</b> BILLY SWAN (Epic 34-03505)	49	5				
<b>10</b>				<b>EVERYTHING'S BEAUTIFUL</b> DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)	12	12		<b>44</b>				<b>AMERICAN MADE</b> OAK RIDGE BOYS (MCA-52179)	74	2				
<b>11</b>				<b>C.C. WATERBACK</b> GEORGE JONES/MERLE HAGGARD (Epic 34-03405)	11	12		<b>45</b>				<b>THOSE WERE THE DAYS</b> GARY STEWART & DEAN DILLON (RCA PB-13401)	50	7				
<b>12</b>				<b>DIXIELAND DELIGHT</b> ALABAMA (RCA PB-13446)	13	3		<b>46</b>				<b>JOSE CUERVO</b> SHELLY WEST (Warner/Viva 7-29778)	58	3				
<b>13</b>				<b>SHINE ON</b> GEORGE JONES (Epic 34-03489)	14	7		<b>47</b>				<b>A GOOD NIGHT'S LOVE</b> TAMMY WYNETTE (Epic 34-03384)	25	12				
<b>14</b>				<b>SWINGIN'</b> JOHN ANDERSON (Warner Bros. 7-29788)	16	6		<b>48</b>				<b>I CAN'T GET OVER YOU</b> BANDANA (Warner Bros. 7-29831)	31	12				
<b>15</b>				<b>HONKYTONK MAN</b> MARTY ROBBINS (Warner/Viva 7-29847)	19	10		<b>49</b>				<b>TALK TO ME</b> MICKEY GILLEY (Epic 34-03326)	34	16				
<b>16</b>				<b>'TIL I GAIN CONTROL AGAIN</b> CRYSTAL GAYLE (Elektra 7-69893)	4	15		<b>50</b>				<b>THE FOOL IN ME</b> SONNY JAMES AND SILVER (Dimension DS 1040)	40	10				
<b>17</b>				<b>AIN'T NO TRICK</b> LEE GREENWOOD (MCA-52150)	18	12		<b>51</b>				<b>FINDING YOU</b> JOE STAMPLEY (Epic 34-03558)	66	2				
<b>18</b>				<b>WHEN I'M AWAY FROM YOU</b> THE BELLAMY BROTHERS (Elektra/Curb 7-69850)	20	7		<b>52</b>				<b>THE JIM REEVES MEDLEY</b> JIM REEVES (RCA PB-13410)	43	8				
<b>19</b>				<b>I HAVE LOVED YOU, GIRL</b> EARL THOMAS CONLEY (RCA PB-13414)	23	7		<b>53</b>				<b>DON'T PLAN ON SLEEPING TONIGHT</b> STEVE WARINER (RCA PB-13395)	48	13				
<b>20</b>				<b>WHEN YOU'RE NOT A LADY</b> JIM GLASER (Noble Vision NV-101)	22	15		<b>54</b>				<b>HOW LONG WILL IT TAKE</b> TENNESSEE EXPRESS (RCA PB-13423)	60	4				
<b>21</b>				<b>WE'VE GOT TONIGHT</b> KENNY ROGERS & SHEENA EASTON (Liberty P-B-1492)	28	5		<b>55</b>				<b>AFTER THE LAST GOODBYE</b> GUS HARDIN (RCA PB-13445)	75	2				
<b>22</b>				<b>FEELS RIGHT</b> TANYA TUCKER (Arista AS 0677)	24	15		<b>56</b>				<b>EASIER</b> SANDY CROFT (Angelsong ASB 1821)	59	11				
<b>23</b>				<b>HANGIN' AROUND</b> THE WHITES (Elektra 7-69855)	26	10		<b>57</b>				<b>NEVER ENDING SONG OF LOVE</b> THE OSMOND BROTHERS (Elektra 7-69883)	47	10				
<b>24</b>				<b>REASONS TO QUIT</b> MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)	27	7		<b>58</b>				<b>POOR BOY</b> RAZZY BAILEY (RCA PB-13383)	52	13				
<b>25</b>				<b>YOU DON'T KNOW LOVE</b> JANIE FRICKE (Columbia 38-03498)	29	7		<b>59</b>				<b>SAVE ME</b> LOUISE MANDRELL (RCA PB-13450)	—	1				
<b>26</b>				<b>GONNA GO HUNTIN' TONIGHT</b> HANK WILLIAMS, JR. (Elektra/Curb 7-69843)	30	5		<b>60</b>				<b>IT TAKES LOVE</b> BIG AL DOWNING (Team TRS 1004AS)	73	3				
<b>27</b>				<b>MY FIRST TASTE OF TEXAS</b> ED BRUCE (MCA 52156)	32	6		<b>61</b>				<b>THANK GOD FOR KIDS</b> OAK RIDGE BOYS (MCA-52145)	54	15				
<b>28</b>				<b>BORN TO LOVE ME</b> RAY CHARLES (Columbia 38-03429)	33	10		<b>62</b>				<b>FOOLIN'</b> JOHNNY RODRIGUEZ (Epic 34-03598)	—	1				
<b>29</b>				<b>SHADOWS OF MY MIND</b> LEON EVERETTE (RCA PB-13391)	15	14		<b>63</b>				<b>IF YOU'RE GONNA DO ME WRONG (DO IT RIGHT)</b> VERN GOSDIN (Compaet CP-102)	90	2				
<b>30</b>				<b>DOWN ON THE CORNER</b> JERRY REED (RCA PB-13422)	36	5		<b>64</b>				<b>FRIDAY NIGHT FEELIN'</b> VERN GOSDIN (A.M.I. 1312AA)	70	3				
<b>31</b>				<b>ALMOST CALLED HER BABY BY MISTAKE</b> LARRY GATLIN & THE GATLIN BROTHERS (Columbia 38-03517)	35	5		<b>65</b>				<b>TENDER LOVIN' LIES</b> JUDY BAILEY (Warner Bros. 7-29799)	76	3				
<b>32</b>				<b>SOUNDS LIKE LOVE</b> JOHNNY LEE (Elektra/Asylum 7-69848)	37	4		<b>66</b>				<b>THE WAYWARD WIND</b> JAMES GALWAY WITH SPECIAL GUEST SYLVIA (RCA PB-13441)	79	2				
<b>33</b>				<b>AMARILLO BY MORNING</b> GEORGE STRAIT (MCA-52162)	38	3		<b>67</b>				<b>TELL ME A WARM LIE</b> BARBARA ANN (Stargem SG2150)	67	4				
<b>34</b>				<b>SHAME ON THE MOON</b> BOB SEGER & THE SILVER BULLET BAND (Capitol PB-5187)	39	6		<b>68</b>				<b>I KNOW WHAT IT MEANS TO BE LONELY</b> BOBBY BRIDGES (Roxy 3011)	68	8				
												<b>69</b>				<b>TAKE IT ALL</b> RICH LANDERS (A.M.I. 1311AA)	71	5
												<b>70</b>				<b>UNFINISHED BUSINESS</b> LLOYD DAVID FOSTER (MCA-52173)	88	2
												<b>71</b>				<b>WHO'S GONNA KEEP ME WARM</b> PHIL EVERLY (Capitol P-B-5197)	91	3
												<b>72</b>				<b>TOUCH ME (I'LL BE YOUR FOOL ONCE MORE)</b> TOM JONES (Mercury/PolyGram 810 445-7)	—	1
												<b>73</b>				<b>STORM OF LOVE</b> CHANTILLY (F & L 523)	78	3
												<b>74</b>				<b>ONLY IF THERE IS ANOTHER YOU</b> MOE BANDY (Columbia 38-03309)	57	19
												<b>75</b>				<b>THE JUKEBOX NEVER PLAYS HOME SWEET HOME</b> JACK GREEN (EMH-0016)	81	3
												<b>76</b>				<b>I'LL NEVER GET THROUGH (MISSING YOU)</b> TERRI MILLER (Winner WN7482)	80	3
												<b>77</b>				<b>THERE'S STILL A LOT OF LOVE IN SAN ANTO</b> CONNIE HANSON & FRIEND (Soundwaves NSD/SW 4692)	77	5
												<b>78</b>				<b>YOU COULDN'T HEARD A HEART BREAK</b> RODNEY LAY (Churchill CR 94012)	55	8
												<b>79</b>				<b>THE LIGHT OF MY LIFE</b> TOMMY ST. JOHN (RCA PB-13405)	56	8
												<b>80</b>				<b>COUNTRY MUSIC NIGHTMARE</b> BOXCAR WILLIE (Main Street B954)	85	3
												<b>81</b>				<b>THIS COWBOY'S HAT</b> PORTER WAGONER (Warner/Vive 7-29772)	—	1
												<b>82</b>				<b>HELLO MORNING</b> JANECE (West W717)	83	2
												<b>83</b>				<b>LIKE NOTHING EVER HAPPENED</b> SYLVIA (RCA PB-13330)	64	18
												<b>84</b>				<b>(LOST HIS LOVE) ON OUR LAST DATE</b> EMMYLOU HARRIS (Warner Bros. 7-29898)	65	20
												<b>85</b>				<b>ONE FIDDLE, TWO FIDDLE</b> RAY PRICE (Warner Bros. 7-29830)	69	5
												<b>86</b>				<b>SOMEWHERE DOWN THE LINE</b> YOUNGER BROTHERS (MCA-52163)	—	1
												<b>87</b>				<b>LONELY EYES</b> BRICE HENDERSON (Union Station ST-1000)	93	2
												<b>88</b>				<b>REASONS TO BELIEVE</b> THE WRAY BROTHERS BAND (CIS Northwest Inc. CIS 3011-AM)	89	3
												<b>89</b>				<b>WHEREVER YOU ARE</b> THRASHER BROTHERS (MCA-52153)	72	7
												<b>90</b>				<b>GONE WITH THE WIND</b> RAMSEY KEARNEY (Safel SR 105)	92	3
												<b>91</b>				<b>LIVIN' ON MEMORIES</b> GARY WOLF (Columbia 38-03493)	—	1
												<b>92</b>				<b>KEEP ON PLAYIN THAT COUNTRY MUSIC</b> SIERRA (Musicom 52701)	—	1
												<b>93</b>				<b>CAROLINE'S STILL IN GEORGIA</b> THE COULTERS (Dolphin DS 45003)	—	1
												<b>94</b>				<b>WHERE DO YOU GO</b> STREETFEET (Triple T TT2001)	—	1
												<b>95</b>				<b>MY FINGERS DO THE TALKIN'</b> JERRY LEE LEWIS (MCA-52151)	61	11
												<b>96</b>				<b>RING THEM BELLS</b> BEN SANDERS (SOS 1012)	96	2
												<b>97</b>				<b>SHE WALKS IN HIS SLEEP</b> CAPITAL CITY BOYS (Compass C050)	82	5
												<b>98</b>				<b>GREEN TO BLUE</b> PETE RICHMOND (World Label Music, Inc. WLM 379)	84	3
												<b>99</b>				<b>SHE FEELS LIKE A NEW MAN TONIGHT</b> CLIFFORD RUSSELL (Sugartree ST 0509)	86	5
												<b>100</b>				<b>TODAY I STARTED LOVING YOU AGAIN</b> G.H. HAMILTON (TCR S45-01)	87	3

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

A Good Night's Love (House of Gold — BMI) . . . . .	47	How Long Will It Take (Hall-Clement c/o The Welk Music Group — BMI) . . . . .	54	Rainbows And Butterflies (Music City — ASCAP) . . . . .	43	The Jim Reeves (Vari Night — ASCAP) . . . . .	52
After The Last Goodbye (Fame/Rick Hall — ASCAP) . . . . .	55	I Can't Get (New Albany/Hoosier — ASCAP) . . . . .	48	Reasons To Believe (Hudson Bay — BMI) . . . . .	88	The Jukebox Never (Baray Inc./Mullet Corp. — BMI) . . . . .	75
Ain't No Trick (House of Gold — BMI) . . . . .	17	If Hollywood Don't Hall-Clement c/o Welk — BMI) . . . . .	1	Reasons To Quit (Shade Tree — BMI) . . . . .	24	The Light Of (Bill Hayes — ASCAP) . . . . .	79
Almost Called Her Baby (Larry Gatlin — BMI) . . . . .	31	If That's What (Gee Sharp — BMI) . . . . .	42	Ring Them Bells (Times Square — BMI) . . . . .	96	The Rose (Warner-Tamerlane — BMI) . . . . .	56
Amarillo By Morning (Cotillion/Terry Stafford/Admin. by Cotillion — BMI) . . . . .	33	If You're Gonna (Hookit/Blue Lake — BMI) . . . . .	63	Save Me (Rare Blue Inc. — ASCAP) . . . . .	55	The Wayward (Bibo/c/o Welk Group — ASCAP) . . . . .	66
American Made (Music City — ASCAP/Combine — BMI) . . . . .	44	I Have Loved (Blue Moon — ASCAP) . . . . .	19	Shadows Of My Mind (Hermitage — BMI) . . . . .	29	There's Still A Lot (Unichappell — BMI) . . . . .	77
Born To Love Me (Music City — ASCAP) . . . . .	28	I Know What (Dream City — BMI) . . . . .	68	Shame On The Moon (Coolwell/Granite — ASCAP) . . . . .	34	This Cowboys (Elektra Asylum/Brooks Bros. — BMI) . . . . .	81
Breakin' It (Music City, Inc. — BMI) . . . . .	41	I'll Never Get Through (Golden Horn — ASCAP) . . . . .	76	She Feels Like A New Man (House Of Gold — BMI) . . . . .	99	Those Were The Days (Tree/Forrest Hill — BMI) . . . . .	45
Caroline's Still In Georgia (Bibo — ASCAP) . . . . .	93	I Love How (Screen Gems-EMI — BMI) . . . . .	37	She Walks In His Sleep (Play/ATV — BMI) . . . . .	97	'Til I Gain Control (Jolly Cheeks — BMI) . . . . .	18
C.C. Waterback (Shade Tree — BMI) . . . . .	11	Inside (Lodge Hall — ASCAP) . . . . .	36	Shine On (Southern Nights — ASCAP) . . . . .	13	Today I Started Loving (Blue Book — BMI) . . . . .	100
Country Music Nightmare (Column II Music — BMI) . . . . .	80	It Takes Love (Metaphor — BMI/Simile — ASCAP) . . . . .	60	Somebody's Always Saying (Hall-Clement c/o Welk — BMI) . . . . .	8	Touch Me (ATV Music Corp. — BMI) . . . . .	72
Dixieland Delight (Sister John, Inc. — BMI) . . . . .	12	I Wouldn't Change (Peer Int'l — BMI) . . . . .	7	Somewhere Down (Old Friends — BMI/Golden Bridge — ASCAP) . . . . .	86	Unfinished Business (House of Gold — BMI) . . . . .	90
Don't Plan On (Arista/Gloria's Songs — ASCAP) . . . . .	53	Jose Cuervo (Easy Listening/Galleon Inc. — ASCAP) . . . . .	46	Sounds Like Love (Chappell/Bibo c/o The Welk Music Group —			

## MOST ADDED COUNTRY SINGLES

1. AMERICAN MADE — OAK RIDGE BOYS — MCA — 49 ADDS
2. SAVE ME — LOUISE MANDRELL — RCA — 39 ADDS
3. FOOLIN' — JOHNNY RODRIGUEZ — EPIC — 32 ADDS
4. TOUCH ME — TOM JONES — MERCURY — 29 ADDS
5. WHATEVER HAPPENED TO OLD FASHIONED LOVE — B.J. THOMAS — CLEVELAND INTERNATIONAL — 20 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. DIXIELAND DELIGHT — ALABAMA — RCA — 80 REPORTS
2. WE'VE GOT TONIGHT — KENNY ROGERS & SHEENA EASTON — LIBERTY — 63 REPORTS
3. DOWN ON THE CORNER — JERRY REED — RCA — 55 REPORTS
4. AMARILLO BY MORNING — GEORGE STRAIT — MCA — 55 REPORTS
5. YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING — REBA McENTIRE — MERCURY/POLYGRAM — 53 REPORTS

## SINGLES REVIEWS

### OUT OF THE BOX



**ROSANNE CASH** (Columbia 38-03705)  
*It Hasn't Happened Yet* (3:19) (Bug Music/Bilt Publishing — BMI) (J. Hiatt) (Producer: R. Crowell)

This third single from her impressive "Somewhere In The Stars" LP finds Rosanne Cash rambling through a saucy, spunky piece of infectious blues backed with a touch of Motown-influenced horns. Uninterested in an ex, Cash takes on a feeling of brash and indisputable independence in this tune through a display of raw energy captured by husband/producer Rodney Crowell.

### FEATURE PICKS

- JOHN CONLEE** (MCA 52178)  
*Common Man* (2:37) (Lowery Music Inc./Legibus Music/Captain Crystal Music Inc. — BMI) (S. Johns) (Producer: B. Logan)
- MERLE HAGGARD** (Epic 34-03723)  
*You Take Me For Granted* (2:40) (Shade Tree Music, Inc. — BMI) (L. Williams) (Producers: M. Haggard, R. Baker)
- WILLIE NELSON** (Columbia 38-03674)  
*Little Old Fashioned Karma* (3:17) (Willie Nelson Music Co. — BMI) (W. Nelson) (Producers: W. Nelson, B. Spears)
- CLAYTON CLAXTON** (Cinema cc101)  
*The Gone Side Of Goodbye* (3:17) (New Albany Music/Baray Music — BMI) (K. Blazy, D. Mitchell) (Producers: J. Dowell, M. Daniel)
- WAYNE CARSON** (EMH 0017)  
*1 Yr 2 Mo 11 Days* (2:52) (Shady Dell Music — BMI) (W. Carson, R. Reno) (Producer: C.O. Prods.)
- ROY CLARK** (Churchill CR 94017)  
*I'm A Booger* (3:00) (Tree Publ. Co. Inc. — BMI/Cross Keys — ASCAP) (R. Lane, J.M. Johnson, B. Jones) (Producers: R. Clark, J.B. Barnhill)
- EDDY ARNOLD** (RCA PB-13452)  
*The Blues Don't Care Who's Got 'Em* (3:18) (Hall-Clement Pub. — BMI/Bibi Music Pub. c/o The Welk Music Group — ASCAP) (D. Lee, W. Holyfield) (Producer: N. Wilson)

### NEW AND DEVELOPING

**THE YOUNGER BROTHERS** (MCA MCA-52183)  
*Somewhere Down The Line* (2:56) (Old Friends Music — BMI/Golden Bridge Music — ASCAP) (L. Anderson, C. Kelly) (Producer: R. Chancey)

James and Michael Younger have concocted a single that holds the same smooth, easy gracefulness as Poco, upholding the country/rock textures that made that band the longstanding and widely respected unit that it has become. While strong vocal harmonies and low-tuned guitars are the primary vehicles for the duo's moving rendition, the melody is the strongest one that the Youngers have had to work with yet, effectively, showcasing a poise and polish that are uncommonly well-developed for a new act.



## ALBUM REVIEWS

**TOUGHER THAN LEATHER** — Willie Nelson — Columbia QC 38248 — Producers: Willie Nelson, Bee Spears — List: None — Bar Coded

Nelson's skies have changed from blue to cloudy in this simply arranged concept LP that reflects his contemplation of the finality of the human existence during his illness in 1981. Recurring images of roses serve to outline the brooding nature of the work, structured as a western tale complete with gunfights and bar-room pianos, while his distinctive warbling further accentuates the plaintive ballads that dominate this effort. In essence, the entire LP is a well-constructed story that parallels his "Red-Headed Stranger" as an innovative piece that should easily bring a huge response from his legions of followers.

## THE COUNTRY MIKE

**SPOTLIGHT ON NEW REPORTERS** — Each week for the next several weeks Cash Box will spotlight one of the five new country reporting stations. This week we would like to introduce **KVOX-FM**/Moorhead, Minn. (K100). KVOX is a 100,000-watt full-time country FM with a 440-foot tower located just south of Moorhead. The station follows a "more music" type of format with five to eight minutes of news per hour. **Howard Hansen** serves as general manager, **Erick Cuntz** is sales manager, **Ken Donovan** acts as program director, and **Brandy Lee** is currently being trained to take over as music director. At this time, KVOX is involved in an album giveaway promotion designed to recycle the audience from day-part to day-part. The station line-up goes as follows: 6 to 10 a.m. is **Kenn Bennett**, 10 a.m. to noon is **Ken Donovan**, **Brandy Lee** covers the



midday shift from noon to 4 p.m., **Joe Warren** works the afternoon drive from 4 to 8 p.m., **Lauren Michaels** goes from 8 p.m. to midnight, and from midnight to 6 a.m. is **Pete Miller**. KVOX-FM is a member of the Forward Communication Corporation of Wausau, Wisc.

**BREAKFAST IS SERVED** — **WWVA**/Wheeling is serving the fourth annual Free Breakfast Feast Feb. 26 at the Ohio Valley Mall from 8 to 11 a.m. Over 8,700 people attended the breakfast in 1982, and **WWVA** sales manager **Fred Gardini** is hoping to have over 10,000 this year. During the previous years, the station's staff has prepared and served the food, but this year **Rax Restaurants** is participating, enabling the radio staff to serve a greater number of people more efficiently. This will also be made easier by the Ohio Valley Jaycees who have volunteered their services and will assist in serving as well as cleaning up. **WWVA** air personalities will be on hand to greet their listening audience, and the entire event will be broadcast live over **WWVA**. Food and other essentials are being supplied by various sponsors.

**M\*A\*S\*H PARTY BENEFIT** — **KWEN**/Tulsa, **KOTV-TV** and **Dukes Country Club** are promoting a party in honor of the last **M\*A\*S\*H** episode. Guests will be dressed in typical army attire, and contest prizes will be awarded to the male and female chosen as the best dressed. The party is scheduled for Feb. 28, and all proceeds go to the Children's Medical Center.

**STATION CHANGES** — **Art Greenburg** has been named to the position of national sales manager for **WHK**/Cleveland. Greenburg will be responsible for developing and coordinating all national spot and sport activity, as well as overseeing all local sport sales. He joined **WHK** in 1978 as an account executive, was then promoted to local sales manager and later appointed to his most recent position as national sports coordinator. Also at **WHK**, **Robert Stern** will be taking over the position of regional sales manager. Stern will be responsible for all statewide regional sales as well as helping to direct selective portions of local and political sales. Stern has been with **WHK** since 1978. Previously he had been account executive and media director for various Cleveland ad agencies and was promotion and advertising director for a local Cleveland radio station. **Ron Jones** has been elected vice president and general manager of **WHK**. Jones joined **Maltrite Communications Group, Inc.**, the Cleveland-based parent company of **WHK**, in 1974 and was appointed program director of the station. He became operations manager in 1979 and assumed his most recent position as station manager in 1981. . . . **Steve Dunn** has been named general manager at **KTOM**/Salinas. Previously, **Dunn** held the position of general manager and corporate sales manager for **KGA**/Spokane. . . . Effective immediately, **Jessica James** will be assistant program director at **WDAK**/Columbus and will cover the afternoon drive slot from 4 to 7 p.m. Most recently **James** was program director for **WRJZ**/Knoxville. Replacing her in the afternoon from 3 to 7 p.m. will be **Jim Wilson**, while **Bob Ziegler** is currently taking her place as program director.

juanita butler

## PROGRAMMERS PICKS

<b>David Haley</b>	<b>WJQS/Jackson</b>	<b>Oh No Not My Baby</b> — Taffy McElroy — MCA
<b>Paula Hooper</b>	<b>WMC/Memphis</b>	<b>American Made</b> — Oak Ridge Boys — MCA
<b>Paul Thorne</b>	<b>KUGN/Eugene</b>	<b>Jose Cuervo</b> — Shelly West — Warner/Viva
<b>Larry Byers</b>	<b>KFYO/Lubbock</b>	<b>Tenderness Place</b> — Karen Taylor-Good — Mesa
<b>Bill Pyne</b>	<b>WQYK/St. Petersburg</b>	<b>This Cowboy's Hat</b> — Porter Wagoner — Warner/Viva
<b>Andy Wilt</b>	<b>WTSO/Madison</b>	<b>Jose Cuervo</b> — Shelly West — Warner/Viva
<b>Marc Hahn</b>	<b>KTOM/Salinas</b>	<b>Foolin'</b> — Johnny Rodriguez — Epic
<b>Stan Davls</b>	<b>WVAM/Altoona</b>	<b>American Made</b> — Oak Ridge Boys — MCA
<b>Rhubarb Jones</b>	<b>WLWI/Montgomery</b>	<b>It's Written All Over You're Face</b> — Ronnie Dunn — Churchill
<b>Lee Manning</b>	<b>WCMS/Norfolk</b>	<b>Touch Me</b> — Tom Jones — Mercury
<b>Mike Buechler</b>	<b>KBMY/Billings</b>	<b>American Made</b> — Oak Ridge Boys — MCA

## TOP 15 ALBUMS

### Spiritual

### Inspirational

	Weeks On Chart	2/19
<b>1 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	1	22
<b>2 PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Title Cut	2	29
<b>3 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	3	42
<b>4 YOU BROUGHT THE SUNSHINE</b> THE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	7	16
<b>5 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II</b> (Myrrh MSB 6700) "I Know A Man"	6	22
<b>6 THE JOY OF THE LORD IS MY STRENGTH</b> DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-16008) "Pass Me Not"	9	6
<b>7 BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	4	31
<b>8 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	5	63
<b>9 I FEEL LIKE GOIN' ON</b> KEITH PRINGLE (Hope Song HS-2001) Title Cut	13	2
<b>10 SINCERELY</b> THE CLARK SISTERS (New Birth Records NEW-7058) "Name It, Claim It"	11	4
<b>11 THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "I Love The Lord"	12	23
<b>12 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6695) Title Cut	8	42
<b>13 MIRACLE MAN</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) "Built Me A Cabin In Glory"	—	1
<b>14 LORD MAKE ME OVER</b> THE BENNY CUMMINGS SINGERS (New Birth Records NEW-7057) "Hold Out"	10	6
<b>15 MIGHTY CLOUDS ALIVE</b> MIGHTY CLOUDS OF JOY (Myrrh MSB-6687) Unavailable At Press Time	15	5

	Weeks On Chart	2/19
<b>1 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	41
<b>2 STAND BY THE POWER</b> IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	3	16
<b>3 LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	2	26
<b>4 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	4	79
<b>5 PEACE IN THE VALLEY</b> B.J. THOMAS (Myrrh MSB-6710) Unavailable At Press Time	5	6
<b>6 THE LIVE CONCERT</b> DON FRANCISCO (Newbox NP 33128) Unavailable At Press Time	8	5
<b>7 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old-Fashioned Way"	6	59
<b>8 SPIRIT WINGS</b> JONI EARECKSON (World WSB-8878) Unavailable At Press Time	7	7
<b>9 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	10	43
<b>10 MORE POWER TO YA</b> PETRA (Star Song SSR0045) Unavailable At Press Time	12	6
<b>11 I SAW THE LORD</b> DALLAS HOLM (Greentree R3723) Title Cut	13	63
<b>12 MAINSTREAM</b> MICHAEL AND STORMIE OMARTIAN (Sparrow SPR1060) "Praise His Name And See It Happen"	—	1
<b>13 HE SET MY LIFE TO MUSIC</b> BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	—	1
<b>14 STEP OUT OF THE NIGHT</b> ANDRUS BLACKWOOD AND CO. (Greentree R3942) Title Cut	—	1
<b>15 MIRACLE</b> B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	9	63

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.

## Cash Box Gospel Chart Methodology To Include Radio

NASHVILLE — In its continuing efforts to improve its value to and coverage of the gospel industry, **Cash Box** debuts radio calculations in its gospel chart methodology with this week's issue. The only publication to print a weekly chart for both spiritual and inspirational gospel, **Cash Box** is now the only publication that reflects radio's weekly response, in addition to sales action.

The move will provide record companies and distributors with more immediate information on the most-programmed and top-selling gospel records in the nation, further enhancing the publication's stance in the gospel field. While alterations and additions will be made over the next several months in an attempt to associate the charts with the most credible and in-

fluent gospel broadcasters in the country, 18 stations have been selected initially on the basis of their influence in and commitment to the gospel industry.

Reporters for the spiritual charts include: WYCB/Washington, D.C., KMAX/Los Angeles, KIRL/St. Louis, WQIZ/Charleston, WCGL/Jacksonville, WTLC/Indianapolis, WWRL/New York, WQBH/Detroit and WKZK/Augusta.

Reporters for the inspirational charts include: WLIX/New York, WXIR/Indianapolis, KLYT/Albuquerque, WXLN/Louisville, WNDA/Huntsville, Al., KCFO/Tulsa, WCTN/Washington, D.C., KPBC/Dallas, WCRM/Chicago and WAEC/Atlanta.

## Sugar Creek To Sparrow

NASHVILLE — Sugar Creek has been signed to a long-term, worldwide recording contract with Sparrow Records, in conjunction with Texas-based Agape Force. First release under the past will be a \$4.98, six-song, self-titled "mini-LP."

## Major Record Labels Sue 130 Retailers For Illegal Tape Sales

(continued from page 6)

munications, Inc. (WCI). Acts whose recordings were allegedly pirated or counterfeited and sold included Foreigner, the Gap Band, Van Halen, Kenny Rogers, Diana Ross, Alicia Myers and Eddie Rabbitt. These tapes were found at small retail outlets in 20 counties.

"All the record companies came to us and asked us where the worst tape piracy area was, and we told them by far and away it was North Carolina," said RIAA anti-piracy special counsel Joel Schoenfeld. "All the companies wanted us to start doing something, but it was Warner Communications who gave the strongest push. So last fall, we put a lot of agents, including some from other areas, in North Carolina and had them go to small mom & pop stores, department stores and chains, and issued over 100 cease and desist orders to ones selling pirated and counterfeit tape." Ones who did not comply were named in the suits.

The RIAA reportedly concentrated its efforts in North Carolina because that state has a record of harboring tape counterfeiters and pirates. "Since 1970, we have constantly had more problems with tape in North Carolina than in any other part of the country," said Schoenfeld. "I couldn't really tell you why it happened there more than any other place."

Retail outlets were targeted by the RIAA this time because various agencies of the federal government could not cope with them. "The FBI has been concentrating its efforts at the manufacturers and major distributors and told us that they did not have the manpower to work on retailers, so we went after them," said Schoenfeld. "The FBI and the IRS are concentrating their efforts in New York, San Francisco and Southern California, which are the worst areas for distribution and manufacturing."

Defendants in the North Carolina case include Tom Jordan and Mrs. Allison, Western Photo Arts & Crafts, Cherokee; James and Peggy Joe Parton, Qualla Super 5&10, Cherokee; Kenneth Cuthbertson and Melitie Sneed, Tee Pee Twin, Cherokee; Jerry Gibby, Drexel Texaco Convenience, Morganton; Donald Parker, Parker's Grocery, Lumberton; Larry McCallum and James Dean, L&M Sound Center, Red Springs; Danny Moore and Jimmy Holland, Sippinaw Mini-Mart, Fuquay Varina; Mildred Grooms, 401 Mobil, Laurinburg; Jimmy Roland, Mid-

dlecreek 7-11, Raleigh; James & Phyllis Gibson, C.J.'s 7-11, Lumberton; Ned Barringer, Beverage Outlets, Inc., Ned's Outlet, Laurinburg; Ken Thomas, Thomas Mini Mart, Fuquay Varina; David Webb, B&W Food Mart, Rawford; David and Jeff Yount, Pappy's Market, Granite Falls; Leroy Miles, Midway Grocery, Raeford; Howard Fields, B&F TV Center, Maxton; Henry Wilson, Wilson's TV, Fuquay Varina; John Elmore and Barbara L. Osburn, Crossroads Quick Stop, Maiden; Gene Tompkins, Gene's Discount, Red Springs; Ernest Sampson and James Gibson, P.J.'s Grocery, Lumberton; James Lewis Verner, Pine St. Pawn Shop, Rockingham; James E. and Mrs. Jones, The St. Pauls Record Shop, St. Pauls; James Paul and Pamela Best, Paul's Lil Market, Warsaw; Ronnie Jarman, Jarman Oil Co., Beaulaville; Ray Carroll Smith, Ray's Service, Beaulaville; Joe W. Hayes, Smithfield Pawn Shop, Smithfield; Bill Parrish, Zodiac Pawn Shop, Smithfield; Thomas Goodson and Barbara Currin, 7-11, Creedmoor; John and Sam Thorpe, Thorpe's Main St. Music, Oxford; A.W. Taylor, Missing Link Exxon, Oxford; Earl Gooch and Curtis Brogden, Stevenson Grocery, Creedmoor; Roy Parrott, Parrott Convenient Foodmart, Oxford; Roy Vann and Richard F. Sauls, Sauls's Discount Electronics, Selma; Ralph and Sanfra Boydin, Cookie's Ice Cream, Zebulon; Rudy and Sarah Strickland, Strickland's Texaco, Bailey; Ernest and Bill Privette, Zebulon Auto Parts, Inc., Zebulon; Dennis Taylor, Taylor Grocery, Pinetops; Larry Coggins, Horton's Grocery, Fountain; Julius Rose and Wendy Bales, Tape City, Rocky Mount; Ken Collins and Jerry B. Shaw, Ken's Quickie Mart #2, Gibsonville; Ralph Bland, Ken's Quickie Mart #1, Gibsonville; Joe Rhem and Morris, Clyde Monett and Daughters, Pollockville; Lucy and William Leigh, Leigh's Stop and Shop, Elon College; Osborn and Timmy Coward, Pollockville Food Center, Pollockville; Carl Harris, Triangle Variety, Jacksonville; W.E. Hughes, Hawk's TV, New Bern; Durwood Padgett, Wades Phones Center, Jacksonville; Bob Fisher and Jean McIlwean, Beach Grove Mini Mart, New Bern; and Kenneth Cuthbertson, Little Cubs, Cherokee.

## Busch Boycott

(continued from page 12)

He maintained that if there was more "unanimity" in support for the boycott, there would clearly be more people openly supporting the demonstration.

However, NABOB's executive director Jim Winston said that the 115-member group voted to support Jackson's efforts during its annual convention held last September and that it planned to show support by airing public service messages about the issues involved and urge public support of boycott efforts.

This task might prove difficult given that some black-owned stations and radio syndicators do receive Anheuser-Busch ad dollars, such as the Los Angeles-Syndicate It, Inc. for its *Black History Notes* 90-second spots delivered to black stations, the more than 30 stations participating in the Budweiser Talent Showdown and stations which program syndicator Westwood One's Special Edition sequence hosted by Sid McCoy and sponsored by Anheuser-Busch's Michelob.

"All he asked our stations to do was to air programming concerning his boycott," said Winston. "While Budweiser is not a big advertiser on black radio, we doubt very much that it would give any programming to stations that support the boycott and we have not yet addressed the issue of whether we would boycott specific shows sponsored by Budweiser."

Syndicate It president and owner Bob Dockery does not express much enthusiasm for boycotting Budweiser.

(continued on page 30)

## Craig Resigns

(continued from page 5)

(through an association with Planet Records).

First joining the company in 1980 as managing director, RCA Records division, RCA Ltd. (U.K.), Craig was responsible for the reorganization of that company's A&R and marketing centers and the hiring of key executive personnel.

Prior to his stint at RCA, he spent almost 20 years with CBS, with his last position before joining RCA being senior vice president and general manager of Columbia Records. As head of the Columbia label, Craig had total responsibility for signing artists to the label and coordinating label marketing efforts for every release.

His career with CBS began in 1960 as part of the company's field staff. Craig held executive sales positions in the South, Midwest and Northeast regions. In 1972 he was named to the post of vice president of sales and distribution for CBS Records and two years later was promoted to vice president, marketing. In 1976 he was upped to vice president and general manager, marketing, for the company. He became a senior vice president in that role in 1977 before taking over Columbia in June 1978.



**NORWEGIAN HEAD** — Rune Hagberg has been named managing director of CBS Records Norway. He replaces Per Jennsen, who left the company to pursue other interests. Pictured at the celebration in Paris honoring Hagberg's appointment are (l-r): John Dolan, managing director, CBS Records International (CRI) Europe; Jennsen; Allen Davis, president, CRI; Hagberg; and Peter de Rougemont, senior vice president, CRI Europe.

## INTERNATIONAL DATELINE

### Canada

OTTAWA — **Loverboy** is in preproduction for its third album, but may tour Europe before recording or delay the release to make a full-scale foray across the ocean . . . **Carolynne Mas**, the New York rocker who had significant success in Canada on her first two Phonogram albums, only to sag considerably and be dropped after the third disc, is looking for independent distribution in Canada and Germany. She played a hotter than usual show here recently at Barrymore's . . . **Bryan Adams**, with his "Cuts Like A Knife" disc moving up the charts amid a cross-country tour with **Harlequin**, will probably roll up 200 tour dates before he gets his next rest . . . **Triumph** is also busy, with solid touring scheduled after nearly a year off. A live album will be next from them, probably by Christmas next . . . The Canadian Radio-television and Telecommunications Commission (CRTC) says it won't allow cable companies to enhance the audio signal from pay-TV on their FM radio services, except in cases where particular music programs require enhanced sound. That's a victory for musical producers, but a blow to the cable firms, who called the move a "surprising and damaging blow" . . . Only one month or so into 1983, and there's already some outstanding Canadian product, both from the **Bruce Allen** management stable. **Red Rider's** third album, "Neruda," is its best yet, and one of the few discs that can bear up under side-to-side listening over a stretch of time. Bryan Adams' third album, "Cuts Like A Knife," is the sharpest sounding rock disc to come out of this country in a long time. No way he'll miss. **kirk lapointe**

### United Kingdom

LONDON — Following the international success of Australian group **Men At Work**, all things Australian are being snapped up as the aforementioned have become the best natural ambassadors for their country. The latest Australian signing to Virgin

Records for the U.K. and Europe is another Aussie outfit, **Hunters & Collectors**, whose debut single, "Talking To A Stranger"/"Alligator Engine," will be released Feb. 25 . . . Another international signing to Virgin, this time from East Africa, is the Kenyan ensemble **Orchestra Super Mazembe**. Reputedly East Africa's most popular group, the band regularly plays 12-hour sets, with musicians alternating as others rest. First Virgin product from Mazembe is a debut LP, "Kaivaska," to be released at the end of the month . . . More international music sources: South American Andes-style music as played by the currently successful **Beggars Banquet** group **Incantation**, which is on the U.K. singles and LP charts with "Andes Pumsa/Desi" and "Cacharpaya," respectively, is set to hit the ballet world. Incantation is currently touring with the **Ballet Rambert** around the U.K. playing their traditional panpipe music to complement the Ballet's performance of "Ghost Dances," a dance based on the deadly dictatorial regimes in South America.

After achieving success with **Toni Basil** and **Toto Coelo** last year with an executive staff of three, **Radialchoice** managing director **Simon Lait** has just announced the appointment of **Kansas** manager **Bud Carr** to represent the label's management interests in the U.S.A. Lait has also confirmed two key staff appointments in the company's U.K. office: **Lois Graff**, formerly international coordinator with Capitol Records in London, joins as executive assistant to marketing director **Paul Clark**. **Caroline Freegard** joins **Radialchoice** as assistant to Lait. . . **Irwin Robinson** has just been appointed vice president of the Federation of Popular Music Publishers, joining **Hans Sikorski**, who continues as a vice president.

Top CBS Records U.K. priority act for '83 is the new avant garde rock outfit **Dead Or Alive**, which recently signed to the label for recording and to Chappell Music for publishing. **nick underwood**

## Copyright Law Review Set For Spring In Canada

by Kirk LaPointe

OTTAWA — A significant step towards revised copyright legislation is about to be made and new laws may be before the House of Commons for consideration this spring. Communications Department officials say.

Communication Minister Francis Fox and Consumer and Corporate Affairs Minister Andre Ouellet, the two cabinet members with responsibilities in the copyright field, were expected late last week to iron out "the final two or three areas" of minor differences between their staffs' studies on the matter, an aide in Fox's office said.

## Vid Rentals Plan Set For April Debut In Japan

by Kozo Otsuka

TOKYO — In an effort to control the unauthorized rental of prerecorded videocassettes, the Japan Video Software Assn. will begin a formalized nationwide system in April. A special committee made up of association members will preside over the program, which will involve a coordinated effort by software manufacturers and retailers.

Under the new plan, the association's Rental System Committee will serve a clearinghouse function — with both manufacturers and retailers wanting to enter the rental market being required to register with it. Manufacturers will be required to submit a list of the titles to be available, and retailers will have to be certified by the committee before formally receiving permission from the association to enter the rental business.

Permission from the association formalized in a contract, will also include the following restrictions:

- Rental of video software will be permitted for private use in the home only;
- The period of rental shall not exceed one year; and
- Any duplication of copying, screen showing, wireless or cable broadcasting, re-rental or re-sales, alteration of title or curtailment or any other modifications are prohibited.

The new system was developed, according to association president Tatsuro Ishida, to help promote the orderly growth of a rental market alongside the already existing one for sales. In addition, Ishida added, the system will also protect the copyrights of the manufacturers whose product is currently being rented without permission.

Draft legislation was expected to take four to six weeks. But introduction of the bill will wait until the next Commons session. That should take until the spring, because even though the House now is meeting, the government is expected to dissolve Parliament once a handful of bills still on the order paper are passed.

However, it is expected Prime Minister Trudeau will have the Commons adjourn only for two or three days, after which a new session will begin with the traditional speech from the throne. Among the items in that speech, which outlines government intentions in the coming session, will be copyright revision, broadcast revision and perhaps cultural policy revision.

The new copyright bill, other sources say, is expected to toughen penalties for copyright theft, including piracy, counterfeiting and bootlegging. The recording industry had been urging substantial revisions to the 1924 Copyright Act for several years.

Under existing laws, counterfeiters can be fined \$10 per unit to a maximum of \$200. A jail sentence is possible, but is rarely imposed.

Despite recent vigilance by the Canadian Recording Industry Assn. (CRIA) and its anti-piracy branch, the country's laws are a laughing stock internationally, and Canada has become the undisputed bootlegger and pirate haven.

The officials interviewed would not rule out a possible blank tape levy or a similar measure. Finance Department officials have frowned on that idea in the past, but Communications officials say the time may have come for new thinking on the matter.

"There's no way you're going to raise taxes at this time, but a levy is not a direct tax," one official said.

An aide to Fox would only say the new legislation "will definitely strengthen protection for the creator."

Communications and Consumer and Corporate Affairs officials have been thrashing out details of the proposed legislation for months following studies last year in their respective departments.

A recent Consumer and Corporate Affairs study favors a blank-tape levy, but only after more investigation of the issue.

How long the legislation takes to pass through the Commons and Senate and into law depends largely on the Progressive Conservative opposition.

"We may be looking at two years to pass the bill, but we're optimistic it would be quicker than that," the aide to Fox said.

## Int'l Certifications

NEW YORK — Several CBS Records International (CRI) albums have received acclaim abroad. "Toto IV," by Toto, has sold over one million units abroad and has achieved platinum status in Japan. At the same time, Canada, West Germany, Italy, The Netherlands, Belgium, Sweden and Switzerland have awarded the group's fourth album gold status.

## INTERNATIONAL BESTSELLERS

### Germany

- TOP TEN 45s**
- 1 Major Tom — Peter Schilling — WEA
  - 2 99 Luftballons — Nena — CBS
  - 3 You Can't Hurry Love — Phil Collins — WEA
  - 4 Do You Really Want To Hurt Me — Culture Club — Virgin
  - 5 Wot — Captain Sensible — A&M
  - 6 Die Sennerrln vom Konigssee — KIZ — CBS
  - 7 I Don't Wanna Dance — Eddy Grant — Ice
  - 8 Pass The Dutchie — Musical Youth — MCA
  - 9 Ich hab' dich doch lieb — Nicole — Jupiter
  - 10 Save Your Love — Renee And Renato — Ultraphone

- TOP TEN LPs**
- 1 Nena — CBS
  - 2 The Getaway — Chris de Burgh — A&M
  - 3 Odyssee — Udo Lindenberg und das Panikorchester — Polydor
  - 4 Famous Last Words — Supertramp — A&M
  - 5 Vun drinne noch drusse — BAP — Musikant
  - 6 Rock Classics — Peter Hofmann — CBS
  - 7 Hello, I Must Be Going — Phil Collins — Virgin
  - 8 Kissing To Be Clever — Culture Club — Virgin
  - 9 Adios Amor — Andy Borg — Papagayo
  - 10 Fur usszeschnlggel — BAP — Musikant

—Der Musikmarkt

### Italy

- TOP TEN 45s**
- 1 Words — F.R. David — CBS/Carrere
  - 2 Carletto — Corrado — Durium
  - 3 Your Eyes — Cook Da Books — Delta
  - 4 Hard To Say I'm Sorry — Chicago — WEA/Full Moon
  - 5 Canzone del Puffi — Cristina D'Avena — Five
  - 6 Non Siamo In Pericolo — Pooh — CGD
  - 7 Ballo Ballo — Raffaella Carrà — CGD/Hispanavox
  - 8 Piccolo Amore — Ricchi e Poveri — Baby
  - 9 Wot — Captain Sensible — CBS
  - 10 Who Can It Be Now — Men At Work — CBS

- TOP TEN LPs**
- 1 L'Arca Di Noe — Franco Battiato — EMI
  - 2 John Lennon Collection — John Lennon — EMI/Parlophone
  - 3 Ale O O' — Claudio Baglioni — CBS
  - 4 Via Tagliamento 1965-1970 — Renato Zero — RCA/Zerolandia
  - 5 Mamma Marla — Ricchi e Poveri — Baby
  - 6 Famous Last Words — Supertramp — CBS/A&M
  - 7 Momenti — Julio Iglesias — CBS
  - 8 Uh .Uh. — Adriano Celentano — CGD/Clan
  - 9 Love Over Gold — Dire Straits — PolyGram/Vertigo
  - 10 Itallana — Mina — PDU

—Musica e Dischi

### United Kingdom

- TOP TEN 45s**
- 1 Change — Tears For Fears — Mercury
  - 2 Down Under — Men At Work — Epic
  - 3 Too Shy — Kajagoogoo — EMI
  - 4 Sign Of The Times — Bellestars — Stiff
  - 5 Up Where We Belong — Joe Cocker/Jennifer Warnes — Island
  - 6 Africa — Toto — CBS
  - 7 Last Night A DJ Saved My Life — Indeeep — Sounds Of New York
  - 8 Billie Jean — Michael Jackson — Epic
  - 9 Wham! — Wham! — Innervision
  - 10 Electric Avenue — Eddy Grant — Ice

- TOP TEN LPs**
- 1 Business As Usual — Men At Work — Epic
  - 2 Night And Day — Joe Jackson — A&M
  - 3 Porcupine — Echo & The Bunnymen — Korova
  - 4 Hello, I Must Be Going! — Phil Collins — Virgin
  - 5 Fellne — The Stranglers — Epic
  - 6 Killer On The Rampage — Eddy Grant — Ice
  - 7 Thriller — Michael Jackson — Epic
  - 8 The John Lennon Collection — Parlophone
  - 9 The Art Of Falling Apart — Soft Cell — Some Bizarre
  - 10 Richard Clayderman — Delphine

—Melody Maker



**FENDER MAPS OUT PRO SOUND STRATEGY** — Members of the Fender Professional Sound Products team discuss plans for their market debut later this year. Pictured are (l-r): Roger Balmer, Fender vice president, sales/marketing/R&D; Steve Woolley, Fender marketing director, Professional Sound Products; Cal Perkins, Fender manager of audio products design; Bob Haigler, Fender engineering manager and electronics designer; and Roger Cox, head of R&D for the division at Fender's Fullerton, Calif. plant.

## Fender To Ship New Pro Sound Line On Oct. 1

by Michael Glynn

LOS ANGELES — On Oct. 1, Fender Musical Instruments is slated to ship the initial 16-20 products in its newly created Professional Sound Products Division to dealers. Representing five product categories — microphones, integrated sound mixers, loud speakers, power amplifiers and sound reinforcement (two buss) mixing consoles — the debut Fender Pro Sound series reflects more than a year of research and development on the part of Fender technicians to come up with "a line that will make sense, from the highest to the lowest priced product," according to marketing director Steve Woolley.

"We're presently doing evaluations right now on all categories," said Woolley, who only recently joined Fender, but has been involved with the project of putting the Pro Sound line together for more than a year as an outside consultant. "We spent a great deal of time going out and talking to people who use these products regularly — musicians, sound engineers, club owners — and we asked them questions about the

positives and negatives of existing equipment, as well as what types of features they'd like to see included. We didn't want to develop our products in a vacuum."

Fender had made a previous attempt to crack the pro sound market some years back, but it was admittedly unsuccessful. That effort came at a time when Fender's reputation began to sag after founder Leo Fender sold the company to CBS in 1965.

"It was perceived by most musicians that when CBS bought the company from Leon Fender the overall quality of Fender instruments declined," recalled Woolley. "It was a known fact that guitar players would walk into instrument stores asking for 'pre-CBS' Stratocasters, Telecasters or Precision or Jazz Bass models."

With their position as the leading, and certainly the most revered, seller of guitars in America threatened, the company underwent an executive housecleaning starting in early 1981, when John McLaren was named president of CBS Musical Instruments. McLaren, previously head of Yamaha International, set about instituting a five-year organizational plan, which began with the appointment of Bill Schultz as president of Fender/Rogers/Rhodes. Formerly president of Yamaha Musical Products, Schultz, among other things, cut Fender's dealer network drastically, from

(continued on page 30)

## SESSION MIX

While a lot of the country has been receiving plenty of snow in recent weeks, Hollywood and the greater Los Angeles area has been heating up... with quite a few new recording projects.

At **Sunset Sound**, engineer **David Leonard** has been working on editing a new single for Warner Bros. recording artist Prince, while Paul Anka has been doing overdubs for a forthcoming CBS Release with producer **Denny Diante**. **Larry Hirsch** engineered and **Bill Jackson** assisted. **Chrysalis'** Toni Basil has also been doing overdubs, with producer **Greg Mathieson** and Leonard engineering. Lou Ann Barton's sophomore album for Elektra is being mixed there, as well. **T-Bone Burnett** is the producer, with Hirsch engineering and **Bill Jackson** assisting. Among the others working at Sunset Sound are Dan Fogelberg, working on a 24-track live recording, engineered by **Marty Lewis** with assistant engineer **Peggy McCreary**, and Kenny Loggins, doing live tracking for a movie score, with **Ken Calliat** engineering and Leonard assisting.

Down the street at **Baby'O Recorders**, an all-star horn session was recently taped for an upcoming Kenny Rankin LP on the PCM label. Among the instrumentalists were Tom Scott, Ernie Watts, Bill Reichenbach, Slyde Hyde, Chuck Findley, Jim Horn and Jerry Hay. **Hank Cicalo** and **Pat Williams** produced.

Practically next door at **Group IV Recording**, Chaka Khan & Rufus were lay-

ing down vocal tracks with a live orchestra for a digital LP on WB, with **Russ Titelman** producing and **Elliott Scheiner** behind the boards. **Steve Bruger** assisted. Also at Group IV, Norman Granz has been mixing tracks for Dizzy Gillespie's new Pablo LP, with **Dennis Sands** engineering and **Andy D'Addario** assisting.

Out in the nearby San Fernando Valley, at **Sound City Studios** in Van Nuys, **Ronnie Dio**, formerly of Black Sabbath and Rainbow, has been producing his first solo LP for Warner Bros., with **Angelo Arcuri** engineering and **Ray Leonard** assisting. Also in at Sound City, **Rick Springfield** producing his new RCA LP, with coproducer and engineer **Bill Drescher** and **Rick Polkow** assisting. Geffen recording group Quarterflash has been back in for tracking, with producer **John Boylan** and engineer **Paul Grupp**. Leonard assisted.

In Nashville, at **Sound Emporium**, MCA-Nashville chief **Jim Fogelsong** has been producing the new Thrasher Brothers LP, with **Jim Williamson** engineering. Other MCA projects there include a single remix for Rob Parson by producer **Ed Penny**. In addition, Union Station recording artist Brice Henderson recently cut his second single for the label; **Scott Tutt** produced, with **Jon "Mr. Big" D'Amello** engineering.

In Philadelphia, at **Sigma Sound Studios**, a new local group called Rainbow has been cutting tracks for a project produced by **Norman Harris** and M.E.J. Productions. Other studio activity includes the recording of a new Pieces Of A Dream LP, produced by **Grover Washington, Jr.**

## Record Merchants Dig Out From Mid-Atlantic Blizzard

(continued from page 5)

Philadelphia, were closed Saturday; two were forced to shut down early Friday.

At the Record World/TSS chain based in Long Island, N.Y., merchandising supervisor Tom Pettit estimated a 40-50% loss in the storm week's business, though he noted that this figure was affected by Monday closings of some upstate New York stores due to another snowstorm. He said that only five of the chain's 43 stores were open at all on Saturday, and none of those put in an entire day's work. In addition, all except the Connecticut store closed early Friday.

Seven of the eight stores in Record Bar's district #1 closed Friday afternoon and all were shut Saturday. The district contains two outlets in Baltimore, where 23 inches of snow fell, and one each in West Virginia and the Pennsylvania locations of Butler, State College, Reading, Pottstown and Media. District supervisor Larry Hyjek estimated a 30% business shortfall for the week compared with figures from the same week a year ago. He noted that the storm was said to be the worst in Pennsylvania since 1888.

At the Record Bar chain's headquarters in Durham, N.C., publicity manager Elisabeth Stagg said that the storm also took its toll on four stores in District #13. The outlets in Lynchburg, Va., Winston-Salem, N.C., Mt. Hope, W. Va., and Bluefield, W. Va., all closed early Friday. The Lynchburg store remained shut on Saturday, while the other locations showed enough improvement to reopen. Stagg added that the last year's major January blizzard was more damaging to the Record Bar chain, since it had moved upwards from Atlanta.

### D.C. Hard Hit

Washington, D.C. area retailers seemed especially hard hit under 23 inches of snow. Clyde McElvene, general merchandise manager for the Lanham, Md.-based Harmony Hut chain, said that 80% of his stores were closed from Friday afternoon until Sunday and that the outlets in Charlottesville, Va., and Frederick, Md., stayed closed until late Monday. Only four of 25 stores were open on Saturday; five of the 22 that stay open Sunday were unable to open. "We figure that weekends are 40% of our business," said McElvene, estimating the weekend damage at 35% of a normal week.

Howard Appelbaum, vice president for the 19-store Kemp Mill chain, said that his stores "abandoned ship" at noon Friday, and that while all but three stores were open Saturday, business was off by 50-60%. According to Waxie Maxie's vice president David Blaine, all stores were directed to shut down at 1 p.m. Friday, and seven of the 18 stores stayed that way Saturday due to mall directives or because "the keys were unable to get to the store." He said that the week's figures were off 40% against the same week last year.

New York retailers showed surprising resilience in the face of the worst snowfall — 18-22 inches — since the great blizzard of 1947. Michael Tannen, manager for the 23rd St. Record Factory, cited "cabin fever" as the reason why his store and the 8th St. location did "surprisingly good, better than average" business after shoveling out for an hour on Saturday. "People decided to go outside and put on their boots and went shopping," he said, adding that the day's customers were "mostly locals, not the usual weekend business from the suburbs and Long Island." Record Factory's Brooklyn outfit, however, was closed. "They don't plow Brooklyn and Queens until after Manhattan and the Bronx," explained Tannen.

Ben Karol noted "a little irregularity" due

to his early Friday closings, and figured maybe a 25% decrease in weekend business at his Broadway and 42nd St. King Karol stores. But he said that his weekend at the 86th St. store, a "neighborhood store," was "terrific, better than normal."

In Harlem, Sikhulu Shange said Saturday was "horrible," but he opened on time and found "enough people walking around wanting to be part of the worst storm in 36 years to make it worth my coming out." Shange had stayed open Friday night until his usual closing time.

The Framingham-based Strawberries Records & Tapes chain was the least affected. "We saw no noticeable change in business," said advertising director Brad Hunt. "In fact, though six stores were closed, we had a great Saturday. Things were a little slow in the morning, but by noon the sun was out, the roads were open, and people were out in the street." One store did a \$5,000 day and chainwide figures were up over a year ago as well as better than the previous Saturday. The six closings were in Providence, R.I., Warwick, R.I., Springfield, Mass., Dedham, Mass., and two stores in Burlington, Mass.

Few merchants reported any stocking problems because of the storm. "We try to make certain that we have product by the weekend and have few receivings on Friday or Saturday," said Harmony Hut's McElvene. Record Bar's Hyjek expected this week's shipments out of North Carolina to be two days late but predicted no problems since stores usually had a 2½ week supply. Waxie Maxie's Blaine said that nothing was received Friday, but that day is usually light anyway. "A few things got through the door on Monday, but as a rule, Mondays are not heavy either. On Tuesday we did increase the frequency and length of our own truck runs."

Blaine was among several retailers who saw a strong recovery on Sunday and the first part of the week. "So far we're running at a clip that is up by the same amount as our loss from the storm," he said. Karol saw a "terrific" Monday due to either "catching up or Valentine's Day." Hyjek felt that school closings on Monday and Tuesday had increased the normal store traffic on those days, and Wee Three's Rosen credited a Monday upswing to the many state and city employees who were off in some places.

## Radio Shack Tapes

(continued from page 11)

looking for albums, you go in looking for solder. But they've enabled us, the artists, to circumvent the record companies by acting as distributors for our own, self-recorded product."

"Radio Shacks are so accessible," added Torrence. "They're in every mall around. Maybe they've never sold many records, but considering the number of outlets they have and their volume of advertising, if they got into it they could sell millions of units."

## RKO Licenses

(continued from page 16)

court upheld the FCC ruling for WNAC but remanded the other cases back to the FCC.

RKO subsequently appealed the Appeals Court's ruling to the U.S. Supreme Court, which, in April 1982, upheld the lower court decision. Legal technicalities, however, prevented the Supreme Court from ruling on RKO's other broadcast licenses, and their fate was to be decided by the U.S. Appeals Court. Last August, that Appeals Court told the FCC that it could accept competing applications for each radio station and WHBQ television, but not for WOR-TV or KHJ-TV.

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	2/19	<b>THRILLER</b> MICHAEL JACKSON (Epic QE 38112)	1 10
2		<b>LIONEL RICHIE</b> (Motown 6007ML)	2 20
3		<b>MIDNIGHT LOVE</b> MARVIN GAYE (Columbia FC 38197)	3 15
4		<b>FOREVER, FOR ALWAYS, FOR LOVE</b> LUTHER VANDROSS (Epic FE 38235)	4 20
5		<b>ALL THIS LOVE</b> DeBARGE (Motown 6012G)	6 18
6		<b>1999</b> PRINCE (Warner Bros. 9 23720-1F)	5 15
7		<b>TOUCH THE SKY</b> SMOKEY ROBINSON (Tamla/Motown 6030TL)	9 5
8		<b>GET LOOSE</b> EVELYN KING (RCA AFL 1-4337)	8 25
9		<b>CHAKA KHAN</b> (Warner Bros. 9 23729-1)	7 12
10		<b>COMPUTER GAMES</b> GEORGE CLINTON (Capitol ST-12246)	12 13
11		<b>PROPOSITIONS</b> THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	11 16
12		<b>TOO TOUGH</b> ANGELA BOFILL (Arista AL 9616)	19 6
13		<b>GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	15 38
14		<b>THE BEST IS YET TO COME</b> GROVER WASHINGTON, JR. (Elektra 9 60215-1)	13 12
15		<b>THE YOUTH OF TODAY</b> MUSICAL YOUTH (MCA-5389)	17 7
16		<b>DON'T PLAY WITH FIRE</b> PEABO BRYSON (Capitol ST-12241)	10 13
17		<b>TYRONE DAVIS</b> (Highrise HR 103)	16 10
18		<b>ON THE ONE</b> DAZZ BAND (Motown 6031) ML	23 4
19		<b>THE RHYTHM &amp; THE BLUES</b> ZZ HILL (Malaco MAL 7411)	20 12
20		<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	21 21
21		<b>THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST 12243)	14 18
22		<b>TO THE MAX</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	25 15
23		<b>JANET JACKSON</b> (A&M SP-6-4907)	18 18
24		<b>JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 1001)	24 18
25		<b>WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	22 24
26		<b>GREATEST HITS</b> RAY PARKER, JR. (Arista AL 9612)	28 11
27		<b>ALL THE GREAT HITS</b> THE COMMODORES (Motown 6028 ML)	27 13
28		<b>LIVE AND LET LIVE</b> AURRA (Salsoul/RCA SA 8559)	43 3
29		<b>LIVING MY LIFE</b> GRACE JONES (Island/Atco 7 90018-1)	29 12
30		<b>H2O</b> DARYL HALL & JOHN OATES (RCA AFL 1-4348)	34 10
31		<b>VANITY 6</b> (Warner Bros. 9 23716-1)	26 22
32		<b>AS ONE</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	30 22
33		<b>S.O.S. III</b> THE S.O.S. BAND (Tabu/CBS FZ 38352)	35 14
34		<b>SKYYJAMMER</b> SKYY (Salsoul/RCA SA-8555)	36 15
35		<b>BLUES IN MY BEDROOM</b> LYNN WHITE (Wayto/Peter Pan TAS 12121)	39 7
36		<b>SUE</b> BOBBY RUSH (Lajam LJ 0001)	42 5
37		<b>JEFFREY OSBORNE</b> (A&M SP-4896)	37 37
38		<b>TWO OF A KIND</b> EARL KLUGH/ROB JAMES (Capitol ST-12244)	31 16
39		<b>GIVE EVERYBODY SOME</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	40 13
40		<b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	32 20
41		<b>INSTANT FUNK V</b> INSTANT FUNK (Salsoul/RCA SA 8558)	52 3
42		<b>WOLF</b> BILL WOLFER (Constellation/Elektra 9 60187)	46 6
43		<b>SILK ELECTRIC</b> DIANA ROSS (RCA AFL-4386)	45 20
44		<b>HIMSELF</b> BILL COSBY (Motown 6026ML)	33 7
45		<b>HEARTBREAKER</b> DIONNE WARWICK (Arista AL 9609)	48 19
46		<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9602)	38 30
47		<b>LEARNING TO LOVE</b> RODNEY FRANKLIN (Columbia FC 38198)	47 6
48		<b>CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1)	51 17
49		<b>SECOND TO NUNN</b> BOBBY NUNN (Motown 6022)	50 21
50		<b>BACK TO THE FRONT</b> PETER BROWN (RCA AFL 1-4604)	60 2
51		<b>DONNA SUMMER</b> (Geffen GHS 2005)	53 30
52		<b>THE SUN STILL SHINES</b> SONNY CHARLES (Highrise HR 102)	41 12
53		<b>BLAST!</b> THE BROTHERS JOHNSON (A&M SP-4927)	49 11
54		<b>HARD TIMES</b> MILLIE JACKSON (Spring/PolyGram SP-1-6737)	44 16
55		<b>ONE MORE MOUNTAIN</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	65 2
56		<b>ICE 'N HOT</b> JERRY BUTLER (Fountain FR2-82-1)	56 21
57		<b>RIGHT BACK AT CHA!</b> DYNASTY (Solar/Elektra 9 60176-1)	61 13
58		<b>THE NIGHTFLY</b> DONALD FAGEN (Warner Bros. 9 23696-1)	59 13
59		<b>WILD NIGHT</b> ONE WAY (MCA-5369)	55 19
60		<b>SWEAT</b> THE SYSTEM (Mirage/Atlantic 7 90062-1)	— 1
61		<b>NEW DIRECTIONS</b> TAVARES (RCA AFL 1-4357)	62 23
62		<b>LIVIN' IN THE NEW WAVE</b> ANDRE CYMONE (Columbia FC 38123)	63 17
63		<b>VISIONS OF THE LITE</b> SLAVE (Cotillion/Atco 7 90024-1)	57 9
64		<b>THE BAD C.C.</b> CAHL CARLTON (RCA AFL 1-4425)	54 20
65		<b>TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	68 30
66		<b>LET ME IN YOUR LIFE</b> MARLENA SHAW (South Bay SB-1004)	72 2
67		<b>WINDSONG</b> RANDY CRAWFORD (Warner Bros. 9 60142-1)	71 37
68		<b>ENCHANTED LADY</b> ENCHANTMENT (Columbia FC 38024)	69 15
69		<b>IT'S GOOD TO BE HOME</b> HARRY RAY (Sugar Hill SH 269)	58 7
70		<b>KISSING TO BE CLEVER</b> CULTURE CLUB (Virgin/Epic ARE 38398)	— 1
71		<b>ALICIA</b> ALICIA MYERS (MCA-5181)	70 23
72		<b>FRICITION</b> CHOCOLATE MILK (RCA AFL-1-4412)	66 14
73		<b>MAN PARRISH</b> (Importe/12 MP-320)	— 1
74		<b>ZAPP II</b> ZAPP (Warner Bros. 9 23583-1)	64 30
75		<b>HERE WE GO AGAIN</b> BOBBY BLAND (MCA-5297)	67 34



**FREAKY GIGOLO** — Capitol recording artist O'Bryan recently stopped in at the label's Hollywood tower to sign copies of his current LP, "You And I," plus posters and pictures for a radio giveaway promotion at 15 local stations playing his "I'm Freaky" single. Pictured are (l-r): Varnell Johnson, vice president of A&R, black music division, Capitol; O'Bryan; Ronnie Johnson, manager of national R&B promotion, Capitol; Rusty Moody, director, national R&B promotion, Capitol.

## THE RHYTHM SECTION

**A SHOCK** — Al Perkins, manager of recording acts such as One Way, Al Hudson, Alicia Myers and Oliver, was found shot to death Feb. 13 in his Detroit offices. Perkins, 51, was killed by a single shot to his chest-abdomen area. Because there was no forced entry to the office, Detroit police are speculating that the manager may have been shot by someone he knows. According to some reports, there are several locks on the office door, and none were forced open. Perkins had a permit to carry a gun, but the weapon was reportedly in the glove compartment of his car at the time of the shooting.

**RETURN OF THE NATIVE** — In celebration of his 50th birthday, much-lauded producer Quincy Jones will return to his Seattle, Wash., hometown for a pair of special concerts aimed at raising funds for local schools. Saturday, March 12, Jones will appear with the Seattle Symphony and special guests Patti Austin, James Ingram and Ernie Watts during a show at the Paramount Theatre, a black tie affair to raise funds for his alma mater, Garfield High School, and the Seattle Central Community College. While tickets for the fund-raising affair will go for \$250 a pop, another concert by Jones will be held at the Seattle Arena at prices for the masses. Washington Gov. John Spellman and other dignitaries will honor Jones during a luncheon March 11 and will proclaim March 14 (the artist's B-Day) "Quincy Jones Day" in Washington.

**ENSHRINED** — B.B. King, Bobby Bland and Memphis Slim are slated to help the Smithsonian Institution celebrate "The Memphis Blues Tradition," April 29-May 1 at the National Museum of Natural History's Baird Auditorium in Washington D.C. In addition to the concerts by that aforementioned venerable line-up, discussions and films will highlight other activity, including a tribute to pioneer black radio broadcaster Nat D. Williams, famous for his *Amateur Night at Beale Street's Palace Theater* in Memphis. The event is part of the Smithsonian performing arts Program in Black American Culture. The Beale Street Jug Band with Laura Dukes, Hammie Nixon and Van Zula Hunt will also perform each concert night. Film and taped performances of Memphis artists like Gus Cannon, Sleepy John Estes, Furry Lewis and Bukka White will also be shown.

**YBPC UPDATE** — The Young Black Programmers (YBPC), in its recent newsletter, reported that WHUR, the Howard University commercial radio station, has launched a national syndication program. The syndicated shows, which are received via cassette by more than 50 stations, include: *Lifestyle '83*, a show on leisure living; *Health Report*, a program providing tips on health, beauty, dieting and exercise; *Did You Know*, a series of interesting facts about youth and the elderly; and *Investor's Guide*, a program dealing with investment possibilities for the black family. The YBPC newsletter also noted that the next meeting of the coalition would be April 9-10 at the Jackson Sheraton, Jackson, Miss. The YBPC, headed by president Randy Sterling of KGBC/Galveston, held its annual national meeting last November in Houston, Texas.

**'ATOMIC DOG' VID SET** — Well, George Clinton could never do anything simply. So the upcoming promotional video clip for his "Atomic Dog" 45 on Capitol Records, will feature the head funkateer performing his craft in the setting of an "Atomic Dog" video game, which is actually being developed along with the promo clip. To be produced by the staff at Homer & Assoc., pioneers of video animated graphics, the clip is scheduled to begin shooting Feb. 23 at the Sunset Gower studios in Hollywood, Calif., where a full-blown production of the "Atomic Dog" will be shot featuring Clinton, dancing girls and "gestures." As Homer & Assoc. spokesperson Claudia Becker put it, "The theme of the video clip is centered around the video game's theme, which is for the Atomic Dog to chase the proverbial cat, and believe me you can take that as many ways as you want." With George Clinton there's only one way to take it, funky. Homer & Assoc. was approached to do the video by Capitol, which has used the company on Steve Miller's "Abracadabra" promotional video and on the latest by hard rocker Billy Squier.

**SUNNY EXCURSION** — He's from Nigeria, a place not known as a hot seed-bed of internationally commercial music. But King Sunny Ade and the African Beats have had U.S. audiences chanting for more despite limited exposure of his music in the States through radio, TV or print. Here to promote his latest LP, "Juju Music" on Mango Records, King Sunny left crowds in awe following dates in New York, Washington D.C., and Boston, stops he and the band made as part of their 25-city tour. The Nigerian troupe is to play Berkeley's Zellerbach Hall Feb. 25 and will also play Hollywood's Palladium while on the West Coast. King Sunny, actually a prince in the traditional ruling family of Nigeria's Ondo state, is set to release "Two Thousand Ade," his second Mango LP, during April. He has released more than 40 albums during his career.

**SHORT CUTS** — "Return of the Doo-Wop Girls" is the name of the *Gimme A Break* segment on NBC-TV that will feature RCA recording trio the Pointer Sisters. The sisters play long-time friends of series star Nell Carter, whom they visit after 15 years to make amends for an emotional rift. The segment was written by J. Stanford Parker and directed by Jim Drake.

michael martinez

# TOP 100 BLACK CONTEMPORARY SINGLES

February 26, 1983

	Weeks On Chart	2/19	Chart		Weeks On Chart	2/19	Chart		Weeks On Chart	2/19	Chart
<b>1</b> BILLIE JEAN	1	5		<b>35</b> GOT TO BE THERE	29	17		<b>68</b> YOU CAN'T RUN FROM MY LOVE	75	3	
MICHAEL JACKSON (Epic 34-03509)				CHAKA KHAN (Warnar Bros. 7-29881)				STEPHANIE MILLS (Casablanca/PolyGram 810 336-7)			
<b>2</b> OUTSTANDING	2	14		<b>36</b> LOVE ME RIGHT	31	14		<b>69</b> OUR LOVE WILL STOP THE WORLD	76	3	
THE GAP BAND				ARETHA FRANKLIN (Arista AS1023)				ERIC MERCURY & ROBERTA FLACK			
(Total Experience/PolyGram TE 8205)				<b>37</b> CHECK IT OUT	44	2		(Atlantic 7-89931)			
<b>3</b> I LIKE IT	8	12		<b>38</b> TURN TO ME	22	16		<b>70</b> HAVE IT YOUR WAY/GROOVIN'	—	1	
DeBARGE (Motown 1645)				MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN				THE S.O.S. BAND (Tabu/CBS ZS4 03527)			
<b>4</b> YOU ARE	5	6		(Highrise SHR-2004)				<b>71</b> LOVE'S A MERRY-GO-'ROUND	78	3	
LIONEL RICHIE (Motown 1657)				<b>39</b> ALWAYS ON MY MIND	39	6		JUICY (Arista AS 1032)			
<b>5</b> FALL IN LOVE WITH ME	6	6		SONNY CHARLES (Highrise SHR-2006)				<b>72</b> SHE'S GOT TO BE (A DANCER)	79	3	
EARTH, WIND & FIRE (Columbia 38-03375)				<b>40</b> I BELIEVE IN YOU AND ME	45	7		JERRY KNIGHT (A&M 2519)			
<b>6</b> BETCHA SHE DON'T LOVE YOU	3	16		THE FOUR TOPS				<b>73</b> LIFE IS SOMETHING SPECIAL	82	3	
EVELYN KING (RCA PB-13380)				(Casablanca/PolyGram NB 2353)				NEW YORK CITI PEECH BOYS			
<b>7</b> ARE YOU SERIOUS	4	15		<b>41</b> DO IT ANY WAY YOU WANNA	48	6		(Island/Atco 7-99926)			
TYRONE DAVIS (Highrise SHR-2005)				CASHMERE (Philly World 2009)				<b>74</b> WE'RE AT THE PARTY	81	3	
<b>8</b> I'VE MADE LOVE TO YOU A THOUSAND TIMES	9	6		<b>42</b> TRY AGAIN	51	3		DISCO FOUR (Profile PRO-5016)			
SMOKEY ROBINSON (Tamla/Motown 1655)				CHAMPAIGN (Columbia 38-03563)				<b>75</b> CAN I	86	2	
<b>9</b> PASS THE DUTCHIE	10	10		<b>43</b> SUCH A FEELING	43	10		ONE WAY (MCA-52164)			
MUSICAL YOUTH (MCA-52149)				AURRA (Salsoul/RCA S7 7043)				<b>76</b> MAKE YOUR BODY MOVE	83	2	
<b>10</b> ATOMIC DOG	18	5		<b>44</b> BABY GETS HIGH	35	7		BOHANNON (Compeat CP-103)			
GEORGE CLINTON (Capitol B-5201)				PETER BROWN (RCA PB-13413)				<b>77</b> NOBODY CAN BE YOU	88	2	
<b>11</b> SEXUAL HEALING	7	20		<b>45</b> IT'S RAINING MEN	47	12		STEVE ARRINGTON'S HALL OF FAME			
MARVIN GAYE (Columbia 38-03302)				THE WEATHER GIRLS (Columbia 38-03354)				(Atlantic 7-89876)			
<b>12</b> KNOCKOUT	14	15		<b>46</b> TOO HOT TO BE COOL	50	5		<b>78</b> LISTEN TO YOUR HEART	—	1	
MARGIE JOSEPH (HCRC WS 4 03337)				EBONEE WEBB (Capitol B-5181)				DIANE RICHARDS (Zoo York WS4 03535)			
<b>13</b> HEARTBEATS	12	11		<b>47</b> SPACE IS THE PLACE	49	7		<b>79</b> WE'VE GOT THE JUICE	89	2	
YARBROUGH & PEOPLES				JONZUN CREW (Tommy Boy 828)				ATTITUDE (RFC/Atlantic 7-89879)			
(Total Experience/PolyGram TE 8204)				<b>48</b> COME GIVE YOUR LOVE TO ME	56	4		<b>80</b> SO CLOSE	—	1	
<b>14</b> BAD BOY	11	13		JANET JACKSON (A&M 2522)				DIANA ROSS (RCA PB-13424)			
RAY PARKER, JR. (Arista AS 1030)				<b>49</b> THE WOMAN IN ME	57	6		<b>81</b> WORKING GIRL	—	1	
<b>15</b> TOO TOUGH	26	5		DONNA SUMMER (Geffen 7-29805)				CHERI (21/PolyGram T1 107)			
ANGELA BOFILL (Arista AS1031)				<b>50</b> YOU ARE IN MY SYSTEM	60	5		<b>82</b> BAD TIME TO BREAK UP	90	2	
<b>16</b> LAST NIGHT A D.J. SAVED MY LIFE	27	10		THE SYSTEM (Mirage/Atco WTG 7-99937)				WILLIAM BELL (Kat Family/CBS ZS4 03502)			
INDEEP (Sound Of New York, S.N.Y. 5102)				<b>51</b> ONE ON ONE	69	3		<b>83</b> SWING THAT SEXY THANG	38	7	
<b>17</b> THE GIRL IS MINE	13	16		DARYL HALL & JOHN OATES (RCA PB-13421)				CARL CARLTON (RCA PB-13406)			
MICHAEL JACKSON/PAUL McCARTNEY				<b>52</b> YOU'VE SAID ENOUGH	58	5		<b>84</b> NIPPLE TO THE BOTTLE	32	18	
(Epic 34-03288)				CENTRAL LINE (Mercury/PolyGram 76192)				GRACE JONES (Island/Atco 7-99963)			
<b>18</b> SINCE I LOST MY BABY	19	7		<b>53</b> ARE YOU GETTING ENOUGH HAPPINESS	53	7		<b>85</b> LADY IN RED	30	23	
LUTHER VANDROSS (Epic 34-03487)				HOT CHOCOLATE (EMI America 8143)				ALPHONSE MOUZON (Highrise SHR-2000)			
<b>19</b> MIND UP TONIGHT	15	15		<b>54</b> EVERY LITTLE BIT HURTS	59	6		<b>86</b> ALL I NEED	73	5	
MELBA MOORE (Capitol B-5180)				ELLIS HALL, JR. (HCRC HC7-31300)				SYLVESTER (Megatona 1005)			
<b>20</b> THE BEST IS YET TO COME	16	13		<b>55</b> I'M SO PROUD	61	6		<b>87</b> THAT'S THE WAY I FEEL 'BOUT YOUR LOVE	—	1	
GROVER WASHINGTON, JR. with PATTI LABELLE				JOHNNIE TAYLOR (Bavaryl Glen BG-2004)				RODNEY FRANKLIN (Columbia 38-03551)			
(Elektra 7-69887)				<b>56</b> GOT TO FIND MY WAY BACK TO YOU	64	3		<b>88</b> YOU CAN DO IT	52	11	
<b>21</b> I'M FREAKY	28	5		TAVARES (RCA PB-13433)				VAUGHAN MASON FEATURING BUTCH DAYO			
O'BRYAN (Capitol B-5203)				<b>57</b> LOOKING FOR THE PERFECT BEAT	62	5		(Salsoul/RCA S7 7042)			
<b>22</b> BABY, COME TO ME	23	18		SOUL SONIC FORCE (Tommy Boy TB-831)				<b>89</b> PEREZ PRADO-TITO PUENTE LATIN MEDLEY	—	1	
PATTI AUSTIN (Owest/Warner Bros. OWE50036)				<b>58</b> I JUST GOTTA HAVE YOU (LOVER TURN ME ON)	68	3		JOE CAIN AND THE RED PARROT ORCHESTRA			
<b>23</b> ON THE ONE FOR FUN	33	4		KASHIF (Arista AS 1042)				(Zoo York WS4-03504)			
DAZZ BAND (Motown 1659)				<b>59</b> NO STOPPIN' THAT ROCKIN'	65	4		<b>90</b> HE'S A PRETENDER	—	1	
<b>24</b> THE BEAT GOES ON	24	11		INSTANT FUNK (Salsoul/RCA S7 7041)				HI INERGY (Gordy/Motown 1662)			
ORBIT (Quality/RFC 7025)				<b>60</b> TAKE IT TO THE TOP	66	4		WUF TICKET (Prelude 644)	67	12	
<b>25</b> THE MESSAGE II (SURVIVAL)	25	7		RUFUS (Warner Bros. 7-29790)				<b>92</b> PAPA WAS A ROLLIN' STONE	42	10	
MELLE MEL AND DUKE BOOTEE				<b>61</b> I AM SOMEBODY	85	2		WOLF (Constellation/Elektra 7-69849)			
(Sugar Hill 594)				GLENN JONES (RCA PB-13435)				<b>93</b> HEART TO HEART	55	10	
<b>26</b> WE DON'T HAVE TO TALK (ABOUT LOVE)	21	11		<b>62</b> NEVER SAY I DO	84	2		KENNY LOGGINS (Columbia 38-03377)			
PEABO BRYSON (Capitol B-5188)				CLIFF DAWSON & RENEE DIGGS				<b>94</b> MY LOVE GROWS STRONGER (PART 1)	54	11	
<b>27</b> PAINTED PICTURE	20	14		(Boardwalk NB-12-173-1)				BLOODSTONE (T-Neck/CBS ZS4 03394)			
COMMODORES (Motown 1651)				<b>63</b> DO YOU REALLY WANT TO HURT ME	74	3		FIRST LOVE (C.I.M./CBS ZS4 03533)	80	4	
<b>28</b> PUT IT IN A MAGAZINE	17	22		CULTURE CLUB (Epic 34-03368)				<b>96</b> KEEP THE FIRE BURNING	87	7	
SONNY CHARLES (Highrise SHR-2001)				<b>64</b> IMAGINE	70	4		GWEN McRAE (Atlantic 7-89910)			
<b>29</b> MS. GOT-THE-BODY	37	2		RANDY CRAWFORD (Warner Bros. 7-29801)				<b>97</b> MIRDA ROCK	63	6	
CON FUNK SHUN (Mercury/PolyGram 76198)				<b>65</b> BODY MECHANIC	71	5		REGGIE GRIFFIN & TECHNOFUNK			
<b>30</b> SHE'S OLDER NOW	41	3		OUADRANT SIX (RFC/Atlantic 7-89892)				(Sweet Mountainal 2001)			
BETTY WRIGHT (Epic 34-03523)				<b>66</b> TRY MY LOVING (GIMME JUST ENOUGH)	—	1		<b>98</b> TRULY	46	20	
<b>31</b> 'TIL TOMORROW	40	2		KIDDO (A&M 2529)				LIONEL RICHIE (Motown 1644)			
MARVIN GAYE (Columbia 38-03589)				<b>67</b> DON'T EVER STOP CHASING YOUR DREAMS	77	3		SPINNERS (Atlantic 7-89922)	72	13	
<b>32</b> TONIGHT	—	1		RICHARD "DIMPLES" FIELDS				<b>100</b> GOT TO GET UP ON IT	91	7	
WHISPERS (Solar/Elektra 7-69842)				(Boardwalk 029-5-5)				BOBBY NUNN (Motown 1653)			
<b>33</b> YOU AND I	34	10									
GOODIE (Total Experience/PolyGram TE 8206)											
<b>34</b> LET LOVE SHINE	36	6									
SKYY (Salsoul/RCA S7 7045)											

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

All I Need (Warrick — ASCAP/Paquet — BMI) . . . . . 86	Heart To (Milk Money/Genevieve — ASCAP/ Foster Free — BMI) . . . . . 93	Publ. — BMI) . . . . . 29	The Beat Goes (Chris Marc-Cotillon — BMI) . . . . . 24
Always On My Mind (Screen Gems/Rose Bridge — BMI) . . . . . 39	Heartbeats (Total Experience — BMI) . . . . . 13	My Love Grows (Triple Three — BMI) . . . . . 94	The Best Is Yet (Assortad — BMI) . . . . . 20
Are You Getting Enough (Finchley — ASCAP) . . . . . 53	He's A Pretender (Chardax — BMI) . . . . . 90	Never Say I Do (Harrindur/Ensign — BMI) . . . . . 62	The Girl Is Mine (Mijac — BMI) . . . . . 17
Are You Serious (Content/Tiaura Ani Kiki — BMI) . . . . . 7	I'm Freaky (Big Train — ASCAP) . . . . . 21	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/Island — BMI) . . . . . 84	The Message II (Sugar Hill — BMI) . . . . . 25
Atomic Dog (Malbizi — BMI) . . . . . 10	I'm So Proud (Mighty Three — BMI) . . . . . 55	No Stoppin' (Lucky Three — BMI) . . . . . 59	The Woman In Me (Warner-Tamerlane/Rashida/Flying Dutchman/Sweet Harmony — ASCAP) . . . . . 49
Baby, Come To Me (Roadsongs — PRS) . . . . . 22	I've Made Love (Bertam — ASCAP) . . . . . 8	Nobody Can Be You (Konglather — BMI) . . . . . 77	'Til Tomorrow (April/Bugpia — ASCAP) . . . . . 31
Baby Gets High (Minong — BMI) . . . . . 44	I Am Somebody (Spectrum VII/Hindu — ASCAP) . . . . . 61	On The One For Fun (J. Regg — ASCAP/Hey Skimo — BMI) . . . . . 23	Tonight (Almo/Crimco — ACAP) . . . . . 32
Bad Boy (Raydiola — ASCAP) . . . . . 14	I Believe In (Manhattan Island/Sandy Linzer — BMI) 40	One On One (Hot-Cha/Unichappell — BMI) . . . . . 51	Too Hot To (Ebonye Webb/Cessess — BMI) . . . . . 46
Bad Time (Bell-Kat/Unichappell — BMI) . . . . . 82	I Just Gotta (Music Corp. of America/Kashif — BMI) 58	Our Love Will Stop (Teacense/CBS Songs/Mystery Man/Right Song — BMI) . . . . . 69	Too Tough (Gratitude Sky/Pologrounds — BMI) . . . . . 15
Betcha She Don't (Music Corp of America/Kashif — BMI) . . . . . 6	I Like It (Jobete — ASCAP) . . . . . 34	Outstanding (Total Experience — BMI) . . . . . 2	Try Again (Walkin — BMI) . . . . . 42
Billie Jean (Mijac — BMI) . . . . . 1	Imagine (MacLen — BMI) . . . . . 6	Painted Picture (Walter Orange/Snousie — ASCAP) 27	Try My Loving (Kidodo/J. Regg/Almo/Southern — ASCAP/Hey Skimo — BMI) . . . . . 66
Body Mechanic (Kathy's/Indulgent — BMI2) . . . . . 65	We Are Starbound — BMI) . . . . . 95	Papa Was A Rollin' Stona (Stone Diamond — BMI) 92	Turn To Me (Peer Int'l Corp/Jet D'eau/Cinescore — BMI) . . . . . 38
Can I (Perk's Duchess — BMI) . . . . . 75	It's Raining (Songs of Manhattan Island/Olga — BMI/Postvalda — ASCAP) . . . . . 45	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) . . . . . 9	We Don't Have (WB/Peabo — ASCAP) . . . . . 26
Check It Out (L.F.S. III/Spectrum VII — ASCAP) . . . . . 37	Keep The Fire (Warner-Tamerlane/It's The Song — BMI) . . . . . 96	Perez Prado (Zoo York Recordz — ASCAP) . . . . . 89	We're At A Party (Protoons, Inc./Eric Matthews — ASCAP) . . . . . 74
Come Give Your (Satellite III/Richer — ASCAP) . . . . . 48	Knockout (Mannish Kidd/Funtown — BMI) . . . . . 12	Put It In (Pari-Wex/Sun Hill — ASCAP) . . . . . 28	We've Got The Juica (Science/Lab — ASCAP) . . . . . 79
Do It Any Way You (Philly World/On The Move/SUJAA/Wizkid — BMI) . . . . . 41	Knockout (Mannish Kidd/Funtown — BMI) . . . . . 12	Sexual Healing (April — ASCAP) . . . . . 11	Working Girl (Hygroton/LoPressor/Gerapete — PRO) Canada) . . . . . 81
Do You Really Want (Virgin/Chappell — ASCAP) . . . . . 63	Lady In Red (Mouzon — ASCAP) . . . . . 85	She's Got To Be (Almo/Crimco — ASCAP) . . . . . 72	Ya Mama (Trumar/Mason-Malcolm — BMI) . . . . . 91
Don't Ever Stop Chasing (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing/Hense Forth — ASCAP) . . . . . 67	Last Night (Fools Prayer/Young Lions — BMI) . . . . . 16	She's Older Now (Danbet — ASCAP/Native Songs — BMI) . . . . . 30	You And I (Total Experience — BMI) . . . . . 33
Every Little Bit (Jobete — ASCAP) . . . . . 54	Let Love Shine (Alligator — ASCAP) . . . . . 34	Since I Lost (Jobete — ASCAP) . . . . . 18	You Are In My (Science Lab/Green Star — ASCAP) 50
Fall In Love (Saggifire/Yougoulei/Wenekewa — ASCAP) . . . . . 5	Life Is Something (Citi Peech/Dez Bee — BMI) . . . . . 73	So Close (Rosville — BMI/Mel-Day — ASCAP) . . . . . 80	You Can Do It (Silver Flute — BMI) . . . . . 88
Funny How Time (Tree/Tree Group — BMI) . . . . . 99	Listen To Your (Chappell/Pendulum — ASCAP) . . . . . 78	Space Is The Place (T.Boy/Boston — International ASCAP) . . . . . 47	You Can't Run From (Frozen Butterfly — BMI) . . . . . 68
Got To Be (Jobete/Glenwood — ASCAP) . . . . . 35	Looking For The Perfect (Shakin' Baker/T-Girl — ASCAP) . . . . . 57	Such A Feeling (Red Aurra — BMI) . . . . . 43	You've Said Enough (Warnar Bros./Copyright Control) . . . . . 52
Got To Find (Perren-Vibes, Inc. — ASCAP) . . . . . 56	Love Me Right (April/Uncle Ronnie's — ASCAP) . . . . . 36	Swing That Sexy (Bell Boy — BMI/Gratitude Sky — ASCAP) . . . . . 83	
Got To Get Up (Stone Diamond — BMI/Chaguanas — ASCAP) . . . . . 100	Love's A Merry-Go-Round (Tricky Track — BMI) . . . . . 71	Take It To The Top (Shoi/Watusushi/Overdue Adm. by Warner Bros./Masterjam — ASCAP) . . . . . 60	
Have It Your Way (Interior Adm. by Irving — BMI) . . . . . 70	Make Your Body Move (Raydiola — ASCAP) . . . . . 76	That's The Way I Feel (Maicabam — BMI) . . . . . 87	
	Mind Up (Mighty M — ASCAP) . . . . . 19		
	Mirda Rock (Sugar Hill — BMI) . . . . . 97		
	Ms. Got-The-Body (Val-ie Joe/Bee Germaine/Felstar		

MOST ADDED SINGLES

- 1. TONIGHT — WHISPERS — SOLAR/ELEKTRA**  
WPLZ, WEDR, WOKB, WDIA, WWIN, WCIN, WUFO, WWDM, WJMO, WGPR, WTLC, WLUM, WAWA, WRAP, WNHC, WILD, WIGO, WJLB, WDAO, KSOL, WMBX, WAIL, V103, KPRS, WRKS, KGFJ, KDAY, KDIA, WSOK, WUKQ, WLEL, WRBD
- 2. LISTEN TO YOUR HEART — DIANE RICHARDS — ZOO YORK**  
WWIN, WCIN, WJMO, WTLC, WLUM, WAWA, WPAI, WNHC, WILD, WATV, KPRS
- 3. SHE'S OLDER NOW — BETTY WRIGHT — EPIC**  
WPLZ, WDIA, WGPR, KOKA, WIGO, KSOL, KUKQ, KMJQ
- 4. WORKING GIRL — CHERI — 21/POLYGRAM**  
WOKB, WWIN, WCIN, WUFO, WILD, WDAO, WBMX, WRBD
- 5. NEVER SAY I DO — CLIFF DAWSON & RENEE DIGGS — BOARDWALK**  
WEDR, WDMT, WOKB, WJMO, WBMX, KPRS, WRBD
- 6. I AM SOMEBODY — GLENN JONES — RCA**  
WOKB, WCIN, WJMO, WATV, WAMO, WYLD
- 7. ONE ON ONE — DARYL HALL & JOHN OATES — RCA**  
WOKB, WTLC, KOKA, WJLB, WRKS, KDAY, WLEL

MOST ADDED ALBUMS

- 1. STEVE ARRINGTON'S HALL OF FAME I — ATLANTIC**  
WRBD, KGFJ, WDAO, WILD, WRAP, WTLC, WEDR
- 2. YES, WE'RE READY — UNLIMITED TOUCH — PRELUDE**  
WEDR, WTLC, WRAP, WATV, WDAO
- 3. MIKKI — EMERALD INTERNATIONAL**  
WRAP, WDAO, WSOK, WRBD

UP AND COMING

- THIS IS YOUR TIME — CHANGE — RFC/ATLANTIC**  
**STICKY SITUATION — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS**  
**THE WORD IS OUT — SUGAR HILL GANG — SUGAR HILL**  
**STREET KIDS — KOOL & THE GANG — DE-LITE/POLYGRAM**

BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — DeBARGE**  
 HOTS: Earth, Wind & Fire, Michael Jackson, D. Summer, P. Austin, Isley Brothers, Musical Youth, L. Richie, Gap Band, L. Vancross, M. Joseph, S. Charles, Goodie, Orbit, R. Griffin, T. Davis, Yarbrough & Peoples, M. Mel/D. Bootee, System, Culture Club, Hot Chocolate. ADDS: Change, Kool & The Gang, Whispers, M. McDonald, Instant Funk, G. Clinton, B. Nunn, After The Fire. LP ADDS: Michael Jackson, A. Bofill.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — DeBARGE**  
 HOTS: M. Joseph, Michael Jackson, Musical Youth, T. Davis, Earth, Wind & Fire, Orbit, M. Mel/D. Bootee, Soul Sonic Force, G. Clinton, Four Tops. ADDS: Quadrant Six, M. Gaye, B. Wright, Whispers, O'Bryan. LP ADDS: Prince.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — INDEEP**  
 HOTS: Whodini, Orbit, Kashif, Michael Jackson, Gap Band, L. Richie, C. Khan, Spinners, System, S. Robinson, Attitude, L. Vandross, Four Tops, Yarbrough & Peoples, S.O.S. Band, Cashmere, G. Clinton, M. Joseph, Musical Youth. ADDS: Whispers, T. Brunson, Joneses, Private Eye, DeBarge, Kleer, Love Exchange, D. Richards, State Of Grace, Secret Weapon, Dynasty, J. Taylor, Sinnamon, H. Ray, Sugar Hill Gang, N. Hendryx, M. Miller, Sequence, Cheri. LP ADDS: Gap Band, Experience Unlimited, Unlimited Touch, Lanier & Co.

**WILD — BOSTON — CHARLES CLEMONS, ACTING MP — #1 — LIONEL RICHIE**  
 JUMPS: 4 To 2 — Michael Jackson, 9 To 6 — Culture Club, 12 To 9 — D. Summer, 19 To 12 — G. Clinton, 16 To 13 — DeBarge, 28 To 16 — M. Gaye, 25 To 17 — Yarbrough & Peoples, 23 To 18 — ABC, 26 To 19 — Hall & Oates, 30 To 23 — Con Funk Shun, Ex To 25 — M. Moore, Ex To 26 — J. Osborne, Ex To 27 — R.D. Fields, Ex To 28 — Four Tops, Ex To 29 — The System, Ex To 30 — Glenn Jones. ADDS: Champaign, Whispers, C. Earland, Cheri, D. Richards. LP ADDS: Secret Weapon, S. Arrington.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — MICHAEL JACKSON**  
 HOTS: Indeeep, Musical Youth, L. Richie, Gap Band, J. Taylor, Earth, Wind & Fire, Jonzun Crew, DeBarge, Yarbrough & Peoples, M. Moore, C. Khan, M. Mel/D. Bootee, L. Vandross, Nairobi, Trouble Funk, Treacherous Three, P. Bryson, G. Clinton, Skyy, Red Parrot Orchestra, Kiddo, Forrest, Omni, Champaign, R. Crawford. ADDS: T. Brunson, Secret Weapon, Sugar Hill Gang, Kool & The Gang, D. Richards. LP ADDS: F. Kinney, R. Franklin.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — M. JOSEPH**  
 HOTS: G. Washington, Jr., DeBarge, Warp 9, Earth, Wind & Fire, P. Bryson, P. Brown, Aurra, R. Parker, Jr., W. Jackson, J. Taylor, G. Clinton, Indeeep, S. Robinson, L. Richie, Michael Jackson, Yarbrough & Peoples, Cashmere, Dazz Band, Orbit, Goodie, A. Bofill, Zapp, Glenn Jones, W. Bell. ADDS: Spyder D., Whispers, Cheri, E. Hall, Jr., T. Brunson, Juicy, Dawson & Diggs, P. Wynne.

**WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — G. CLINTON**  
 HOTS: Indeeep, Cashmere, Hall & Oates, ABC, Musical Youth, A. Cymone, Dazz Band, Bar-Kays, L. Richie, War, Orbit, Michael Jackson, S. Robinson, Juicy, S.O.S. Band, Brothers Johnson, P. Brown, Earth, Wind & Fire, A. Bofill, K. Loggins, Janet Jackson, G. Washington, Jr. ADDS: One Way, D. Warwick, Culture Club, Champaign, G. Howard, New York Citi Peech Boys.

**WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — MICHAEL JACKSON**  
 HOTS: Musical Youth, Dazz Band, S. Robinson, Indeeep, L. Richie, L. Vandross, S.O.S. Band, M. Mel/D. Bootee, Cashmere, Skyy, Central Line, Madonna. ADDS: D. Richards, Windjammer, Con Funk Shun, Glenn Jones, Cheri, Private Eye, Gentle Persuasion, S. Arrington, Whispers, Hi Inergy.

**WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — L. RICHIE**  
 HOTS: DeBarge, Michael Jackson, G. Clinton, Dazz Band, Earth, Wind & Fire, A. Bofill, K. Loggins, Weather Girls, S. Robinson, Yarbrough & Peoples, Hall & Oates, C. Cross, Culture Club, One Way, Sylvester, Soul Sonic Force, E. King, M. Gaye, Con Funk Shun, Kashif. ADDS: Goodie, Dawson & Diggs, D. Summer, O'Bryan.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — EARTH, WIND & FIRE**  
 HOTS: L. Vandross, Goodie, G. Clinton, Soul Sonic Force, M. Mel/D. Bootee, Yarbrough & Peoples, M. Joseph, P. Bryson, Four Tops. ADDS: Private Eye, M. Gaye, New York Citi Peech Boys, D. Richards, C. Dawson/R. Diggs, Glenn Jones, Whispers, Crash Crew, Juicy.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — R. PARKER, JR.**  
 HOTS: B. Nunn, Hot Chocolate, Cashmere, G. Clinton, System, A. Bofill, O'Bryan, Michael Jackson, S. Robinson, Mahogany, Dazz Band. ADDS: G. Kihn, J. Osborne, B. Wright, Tavares, Commoroers, H. Ray, Whispers, M. Miller, A. Franklin, T. Brunson, Falco, Man Parrish. LP ADDS: M. Moore, McFadden & Whitehead, Instant Funk.

**WJLB — DETROIT — J. MICHAEL MCKAY, MD**  
 HOTS: Janet Jackson, Earth, Wind & Fire, A. Bofill, P. Bryson, Cashmere, G. Washington, Jr., M. Moore, A. Franklin, C. Khan, E. King, Michael Jackson, Skyy, DeBarge, S. Mills, L. Vandross, L. Richie, S. Robinson, A. Cymone. ADDS: Dazz Band, Hall & Oates, S. Arrington, Whispers.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — M. MEL/D. BOOTEE**  
 JUMPS: 14 To 10 — Soul Sonic Force, 24 To 20 — W. Bell, 28 To 22 — Men At Work, 27 To 24 — R. Crawford, 29 To 26 — R.D. Fields, 30 To 27 — G. Clinton, 47 To 28 — K. Loggins, 39 To 32 — E. Mercury/R. Flack, 50 To 33 — Dazz Band, 43 To 39 — Montana Sextette, Ex To 48 — S. Arrington. ADDS: Forrest, C-Bank, Whispers, Tavares, Change, Felix & Jarvis, Janet Jackson, C. Dawson/R. Diggs, Cheri. LP ADDS: Mikki, S. Arrington.

**KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — MICHAEL JACKSON**  
 JUMPS: 9 To 4 — L. Richie, 8 To 5 — P. Bryson, 21 To 6 — Hall & Oates, 14 To 7 — Grace Jones, 15 To 8 — Earth, Wind & Fire, 18 To 10 — E. Hall, Jr., 19 To 11 — Orbit, Ex To 12 — Hall & Oates, 22 To 15 — A. Bofill, 24 To 16 — S. Robinson, 33 To 19 — Dazz Band, 37 To 20 — O'Bryan, 39 To 21 — Aurra, Ex To 22 — C. Carlton, 35 To 23 — J. Taylor, Ex To 24 — C. Dawson/R. Diggs, 31 To 25 — G. Washington, Jr., Ex To 26 — War, Ex To 28 — Instant Funk, Ex To 30 — Kiddo, Ex To 32 — Kashif, Ex To 33 — Secret Weapon, Ex To 34 — M. Mel/D. Bootee, Ex To 38 — Goodie, Ex To 39 — V. Mason. ADDS: Indeeep, Central Line, S.O.S. Band, B. Wright, Change, Bar-Kays, M. Pedicen, Jr. LP ADDS: Instant Funk.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — GAP BAND**  
 HOTS: B. Nunn, Cashmere, Orbit, G. Clinton, Michael Jackson, Indeeep, DeBarge, Earth, Wind & Fire, Central Line, Man Parrish, Aurra, Jonzun Crew, Treacherous Three, V. Mason, Skyy, R.D. Fields, One Way, S. Robinson, L. Richie, Rufus. ADDS: Whispers, Sugar Hill Gang, Hall & Oates, Windjammer, D. Richards, Starshine, Imagination, Kiddo. LP ADDS: Windjammer, Imagination, Earth, Wind & Fire, S. Arrington, Unlimited Touch.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — MICHAEL JACKSON**  
 JUMPS: 12 To 9 — E. Hall, Jr., 14 To 10 — Planet Patrol, 16 To 11 — Earth, Wind & Fire, 17 To 12 — G. Washington, Jr., 18 To 13 — Wuf Ticket, 19 To 14 — M. Mel/D. Bootee, 21 To 15 — Men At Work, 22 To 16 — B. Nunn, 23 To 17 — P. Bryson, 24 To 18 — C. Carlton, 26 To 19 — Cashmere, 35 To 20 — Dazz

Band, 27 To 21 — Weather Girls, 28 To 22 — First Love, 29 To 23 — T. Davis, 30 To 25 — L. Vandross, 31 To 26 — K. Loggins, 32 To 27 — D. Summer, 34 To 28 — L. Richie, 33 To 29 — Alfonso, Ex To 30 — G. Clinton, Ex To 31 — Quadrant Six, Ex To 32 — Amusement Park, 36 To 33 — Sylvester, 37 To 34 — Indeeep, 38 To 35 — Slave, 39 To 36 — S. Robinson, 40 To 37 — Red Parrot Orchestra, Ex To 38 — D. Henley, Ex To 39 — Wolf, Ex To 40 — System. ADDS: Windjammer, Whispers, Bohannon, R.D. Fields, Champaign, R. Franklin, C. Dawson/R. Diggs, Kool & The Gang, G. Harris, D. Richards, T. Brunson. LP ADDS: T. Davis, Lanier & Co.

**KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — MICHAEL JACKSON**  
 HOTS: Earth, Wind & Fire, G. Washington, Jr., Commodores, Men At Work, L. Richie, Toto, M. Joseph, Weather Girls, Indeeep. ADDS: Soul Sonic Force, Kashif, New York Citi Peech Boys, Fatback, Attitude, Rufus, Whispers, Hall & Oates, D. Summer, Tavares, Commodores.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — MICHAEL JACKSON**  
 HOTS: Gap Band, Musical Youth, M. Joseph, Indeeep, DeBarge, System, L. Richie, P. Bryson, Earth, Wind & Fire. ADDS: J. Taylor, Whispers, Lemelie, Sequence, Instant Funk, Soul Sonic Force, Change. LP ADDS: G. Van Buren, Lanier & Co., S. Arrington, G. Harris.

**WDIA — MEMPHIS — LARRY STEELE, MD**  
 HOTS: S. Robinson, G. Clinton, J. Taylor, L. Vandross, M. Joseph, Michael Jackson, L. Richie, Earth, Wind & Fire, P. Bryson, Ebonee Webb, T. Davis, M. Mel/D. Bootee, B. Nunn.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — MICHAEL JACKSON**  
 HOTS: S. Robinson, DeBarge, Earth, Wind & Fire, Gap Band, L. Richie, M. Joseph, M. Moore, Indeeep, Disco Four, G. Clinton, A. Bofill, Dazz Band, K. Loggins. ADDS: Whispers, Cashmere, Chocolate Milk, Tavares, D. Richards, Kool & The Gang.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — MICHAEL JACKSON**  
 HOTS: S. Robinson, L. Richie, Gap Band, D. Summer, Wolf, DeBarge, Earth, Wind & Fire, M. Joseph, M. Moore, E. Hall, Jr., A. Bofill, Indeeep, Dazz Band, E. Mercury/R. Flack, Champaign. ADDS: Con Funk Shun, Cashmere, Enchantment, Whispers, New York Citi Peech Boys, O'Bryan, D. Richards, Janet Jackson.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — MICHAEL JACKSON**  
 HOTS: Musical Youth, Indeeep, Soul Sonic Force, E. King, S. Robinson, Earth, Wind & Fire, D. Summer, Material, Gap Band, R. Parker, Jr., DeBarge, L. Vandross, Attitude, Yarbrough & Peoples, Duran Duran, G. Clinton, Dazz Band, O'Bryan, M. Joseph, A. Bofill. ADDS: Prince, Kiddo, Cashmere, Secret Weapon, Whispers, P. Brown, C. Manley, Family Players, Windjammer, D. Ross, After The Fire, Kashif, S. Arrington.

**WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — MICHAEL JACKSON**  
 HOTS: P. Bryson, Gap Band, L. Vandross, Earth, Wind & Fire, G. Washington, Jr., S. Robinson, Paris, R. Winters & Fall, Louisiana Purchase. ADDS: Central Line, D. Ross, C. Earland, Glenn Jones, The Time.

**WRKS — NEW YORK — BARRY MAYO, PD — #1 — HALL & OATES**  
 JUMPS: 7 To 3 — System, 10 To 7 — Starpoint, 16 To 10 — Mahogany, 22 To 18 — L. Richie, Ex To 20 — S. Robinson, 30 To 24 — Earth, Wind & Fire, 29 To 25 — C-Bank, Ex To 30 — DeBarge. ADDS: Men At Work, Spencer Jones, Hall & Oates, Whispers, S. Arrington.

**WRAP — NORFOLK — CHESTER BENTON, PD — #1 — MICHAEL JACKSON**  
 HOTS: Gap Band, Yarbrough & Peoples, L. Richie, E. King, M. Joseph, M. Mel/D. Bootee, P. Bryson, L. Vandross, Orbit, M. Moore, Goodie, Musical Youth, Michael Jackson, Earth, Wind & Fire, R. Griffin, B. Nunn, G. Clinton, DeBarge, S. Robinson. ADDS: P. Wynne, Nairobi, Whispers, D. Ross, Imagination, Quadrant Six, Sylvester, G. Chandler. LP ADDS: Mikki, S. Arrington, Unlimited Touch.

**WOKB — ORLANDO — BILLIE LOVE, PD — #1 — JONZUN CREW**  
 JUMPS: 7 To 2 — Goodie, 6 To 3 — Michael Jackson, 10 To 5 — Earth, Wind & Fire, 13 To 6 — Lionel Richie, 12 To 8 — L. Vandross, 16 To 9 — S. Robinson, 18 To 10 — M. Joseph, 19 To 14 — O'Bryan, 20 To 17 — G. Clinton, 21 To 16 — Quadrant Six, 24 To 19 — Ebonee Webb, 34 To 20 — DeBarge, 24 To 21 — A. Bofill, 38 To 23 — Indeeep, 30 To 24 — Zapp, 39 To 25 — Dazz Band, 35 To 28 — S.O.S. Band, 43 To 30 — S. Mills, 36 To 31 — R. Crawford, Ex To 32 — Janet Jackson, 47 To 33 — B. Wright, 40 To 34 — Instant Funk, 46 To 35 — Aurra, Ex To 36 — Skyy, 49 To 37 — Millie Jackson, Ex To 38 — Dynasty, Ex To 40 — Soul Sonic Force, Ex To 43 — Kashif, Ex To 44 — M. Gaye, Ex To 46 — Citispeak. ADDS: Hall & Oates, Cheri, Glenn Jones, S. Arrington, Whispers, Rufus, Tavares, Dawson & Diggs, M. Manchester. LP ADDS: Windjammer.

**KUKQ — PHOENIX — STEVE SMITH, PD — #1 — EARTH, WIND & FIRE**  
 HOTS: G. McCrae, S. Robinson, Michael Jackson, Con Funk Shun, C. Lynn, A. Bofill, R. Franklin, Skyy, Musical Youth, System, G. Clinton, M. Gaye, Dazz Band. ADDS: Prince, Whispers, ABC, Chocolate Milk, B. Wright, ATF, S. Mills, R.D. Fields, Berlin. LP ADDS: Secret Weapon, Thompson Twins.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — MICHAEL JACKSON**  
 JUMPS: 9 To 5 — A. Bofill, 15 To 10 — E. Hall, Jr., 25 To 12 — Cashmere, 31 To 21 — R. Franklin, 36 To 24 — Dazz Band, 33 To 25 — New York Citi Peech Boys, Ex To 29 — Hall & Oates, 40 To 30 — B. Wright, 34 To 31 — Four Tops, 37 To 33 — Chicago Gangsters, 38 To 35 — T.S. Monk, 39 To 36 — Oasis, Ex To 37 — E. Mercury/R. Flack. ADDS: Earth, Wind & Fire, One Way, O'Bryan, Kashif, S. Arrington, Glenn Jones, Disco Four, Sugar Hill Gang.

**WLE — RALEIGH — CHESTER DAVIS, PD — #1 — INDEEP**  
 HOTS: Gap Band, Con Funk Shun, Michael Jackson, G. Clinton, S. Robinson, M. Mel/D. Bootee, R. Parker, Jr., C. Khan, Kashif. ADDS: Whispers, Attitude, D. Ross, M. Miller, M. Gaye, Hall & Oates, Kiddo, Sugar Hill Gang. LP ADDS: J. Knight, Red Parrot Orchestra.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — R. PARKER, JR.**  
 HOTS: DeBarge, M. Joseph, J. Taylor, G. Washington, Jr., M. Mel/D. Bootee, Indeeep, Gap Band, Michael Jackson, Musical Youth. ADDS: Whispers, B. Wright, System, E. Mercury/R. Flack.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — MICHAEL JACKSON**  
 HOTS: R. Parker, Jr., DeBarge, Earth, Wind & Fire, P. Austin, Yarbrough & Peoples, M. Mel/D. Bootee, Musical Youth, G. Clinton, Weather Girls, C. Khan, Gap Band, K. Loggins, Indeeep, L. Richie, P. Bryson, M. Joseph, Culture Club, L. Vandross, Alfonso. ADDS: Hall & Oates, System, Tavares, B. Wright, Rufus, S.O.S. Band, B. Summers, M. Miller, Windjammer, Quadrant Six, T. Brunson, Gentle Persuasion, Red Parrot Orchestra. LP ADDS: C. Khan, DeBarge.

**WWDM — SUMTER — BARBARA TAYLOR, PD**  
 HOTS: J. Taylor, Gap Band, Michael Jackson, Yarbrough & Peoples, Bar-Kays, Goodie, Earth, Wind & Fire, Man Parrish, System, G. Clinton, A. Bofill. ADDS: Ah-Boo, R.J. Smith, Whispers, T. Brunson, Imagination, Change, M. Miller, L. Ritenour, M. Singleton, Sequence, Sugar Hill Gang, C-Bank, R. Crawford.

# CASH BOX TOP 100 ALBUMS

February 26, 1983

Title, Artist, Label, Number, Distributor

		Weeks On 2/19 Charts		Weeks On 2/19 Charts		Weeks On 2/19 Charts
<b>1 THRILLER</b>	MICHAEL JACKSON (Epic OE 38112) CBS	2	10	<b>35 MONEY AND CIGARETTES</b>	ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	48 2
<b>2 BUSINESS AS USUAL</b>	MEN AT WORK (Columbia ARC 37978) CBS	1	34	<b>36 GREATEST HITS</b>	LITTLE RIVER BAND (Capitol ST-12247) CAP	29 13
<b>3 THE DISTANCE</b>	BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	3	7	<b>37 FAMOUS LAST WORDS</b>	SUPERTRAMP (A&M SP-3732) RCA	28 16
<b>4 H<sub>2</sub>O</b>	DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	5	18	<b>38 CUT</b>	GOLDEN EARRING (21 T1-1-9004) POL	46 13
<b>5 BUILT FOR SPEED</b>	STRAY CATS (EMI America ST-17070) CAP	4	36	<b>39 LIVE EVIL</b>	BLACK SABBATH (Warner Bros. 9 23742-1 G) WEA	43 4
<b>6 LIONEL RICHIE</b>	(Motown 6007 ML) IND	6	19	<b>40 DAYLIGHT AGAIN</b>	CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	35 33
<b>7 GET NERVOUS</b>	PAT BENATAR (Chrysalis FV 41396) CBS	7	15	<b>41 MOUNTAIN MUSIC</b>	ALABAMA (RCA AHL1-4229) RCA	42 50
<b>8 FRONTIERS</b>	JOURNEY (Columbia OC 38504) CBS	18	2	<b>42 GREATEST HITS</b>	DAN FOGELBERG (Full Moon/Epic OE 38308) CBS	40 16
<b>9 HELLO, I MUST BE GOING</b>	PHIL COLLINS (Atlantic 80035-1) WEA	9	14	<b>43 FOREVER, FOR ALWAYS, FOR LOVE</b>	LUTHER VANDROSS (Epic FE 38235) CBS	41 20
<b>10 RIO</b>	DURAN DURAN (Harvest ST-12211) CAP	13	11	<b>44 HEARTLIGHT</b>	NEIL DIAMOND (Columbia TC 38359) CBS	44 20
<b>11 IV</b>	TOTO (Columbia FC 37728) CBS	14	46	<b>45 SPEAK OF THE DEVIL</b>	OZZY OSBOURNE (Jet ZX2 38350) CBS	36 12
<b>12 RECORDS</b>	FOREIGNER (Atlantic 7 80999) WEA	12	10	<b>46 I CAN'T STAND STILL</b>	DON HENLEY (Asylum EL-60048) WEA	39 26
<b>13 SPRING SESSION M</b>	MISSING PERSONS (Capitol ST-12228) CAP	10	18	<b>47 HIGH ADVENTURE</b>	KENNY LOGGINS (Columbia TC 38127) CBS	49 24
<b>14 COMBAT ROCK</b>	THE CLASH (Epic FE 37689) CBS	11	38	<b>48 HERE COMES THE NIGHT</b>	BARRY MANILOW (Arista AL 9610) IND	45 12
<b>15 THE NYLON CURTAIN</b>	BILLY JOEL (Columbia TC 38200) CBS	8	20	<b>49 SPECIAL BEAT SERVICE</b>	THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	50 19
<b>16 PYROMANIA</b>	DEF LEPPARD (Mercury 810 308-1 M-1) POL	22	3	<b>50 THE BEST IS YET TO COME</b>	GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	47 12
<b>17 FRIEND OR FOE</b>	ADAM ANT (Epic ARE 38370) CBS	17	18	<b>51 LOVE OVER GOLD</b>	DIRE STRAITS (Warner Bros. 9 23728-1) WEA	52 21
<b>18 ANOTHER PAGE</b>	CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	30	2	<b>52 ALWAYS ON MY MIND</b>	WILLIE NELSON (Columbia FC 37951) CBS	53 48
<b>19 JANE FONDA'S WORKOUT RECORD</b>	(Columbia CX2 38054) CBS	21	40	<b>53 AEROBIC SHAPE-UP II</b>	JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	68 10
<b>20 TRANS</b>	NEIL YOUNG (Geffen GHS 2018) WEA	15	6	<b>54 ALL THE GREAT HITS</b>	COMMODORES (Motown 6028 ML) IND	55 13
<b>21 AMERICAN FOOL</b>	JOHN COUGAR (Riva RVL 7501) POL	16	43	<b>55 THE SINGLES</b>	ABBA (Atlantic 80036-1-G) WEA	54 12
<b>22 KISSING TO BE CLEVER</b>	CULTURE CLUB (Virgin/Epic ARE 38398) CBS	31	13	<b>56 EVERY HOME SHOULD HAVE ONE</b>	PATTI AUSTIN (Owest/Warner Bros. OWS 3691) WEA	61 14
<b>23 NIGHT AND DAY</b>	JOE JACKSON (A&M SP-4906) RCA	24	23	<b>57 GET LUCKY</b>	LOVERBOY (Columbia FC 37638) CBS	56 68
<b>24 WORLDS APART</b>	SAGA (Portrait ARR 38246) CBS	25	18	<b>58 CODA</b>	LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	51 11
<b>25 THREE LOCK BOX</b>	SAMMY HAGAR (Geffen GHS 2021) WEA	27	10	<b>59 TOUCH THE SKY</b>	SMOKEY ROBINSON (Tamla/Motown 6030TL) IND	64 5
<b>26 LONG AFTER DARK</b>	TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	20	15	<b>60 THE EVER POPULAR TOR- TURED ARTIST EFFECT</b>	TODD RUNDGREN (Bearsvilla 23732-1) WEA	63 6
<b>27 1999</b>	PRINCE (Warner Bros. 9 23720-1F) WEA	26	15	<b>61 DAWN PATROL</b>	NIGHT RANGER (Boardwalk NB-33259-1) IND	79 6
<b>28 NEVER SURRENDER</b>	TRIUMPH (RCA AFL1-4382) RCA	34	5	<b>62 PONCHO &amp; LEFTY</b>	MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	74 5
<b>29 MIDNIGHT LOVE</b>	MARVIN GAYE (Columbia FC 38197) CBS	19	15	<b>63 MIRAGE</b>	FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	59 33
<b>30 THE YOUTH OF TODAY</b>	MUSICAL YOUTH (MCA-5389) MCA	38	7	<b>64 GREATEST HITS</b>	RAY PARKER, JR. (Arista AL 9612) IND	58 13
<b>31 EMOTIONS IN MOTION</b>	BILLY SOUIER (Capitol ST-12216) CAP	23	30	<b>65 TROUBLE IN PARADISE</b>	RANDY NEWMAN (Warner Bros. 9 23755-1) WEA	77 4
<b>32 OLIVIA'S GREATEST HITS VOL. 2</b>	OLIVIA NEWTON-JOHN (MCA-5347) MCA	33	22	<b>66 SINGLES — 45's AND UNDER</b>	SOUZZE (A&M SP-4922) RCA	72 12
<b>33 BEATITUDE</b>	RIC OCASEK (Geffen GHS 2022) WEA	37	6	<b>67 SCREAMING FOR VENGEANCE</b>	JUDAS PRIEST (Columbia FC 38160) CBS	65 33
<b>34 LEXICON OF LOVE</b>	ABC (Mercury SRM-4059) POL	32	26	<b>68 CHAKA KHAN</b>	(Warner Bros. 9 23729-1) WEA	57 12
				<b>69 CREATURES OF THE NIGHT</b>	KISS (Casablanca NBLP 7270) POL	70 13
				<b>70 SHOWTIME</b>	THE J. GEILS BAND (EMI America SO-17087) CAP	60 13
				<b>71 ON THE ONE</b>	DAZZ BAND (Motown 6031 ML) IND	89 4
				<b>72 TOO TOUGH</b>	ANGELA BOFILL (Arista AL 9616) IND	81 6
				<b>73 WINDS OF CHANGE</b>	JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	62 18
				<b>74 PROPOSITIONS</b>	BAR-KAYS (Mercury SRM-1-4065) POL	67 16
				<b>75 NERUDA</b>	RED RIDER (Capitol ST-12226) CAP	88 4
				<b>76 REACH</b>	RICHARD SIMMONS (Elektra E160122F) WEA	76 39
				<b>77 IT'S HARD</b>	THE WHO (Warner Bros. 9 23731-1) WEA	69 24
				<b>78 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS</b>	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	71 31
				<b>79 PETER GABRIEL</b>	(Geffen GHS 2011) WEA	75 22
				<b>80 AEROBIC SHAPE-UP</b>	JOANIE GREGGAINS (Parade/Peter Pan 104) IND	80 45
				<b>81 MORE JAZZERCISE</b>	JUDI SHEPPARD MISSETT (MCA-5375) MCA	84 16
				<b>82 SOMETHING'S GOING ON</b>	FRIDA (Atlantic 80013-1) WEA	98 16
				<b>83 DECEMBER</b>	GEORGE WINSTON (Windham Hill C-1025) IND	85 10
				<b>84 THE NIGHTFLY</b>	DONALD FAGEN (Warner Bros. 9 23696-1) WEA	78 18
				<b>85 HIMSELF</b>	BILL COSBY (Motown 6026 ML) IND	87 12
				<b>86 GET CLOSER</b>	LINDA RONSTADT (Asylum 9 60185-1) WEA	66 20
				<b>87 TWO OF A KIND</b>	EARL KLUGH/BOB JAMES (Capitol ST-12233) CAP	82 17
				<b>88 GET LOOSE</b>	EVELYN KING (RCA AFL1-4337) RCA	91 25
				<b>89 VANITY 6</b>	(Warner Bros. 9 23716-1) WEA	90 22
				<b>90 FOREVER NOW</b>	THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	94 20
				<b>91 GAP BAND IV</b>	THE GAP BAND (Total Expariance/TE-1-3001) POL	97 38
				<b>92 WORD OF MOUTH</b>	TONI BASIL (Chrysalis FV 41410) CBS	73 19
				<b>93 SIGNALS</b>	RUSH (Mercury SRM-1-4063) POL	83 22
				<b>94 MEMORIES</b>	BARBRA STREISAND (Columbia TC 37678) CBS	111 6
				<b>95 AMERICAN MADE</b>	OAK RIDGE BOYS (MCA-5390) MCA	137 2
				<b>96 LIVING MY LIFE</b>	GRACE JONES (Island/Atco 7 90018-1) WEA	93 12
				<b>97 WHAT TIME IS IT?</b>	THE TIME (Warner Bros. 9 23701-1) WEA	99 24
				<b>98 ALL THIS LOVE</b>	DeBARGE (Motown 6012G) IND	116 5
				<b>99 VANDENBERG</b>	(Atco 90005-1) WEA	119 10
				<b>100 ASIA</b>	(Geffen GHS 2008) WEA	101 48

# Cash Box Top Albums/101 to 200

February 26, 1983

		Weeks On Chart
101	<b>DON'T PLAY WITH FIRE</b> PEAZO BRYSON (Capitol ST-12241) CAP	95 13
102	<b>QUIET LIES</b> JUICE NEWTON (Capitol ST-12210) CAP	92 40
103	<b>THE JOHN LENNON COLLEC- TION</b> (Geffen GHSP 2023) WEA	86 14
104	<b>TOO-RYE-AY</b> KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4669) POL	121 3
105	<b>HEARTBREAKER</b> DIONNE WARWICK (Arista AL 9609) IND	104 19
106	<b>ANNIE</b> ORIGINAL SOUNDTRACK (Columbia JS 36330) CBS	100 41
107	<b>BLINDED BY SCIENCE</b> THOMAS DOLBY (Capitol MLP-15007) CAP	123 4
108	<b>HOOKEO ON SWING</b> LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL-1-4343) RCA	112 53
109	<b>PLEASURE VICTIM</b> BERLIN (Geffen GHS 2036) WEA	138 3
110	<b>CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM — VOLUME 3</b> (Vintage/Mirus VNI 30004) IND	113 11
111	<b>WILD THINGS RUN FAST</b> JONI MITCHELL (Geffen GHS 2019) WEA	102 15
112	<b>OH, NO! IT'S DEVO</b> DEVO (Warner Bros. 9 23741-1) WEA	107 15
113	<b>BRANIGAN</b> LAURA BRANIGAN (Atlantic SD 19238) WEA	96 26
114	<b>A FLOCK OF SEAGULLS</b> (Jive/Arista VA 66000) IND	106 41
115	<b>THE OTHER SIDE OF THE RAINBOW</b> MELBA MCOORE (Capitol ST-12243) CAP	109 16
116	<b>NO CONTROL</b> EDDIE MONEY (Columbia FC 37960) CBS	117 34
117	<b>SCANDAL</b> (Columbia FC 36194) CBS	134 4
118	<b>MEN WITHOUT WOMEN</b> LITTLE STEVEN AND THE DISCIPLES OF SOUL (EMI America ST-17068) CAP	122 16
119	<b>JANET JACKSON</b> (A&M SP-6-4907) RCA	105 18
120	<b>GREATEST HITS</b> KENNY ROGERS (Liberty L00-1072) CAP	124 124
121	<b>FEELS SO RIGHT</b> ALABAMA (RCA AHL 1 3930) RCA	125 103
122	<b>CUTS LIKE A KNIFE</b> BRYAN ADAMS (A&M SP-6-4919) RCA	156 2
123	<b>IT'S ALRIGHT</b> YOKO ONO (Polydor PD-1-6364) POL	110 10
124	<b>DIG THE NEW BREED</b> THE JAM (Polydor PD-1-6365) POL	114 6
125	<b>NOW AND FOREVER</b> AIR SUPPLY (Arista AL 9587) IND	128 37
126	<b>TO THE MAX</b> CON FUNK SHUN (Mercury SRM-1-4067) POL	126 16
127	<b>HERE TO STAY</b> SCHON & HAMMER (Columbia FC 36428) CBS	127 5
128	<b>CHICAGO 16</b> CHICAGO (Full Moon/Warner Bros. 9 23689-1) WEA	108 37
129	<b>EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AL 9599) IND	103 37
130	<b>THE ART OF FALLING APART</b> SOFT CELL (Sire 9 23769-1) WEA	144 2
131	<b>GUTS FOR LOVE</b> GARLAND JEFFREYS (Epic ARE 38190) CBS	133 5
132	<b>TWISTING BY THE POOL</b> DIRE STRAITS (Warner Bros. 9 29800) WEA	— 1
133	<b>SILK ELECTRIC</b> DIANA ROSS (RCA AFL-1-4384) RCA	118 19
134	<b>12 GREATEST HITS VOL. II</b> NEIL DIAMOND (Columbia TC 38066) CBS	115 40
135	<b>ESCAPE</b> JOURNEY (Columbia TC 34708) CBS	136 82
136	<b>LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty L0-51124) CAP	129 32

		Weeks On Chart
137	<b>WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC 237542) CBS	140 76
138	<b>COMPUTER GAMES</b> GEORGE CLINTON (Capitol ST-12246) CAP	142 13
139	<b>QUARTET</b> HERBIE HANCOCK (Columbia C 238275) CBS	139 5
140	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol S0012110) CAP	141 156
141	<b>TYRONE DAVIS</b> (Highrise HR103) IND	143 5
142	<b>HEAVEN 17</b> (Virgin/Arista AL 6606) IND	158 3
143	<b>HOOKEO ON SWING 2</b> LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL-1-4589) RCA	166 2
144	<b>SHUTTERED ROOM</b> THE FIXX (MCA-5345) MCA	146 26
145	<b>TUNE UP WITH THE HITS</b> LINDA FRATIANNI (Columbia FC 36379) CBS	145 5
146	<b>SIDE KICKS</b> THOMPSON TWINS (Arista AL 6607) IND	161 2
147	<b>IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	135 27
148	<b>STRONG STUFF</b> HANK WILLIAMS, JR. (Elektra/Curb 9 60223-1) WEA	— 1
149	<b>CATS</b> ORIGINAL LONDON CAST (Geffen 2GHS 2017) WEA	120 6
150	<b>AS ONE</b> KOOL & THE GANG (DeLite DSR 8505) POL	130 22
151	<b>UTOPIA</b> (Network/Elektra 9 60183-1) WEA	149 21
152	<b>NEW GOLD DREAM (81-82-83- 84)</b> SIMPLE MINDS (Virgin/A&M SP-6-4929) RCA	— 1
153	<b>JACKI SORENSEN'S AEROBIC DANCING</b> JACKI SORENSEN (Lakeside/Mirus LSI 30005) IND	159 5
154	<b>GREATEST HITS</b> MELISSA MANCHESTER (Arista AL 9611) IND	171 2
155	<b>THE SINGLES 1969-1973</b> THE CARPENTERS (A&M SP-3601) RCA	174 2
156	<b>NEBRASKA</b> BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	131 21
157	<b>CALL OF THE WEST</b> WALL OF VOODOO (I.R.S./A&M SP 70026) RCA	172 3
158	<b>BELLA DONNA</b> STEVIE NICKS (Modern/Atco MR38-139) WEA	165 6
159	<b>TOOTSIE</b> ORIGINAL SOUNDTRACK (Warner Bros. 9 23761-1) WEA	170 2
160	<b>RADIO ROMANCE</b> EDDIE RABBITT (Elektra 9 60160-1) WEA	148 17
161	<b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (SUGAR HILL SH-268) IND	132 20
162	<b>STATES OF EMERGENCY</b> TAXXI (Fantasy F-9817) IND	164 6
163	<b>THE RHYTHM &amp; THE BLUES</b> ZZ HILL (Malaco MAL 7411) IND	163 5
164	<b>THE WINNING HAND</b> KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PAR- TON AND BRENDA LEE (Monument JWG 38399) CBS	187 5
165	<b>CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWIT- ZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	162 17
166	<b>S.O.S. III</b> THE S.O.S. BAND (Tabu FZ 38852) CBS	150 14
167	<b>GREATEST HITS, VOLUME 2</b> EAGLES (Asylum 60205-1) WEA	151 16

		Weeks On Chart
168	<b>REMATCH</b> SAMMY HAGAR (Capitol ST-12238) CAP	169 5
169	<b>CATS</b> COMPLETE ORIGINAL BROADWAY CAST RECORDING (Geffen 2GHS 2031) WEA	— 1
170	<b>GREATEST HITS</b> DOLLY PARTON (RCA AHL-1-4422) RCA	155 21
171	<b>DONNA SUMMER</b> (Geffen GHS 2005) WEA	175 30
172	<b>WW II</b> WAYLON AND WILLIE (RCA AHL 1-4455) RCA	153 19
	<b>173 6</b>	
174	<b>BLACKOUT</b> SCORPIONS (Mercury SRM1-4039) POL	168 49
175	<b>FINESSE</b> JOHN KLEMMER (Musician/Elektra 9 60197-1) WEA	178 2
176	<b>DAVE GRUSIN AND THE NY/LA DREAM BAND</b> (GRP A1001) IND	— 1
177	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120) CAP	154 17
178	<b>CHARIOTS OF FIRE</b> ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-6335) POL	179 72
179	<b>NOT THE BOY NEXT DOOR</b> PETER ALLEN (Arista AL 9613) IND	— 1
180	<b>E.T. THE EXTRA-TERRESTRIAL</b> STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA	147 13
181	<b>HANK WILLIAMS, JR.'S GREATEST HITS</b> (Elektra/Curb 9 60193-1) WEA	182 21
182	<b>HOOKEO ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL-1-4194) RCA	184 67
183	<b>CATS</b> SELECTIONS FROM THE ORIGINAL BROADWAY CAST RECORDING (Geffen GHS 2026) WEA	— 1
184	<b>NO-MAN'S LAND</b> LENE LOVICH (Stiff/Epic ARE 38399) CBS	157 13
185	<b>LIVE AND LET LIVE</b> AURRA (Salsoul SA 8559) RCA	190 23
186	<b>STEEL BREEZE</b> (RCA AFL-1-4424) RCA	190 23
187	<b>ON MY OWN TWO FEET</b> PAUL BARRERE (Mirage/Atlantic 7 90070-1) WEA	— 1
188	<b>4</b> FOREIGNER (Atlantic SD 16999) WEA	— 1
189	<b>JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 1001) IND	191 15
190	<b>SUCCESS HASN'T SPOILED ME YET</b> RICK SPRINGFIELD (RCA AFL-1-4125) RCA	176 49
191	<b>PARTY, PARTY</b> ORIGINAL SOUNDTRACK (A&M SP-3212) RCA	160 7
192	<b>SKYYJAMMER</b> SKYY (Salsoul SA-85555) RCA	152 15
193	<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9601) IND	188 30
194	<b>20 GREATEST HITS</b> THE BEATLES (Capitol SV12245) CAP	180 15
195	<b>RIT/2</b> LEE RITENOUR (Elektra 9 60186) WEA	177 14
196	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet JZ 36812) CBS	186 7
197	<b>ONE DOWN</b> MATERIAL (Elektra 9 60206-1) WEA	183 5
198	<b>BIGGEST HITS</b> MARTY ROBBINS (Columbia FC 38309) CBS	193 10
199	<b>INCOGNITO</b> SPYRO GYRA (MCA-5388) MCA	187 20
200	<b>DIVER DOWN</b> VAN HALEN (Warner Bros. BSK 3677) WEA	189 43

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# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$203 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office, 6363 Sunset Blvd. Los Angeles, CA 90028 by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

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## R&B, Country Tributes, Early Footage Mark 25th Grammys

(continued from page 6)

ference in this year's Grammys show is that NARAS "changed the very strict rule that only nominated artists come to perform."

### Loaded With Talent

As a result, there is quite a diversity of talent lined up. As previously announced, guests for the event, hosted by John Denver, include Count Basie, Ray Charles, Jerry Lee Lewis, Lena Horne, Eddie Murphy, Elton John, Bill Monroe, The Spinners, Ricky Skaggs, and Kenny Rogers, while numbered among the presenters are

Michael McDonald, Bob and Doug McKenzie (Dave Thomas and Rick Moranis), Anne Murray, Olivia Newton-John, Rick Springfield, Dionne Warwick and Andy Williams. Nominee performances by Alabama, Joe Cocker & Jennifer Warnes, Miles Davis, Marvin Gaye, Men At Work and Willie Nelson (**Cash Box**, Feb. 12) have also been set.

Most recently, it was announced that performing in addition to those artists would be Lily Tomlin, Little Richard, Crystal Gayle, Harvey and the Moonglows,

Gladys Knight and The Pips, Linda Ronstadt and, for the first time on a Grammy Awards telecast, 11-time Grammy winner Leontyne Price.

"It's a very music-oriented type of show," Ivey emphasized, but added that there remained a big difference between the Grammy Awards show and televised events such as the American Music Awards, which he characterized as "entertainment specials."

"The integrity of the awards remains dominant in the Grammys," Ivey insisted. Ivey said that he and other officers of the Academy were "pleased with the amount of support we've received from the industry," singling out the "cooperative arrangement with the National Assn. of Recording Merchandisers (NARM)" to promote Grammy Award-nominated product at the retail level (see separate story, page 5).

Other projects that will commemorate the 25th Grammy Awards include plans by both NARAS and the Franklin Mint Record Society to make available an "Official Grammy Awards Archive Collection."

Preliminary negotiations involving licensing for the collection has already yielded confirmations on the inclusion of such acts as Frank Sinatra, The Beatles, Barbra Streisand, Elvis Presley, Barry Manilow, Lena Horne, Willie Nelson, Bob Dylan, Paul McCartney and Wings, Chicago and Henry Mancini, among others.

NARAS has appointed the Franklin Mint Record Society to develop, promote and manufacture the collection. Initial test advertisements have already begun to appear in several newspapers and an expanded marketing campaign is expected to commence following the Feb. 23 presentations. The collection will only be available through the direct marketing activities of the Franklin Mint Record Society and will not be available at retail. The collection will consist of 100 high quality records or chromium dioxide cassette, with four issues in each of 25 volumes.

The city of Los Angeles has honored the 25th Grammy Awards with Mayor Tom Bradley proclaiming Feb. 23 to be Grammy Day.

## Fender Ships New Sound Equipment

(continued from page 24)

2,000 to 700, and fired most of the company's corporate upper echelon, with the exception of U.S. director of sales Harold Hyatt, field sales manager Dan Johnston and Ken Young, who was named director of a new customer service and communications department.

Schultz also brought in Roger Balmer as vice president of sales/marketing/R&D. Balmer's experience with Yamaha from 1968 to 1979 and, following that, as general manager of Music Man from 1979 to 1981, helped him assemble a "new crew," as Woolley put it, to conceive, design and produce both a cost-effective and performance-oriented pro sound product line.

## Busch Boycott

(continued from page 22)

"We're in business to produce good quality radio shows and I don't want to get into that thing between Budweiser and Jesse Jackson," said Dockery. "I don't regard their sponsorship as a token gesture but as a way to help sell beer, which is what it's all about. I've been doing business with them for about a year and they've treated me very fairly."

Those public officials and lawyers who have pledged support for the boycott will focus their efforts on pressuring Anheuser-Busch into more hiring of blacks in legal, management and accounting positions on the upper rungs of the corporation.

Although Jackson suggested it was possible that Anheuser-Busch would attempt to settle the dispute with black promoters, he also indicated that the boycott would not be lifted until the other issues were addressed.

Roger Cox was named to oversee R&D at Fender's Fullerton, Calif. plant. A 16-year veteran of the industry, Cox has held a number of top posts, including vice president, engineering and marketing, with Ampex; director of marketing at Altec and director of development for Gibson, in addition to years of consulting in design, manufacturing and marketing for a number of other major speaker and amplifier companies.

Fender veteran Bob Haigler was placed in the position of engineering manager and electronics designer, coordinating the activities of both the in-house engineering team and outside consultants. Haigler heads the effort to compile and analyze competitive hardware, as well as research new developments in electronics, to make recommendations for Fender's own products.

Rounding out the team is manager of audio products design Cal Perkins. A highly regarded design specialist, Perkins was responsible for the SN 1000 and 510 amplifiers while with Marantz, and he built the "Perkins Box" family of loudspeaker enclosures while with JBL. He's also worked with Northwest Sound and Anchor in product and system design, and was most recently engineering manager at Biamp Systems.

Woolley indicated that dealers will be signed "specifically for the pro line," with first phase marketing goals calling for a network of approximately 300.

"We're going to support (the products) with owners manuals and applications notes," said Woolley, "to give as much help and information from the factory as possible."

An ad campaign will be "coordinated with the release of product."

## COAST TO COAST

(continued from page 12)

footage is set in New York and "stars" local street celebs **Lou Reed** and **Harvey Keitel**. Following his return from Europe next month, the soulful rocker plans to begin a U.S. tour starting March 20 in which he'll headline and open up for other acts at bigger venues. He'll also soon be producing a platter by **Ivan Julian & The Outsets**, the new band formed by the ex-Vold-oid. Why is Jeffreys now deeply involved with so many different aspects of entertainment besides singing and songwriting? "It's a different world and a different time for me," he said quite matter-of-factly, before ending the interview to enjoy some Japanese cuisine. . . **Rock 'n' Roll Tonight** has been chosen as the new name for the late-night rock TV program formerly called **In The Midnight Hour**. The show is scheduled to debut the week of March 21, with the first 13 installments concert segments taped at the 1,500-seat Perkins Palace in Pasadena. **jeffrey resner**

## ON JAZZ

(continued from page 11)

want to say and then deciding that being his cameraman is good enough. My playing sometimes seems to be in the way." Despite his desire to be involved in promotional work, Winston credits most of his own success to word of mouth. "The cuts are just too long for radio," he reflected. The label will soon make radio edits of some of Winston's work available, including a three-minute version of the piece "Colors," which Winston said took two years to edit down. Regardless of where his new found audience came from, Winston is enjoying some of the benefits, including playing concert halls instead of clubs. "A lot of people just don't want to deal with the club scene," he said. "And I don't think I come across as well in a club. The halls give me the chance to have the right piano, good acoustics, and still be natural. And I'm beginning to get more control over what cities I perform in as well as the conditions I want."

**fred goodman**

# CASH BOX

February 26, 1983

## AROUND THE ROUTE

by Camille Compasio

A proposed video tax bill, currently before the Tennessee state legislature, has area operators very concerned. The exact specifications of the bill are a bit unclear but the interpretation is that its passage would place a substantial financial burden on Tennessee operators, hitting them with a license fee as well as a per machine assessment. As explained by Tom Jackson, executive director of the Amusement & Music Operators of Tennessee, an annual state tax would cost an operator a straight \$1,000 license fee plus \$200 per machine annually, which could add up to a very tidy sum depending upon the number of machines on the route. This particular tax, he added, would not be limited to videos but would include all coin-operated music and games equipment. As he further pointed out, Tennessee is faced with financial problems (similar to those of numerous other states) and is seeking a source of revenue. What hasn't helped matters, he told us, is the false impression many have about the earning power of amusement machines. AMOT has been monitoring the situation and will continue to do so. A series of regional meetings were set up during the month of February to map out

(continued on page 33)



**THE CHAMP** — Pictured is Bob Frommelt, 16, at the Williams' "Robotron" video game he played for 48 hours straight to achieve a final score of 200,119,025. He completed his marathon on Dec. 30, 1982 at the "Go Bananas" arcade, (*Cash Box*, Jan. 15), which is located at 1798 Central Ave. in Dubuque, Iowa. Arcade owner Dale Winter, who was among those who witnessed the feat, noted that Frommelt is an avid video fan and one of the top players in the area, having some time back established a regional record of 42 hours on Atari's "Asteroids." The December 30 achievement, however, is his most significant to date, and was rewarded by the arcade with a commemorative trophy.

## Bally Posts Record Earnings Despite Fourth Quarter Dip

CHICAGO — Bally Manufacturing Corp. posted record earnings for the year ended Dec. 31, 1982, despite a 50% drop in fourth quarter profits.

For the year, earnings increased 11% to a record \$91 million, or \$3.20 a share, from \$81.7 million, or \$3.03 a share, in 1981. Revenues rose 45% from \$1.29 billion from \$884.9 million.

The company blamed the weakening market for coin-operated video games for its first quarterly decline in earnings since the first quarter of 1980. For the last three months of 1982, earnings fell to \$9.2 million, or 35 cents a share, from \$18.3 million, or 68 cents a share, in the similar period of 1981. Revenues rose 13% to \$244.8 million from \$217.4 million.

Commenting on the fourth quarter results, Bally Chairman Robert E. Mullane said, "All segments of the company's operations in the coin-operated video games industry were impacted by weakening market conditions that commenced early in the third quarter. As a result, shipments of new games, both at the manufacturing and the distribution levels, were reduced from the previous year."

In a statement, Mullane went on to say that Bally's distribution operations "took action to reduce inventory levels to be more in line with current demand, thus depressing margins in that part of our business."

Nevertheless, Mullane said the company is

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# COIN MACHINE

## Centuri Reports Net Loss For '82

CHICAGO — Centuri, Inc. reported operating results for the fiscal year ended Oct. 31, 1982. Simultaneously, the Hialeah, Fla.-based manufacturer of high technology video games and distributor of sporting goods, announced its plans to change its fiscal year (ending Oct. 31) to a calendar year ending Dec. 31.

Revenues for fiscal 1982 were \$37,590,705, with a net loss of \$2,933,222, or 29 cents per share. This compares with revenues of \$61,460,296 and net income of \$7,519,347, or 84 cents per share for the fiscal year ended Oct. 31, 1981.

Revenues for the fourth quarter ended Oct. 31, 1982 were \$24,006,267, with a net loss of \$1,549,161, or 16 cents per share. This compares to revenues of \$23,901,717, with a net profit of \$2,297,941, or 26 cents per share for the comparable period in 1981.

Unaudited revenues for the two-month period ended Dec. 31, 1982 were \$20,656,365, with unaudited net income of \$92,276.

### Positive Acquisition

"The most recent operating results demonstrate the positive effects of our acquisition of Outdoor Sports Headquarters, Inc.," said Milton Koffman, board chairman of Centuri.

"The video game industry remains difficult. However, we are encouraged by the acceptance of our newest product, Time Pilot.

"Additionally, the months of January, February and March have traditionally been productive for Outdoor Sports Headquarters, Inc.," Koffman continued. "These factors give us reason to be cautiously optimistic about our quarter ending March 31, 1983."

Outdoor Sports Headquarters, Inc. which is involved in the wholesale distribution of sporting goods, is headquartered in Dayton, Ohio.

## UCLA To Sponsor Game Symposium

LOS ANGELES — UCLA Extension plans to hold a special conference entitled "Video Games and the Graphic Designer" on March 4-5 at the Ambassador Hotel here. The two-day meet will include guest lectures by industry experts, an exhibit of innovative hardware items and play-time experience with the video amusements. Representatives from the video game trade will discuss such issues as the psychology of game playing, designing games for female arcaders, the economics of the business, technical issues facing game graphic designers and a historical perspective of the electronic amusement field.

Among the various speakers expected to deliver speeches to the conference attendees are Jay Smith III, president of L.A.'s Western Technologies, Inc.; Michael Becker, graphics supervisor for Los Gatos, Calif.-based Imagic; Lane T. Hauck, director of game development at San Diego's Sega Electronics, Inc.; Arnie Katz, co-publisher and editor of the consumer magazine, *Electronic Games*; and Chris Crawford, the head of game design research at Sunnyvale-headquartered Atari, Inc.

The fee for the full program is \$185 and passes for a single day are \$125, with fees covering the symposium, program materials, snack breaks, admission to the hardware exhibit and play-time. The exhibit will also be open to the general public Friday from 9 a.m. to 4 p.m. and Saturday from 9 a.m. to 3 p.m. for a \$7 admission charge. For further information about the conference, write to the Graphic Design Program, The Arts, UCLA Extension, P.O. Box 24901, Los Angeles, CA 90024 or call (213) 206-8503.



**SCHOOL IN SESSION** — Northwest Sales Company of Seattle, Wash. sponsored a two-day Bally Midway service school this past December, focusing on the factory's video and pinball products. An average of 60 students, composed of operators and service personnel, were present at each of the two sessions, which encompassed all aspects of service, repair and maintenance. Instructors were Andy Duca, whose presentation dealt exclusively with Bally Midway video games, and Ed Schmidt, who covered the factory's



pinball machines. Summing up the response to the program Northwest's Steven Levy commented, "As in years past, we are receiving a lot of grateful comments from our customers extolling the many benefits derived from the Bally Midway service school." Pictured are (l-r): Bally Midway's service manager Duca conducting his presentation on video games; Schmidt, Bally's manager of marketing services, instructing the pinball class; and the attentive student body.

## Bogus 'Pac-Man' & 'Ms. Pac-Man' Video Games Seized In New York

CHICAGO — More than 70 counterfeit "Pac-Man" and "Ms. Pac-Man" coin-operated video games were seized recently from various locations in Manhattan, Brooklyn, Queens, Westchester, Long Island and the Bronx in New York.

Bally Midway Mfg. Co., the U.S. manufacturer of the "Pac-Man" and "Ms. Pac-Man" games, announced that it had obtained the seizure orders from the federal court in Brooklyn. This is the third time that Bally Midway has obtained court orders authorizing seizures of counterfeit "Pac-Man" video games in New York since last August.

The complaint filed with the court charges the owners of the locations from which the counterfeit games were seized with violating Bally Midway's copyrights and trademarks in its Pac-Man and Ms. Pac-Man games by operating the counterfeit games for profit. The complaint also charges various "John Does" with owning and operating the counterfeit games at the locations. According to affidavits on file with the court, the owners of the locations from which the counterfeit games were seized are probably not the owners of the counterfeit games, although the locations owners profit from the deposit of coins in the games. The unknown owners of the counterfeit games are believed to split the proceeds from the games with the location owners, according to Bally Midway.

### Different Names

As Bally Midway reported further, some of

the seized games had different names than the Bally Midway games, such as Pac-3, Pac-4, Ms. Pac 10, Mrs. Pac-Man, Puckman, Bite Monster, Gobbler, Astro Fighter, Video Entertainer and Piranha. According to the factory, in other cases courts have ordered the seizure of games called Cruncher, Buccaneer, Barracuda, Mighty Mouth, Popeye, Popman, Eager Eater and Munch Man. All of these games look and play substantially like Bally Midway's Pac-Man game, although the cabinets of the counterfeit games are usually quite different.

A spokesman for Bally Midway said that the company intends to discover the identities of the owners of the counterfeit games, to formally serve them with the complaint in the pending action, and to vigorously prosecute the case. The spokesman also said that Bally Midway intends to continue to enforce its right in the Pac-Man and Ms. Pac-Man copyrights and trademarks against other infringers.

### D.W.I. Data Formed

CHICAGO — Harry Menefee, chief executive officer of H M Industries (St. Louis, Mo.), manufacturers and distributors of coin-operated equipment, announced the formation of D.W.I. Data Corporation.

D.W.I. Data Corporation will develop, manufacture and distribute a coin-operated breath analysis device designed to warn intox-

(continued on page 33)

## Bally To Acquire Health & Tennis Corp. Of America

CHICAGO — Bally Manufacturing Corporation and the principle shareholders of Health & Tennis Corporation of America announced that they have reached agreement in principle for the purchase by Bally of the capital stock of HTCA. It is also Bally's intention to acquire shares held by third persons in HTCA's subsidiaries, other than the publicly held shares of an HTCA subsidiary and shares of certain recently acquired subsidiaries. HTCA operates about 280 health and fitness centers in 20 states across the country, the District of Columbia and Windsor, Ontario, and is the largest organization of its kind in the world, with over 1,000,000 members. Its revenues during its last fiscal year, ended July 31, 1982, were approximately \$205,000,000.

The purchase price in the transaction, which is scheduled to close in the first quarter of 1983, will be a maximum of approximately \$140,000,000, reduced to the extent that Bally purchases less than all of the capital stock of the HTCA subsidiaries. Terms call for payment of up to approximately \$80,000,000 at the closing and an earn-out of up to \$60,000,000 payable over the next five years. The transaction is subject to execution of a definitive agreement, approval of the Board of Directors of Bally and compliance with other customary conditions and regulatory requirements.

Robert E. Mullane, chairman and chief executive of Bally, stated, "HTCA is an excellent fit with our other amusement and leisure time activities and opens up to Bally the field of physical fitness and recreation. We believe there are significant growth opportunities in this field, both for Bally and for the highly qualified management and employees of HTCA."

## World Wide Opens Missouri Branch

CHICAGO — Fred Skor, president of Chicago-based World Wide Distributors, announced the recent opening of the firm's third branch office, which is located at 2735 Olive St., St. Louis, Mo. 63103. The telephone number is (314) 652-1155.

A grand opening will be held on March 15, with company executives as well as manufacturers' representatives in attendance to greet customers and celebrate the occasion.

The new branch, headed by manager Jerry Womble, is housed in a 13,400 square foot facility that is conveniently located and offers ample parking and loading dock, a spacious showroom, a complete parts department and a large stock of equipment.

Manager Jerry Womble brings to his post 15 years of experience.

## CALENDAR

- |   |  |
|---|--|
| Feb. 20-22: So. Carolina Coin Operators Assn.; state convention; Holiday Inn/City Center; Columbia.   | May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keamesha Lake, N.Y.    |
| March 25-27: Amusement Operators Expo, O'Hare Expo Center; Chicago.   | June 9-11: Illinois Coin Machine Operators Assn.; state convention; Holidome; Springfield.     |
| April 7-10: Florida Amusement Vending Assn., state convention; Curtis Hixon Hall; Tampa.  | June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody; Memphis.   |
| April 8-10: North Dakota Coin Machine Operators Assn.; state convention; Kirkwood Motor Inn; Bismarck.  | June 16-18: Ohio Music & Amusement Assn.; annual exposition; Hyatt Regency Columbus; Columbus. |
| April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif.  | Oct. 28-30: Amusement & Music Operators Assn.; annual exposition; The Rivergate; New Orleans.  |
| April 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif.  | Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.             |
| April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville. |  |

# INDUSTRY NEWS

## AROUND THE ROUTE

(continued from page 31)

further strategies.

Paul Jacobs has departed his post as marketing vice president at Thomas Automatics, Inc. of Santa Clara, Calif.

Cash Box was unable to reach him at presstime to determine his future plans.

Dateline Cincinnati, home of Royal Distg. In the absence of president Joe

Westerhouse, Jr. (who's on a well deserved vacation) Cash Box spoke with Claudia Wilson who reported that

business is steady, thanks to a few key pieces that are doing quite well. Gottlieb's "Q\*bert," Bally's "Baby Pac-Man" and the Bally "Eight Ball Deluxe

Ltd. Edition" pinball top the best seller list. With regard to the latter, "it's one of

the best pins to come out in some time," reported Claudia. Citing the cyclical

nature of the coin machine business, she feels that the time is right for renewed

interest in pinball machines. "We have a new generations of pinball players in the

teenagers who were too young to appreciate the pins when they were popular

but are old enough now to go into arcades, game rooms, etc., and test their

skills at what they consider 'something new.'" With regard to Gottlieb's new

"Q\*bert Quest" pin Claudia is confident it will be a highly popular piece if "it is

anything like it's video namesake."

Harold LaRoux, branch vice president of the Bally Midwest facility in Grand

Rapids, Mich. and long time member of the Bally Midwest team, requested that

he be placed on a consultant basis in preparation for his retirement next year.

David Hobbs was appointed general manager of the branch. Assisting him will

be Ken Biemers and Jim LaRoux.

Attention jukebox operators: "After The Last Goodbye" by a vocalist named

Gus Hardin on the RCA label is destined to be an all around hit, in the expert opinion

of Singer One Stop For Ops' Gus Tartol (who, despite his first name, is

definitely not a vocalist)! At any rate, Gus feels the single will be a jukebox hit,

in all types of locations, satisfying all types of musical tastes — and that Ms.

Hardin is destined for "super stardom."

Our compliments to Alan Zeidman, editor of the newly initiated Bally

Midwest Dist. "Open Line" newsletter. It's interesting, informative — and a

great piece of work, Alan.

As we were wrapping up this week's column, the annual weeklong service

school, sponsored by Bally Advance Dist. of San Francisco, was in progress

at The Westin Iikai in Honolulu, Hawaii. The opening session focused on

Atari product with Bob Salmon instructing (Feb. 14), followed by a

Williams Electronics school on the 15th, conducted by the factory's John Clark, a

Sega Electronics session on the 16th with Mario Hudson conducting, a Bally

Midway school on the 17th, conducted by Andy Ducay and a Bally session on the

18th with Ed Schmidt conducting. Henry Okimoto of the distrib's Hawaii office

assisted Bally Advance prexy Chet McMurdie and his staff in coordinating

the program, which included 9 a.m. to 5 p.m. sessions each day.

## New Equipment



### Devious Device

At its recent gathering of distributors in Northern California, Atari presented its latest coin-op machine, "Xevious," licensed from Japan's Namco Ltd. game company. A fantasy/adventure game featuring exquisite graphics and a special computer which activates higher levels of play depending on the arcader's personal skills, Xevious pits customers against an evil empire which once populated the earth (a la Erich Von Daniken's *Chariots of the Gods*) and now have come back to reclaim it.

Players use an eight-position joystick to guide an advanced aircraft known as the Solvalou, which is on a search-and-destroy mission to wipe out the alien Xevious forces. A Zapper button is capable of hitting air targets, while a blaster button is utilized for striking enemy vehicles on land. While searching for the enemy, the Solvalou cruises over forests, rivers, deserts, oceans and landing strips and meets over 30 different adversary targets.

Dastardly futuristic foes include the Toroid Patrol fleet, Torkan scout ships, Zoshi death squad machines, a flotilla of flying mirrored monoliths known as Bacula resistor shields, and much more. After fighting garrison upon garrison of the evil Xevious forces, the player confronts the Andor Genesis Mother Ship, which can only be disabled by a direct hit to the central reactor.

Points are given for each of the enemy targets destroyed during the mission, with bonus lives granted at 20,000 points and every 60,000 points thereafter. Operator options include game difficulty, number of lives and bonus levels. Besides its dynamic visual display and smooth response, players should enjoy the challenge of discovering the "secret ending" of the battle for the planet which is only revealed to the advanced Solvalou pilot.

### Wild Ride

Data East, Inc. of Santa Clara, Calif. announced the release of "Bump 'N'

Jump," its newest video game that offers a high challenge driving theme where the player controls a Super Car.

An 8-way joystick allows for full control of the car.

A fast-paced obstacle course further enhances the challenge of the game and underscores its name, since bump and jump is exactly what takes place as the player's car bumps enemy cars off the road into side walls, gaining points according to which type of car is hit. There's the Master Racer on the right, the Oil Slick Thrower on the left, the two Hot Cars up ahead and more. The enemy cars move at random to keep the player constantly on guard. If all of these cars can be avoided on a given course, 50,000 bonus points are gained. When the player has effectively run the course, he then refuels, collects his bonus points and goes on to the next screen.

Adding another dimension to the game is the jump button. By jumping, all large obstacles can be cleared at a single bound, and these include oil spills, rocks, rivers, lakes, road barriers and other cars. The jump can only be made, however, when the car reaches 100 mph or more.



Among the operator features of the game are the dip-switch changes which allow for difficulty to be increased; changing the number of cars from three to five; determining the point levels for awarding bonuses (every 30,000 or 70,000 points or at 20,000 and 30,000); and the continuous play feature.

## Newlander Joins Atari Sales Staff

MILPITAS, Calif. — James P. (Jim) Newlander, 56, is the newest member of the sales team at Atari, Inc.'s coin video games division. A 25-year veteran of the coin machine industry, Newlander has been appointed eastern regional sales manager for the division. He will be based at Atari's Somerset, N.J. facility, reporting directly to Alan Van Campen, national sales director.

Prior to joining Atari, Newlander was a regional sales manager with D. Gottlieb & Co. He also served as vice president of Coffee-Mat, a coffee and snack vending machine manufacturer, and as vice president of marketing for Rowe International.

"Jim Newlander's wealth of experience in this business coupled with the talents of our existing sales team makes for a winning combination," commented Jerry Marcus, executive vice president of sales for the division. "With Atari's 1983 product lineup already in the spotlight, we're looking ahead to even greater successes in the coming year."

Newlander received his Bachelor of Science degree in Economics from the University of Wisconsin. In addition, he graduated from the Institute for Organization Management at Michigan State University. He and his wife, Jean, live in Chester, N.J.

## D.W.I. Data Formed

(continued from page 32)

icated persons not to drive. Production is scheduled for February of this year.

Officers of the new firm are Harry Menefee, president and Harvey Zelin, vice president.

H M Industries will market the D.W.I. Breath Analysis machine nationally and internationally. H M presently has over 400 distributors in North America, according to the company.

Further information may be obtained by contacting H M Industries, 11780 Lackland, St. Louis, Mo. 63141 or phoning (314) 991-4644.

## Bally Earnings Up

(continued from page 31)

satisfied with the overall results for 1982 and expects a turnaround in the coin-operated amusement business later this year.

"Bally's management was most satisfied with the results of the year as a whole wherein the company produced an increase in earnings of 5.6% over 1981, which was itself a record year," he said. "The weakness in the coin-operated amusement game business continues in the first quarter of 1983, but we believe that, with an improving economic picture unfolding, it should gather strength during the latter part of 1983."

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# THE JUKEBOX PROGRAMMER

indicates new entry

February 26, 1983

## POP

- 1 **STRAY CAT STRUT**  
STRAY CATS (EMI America B-8122)
- 2 **DO YOU REALLY WANT TO HURT ME**  
CULTURE CLUB (Epic 34-03368)
- 3 **BABY, COME TO ME**  
PATTI AUSTIN (Owest/Warner Bros. OWE50036)
- 4 **BACK ON THE CHAIN GANG**  
PRETENDERS (Sire 7-029840)
- 5 **HUNGRY LIKE THE WOLF**  
DURAN DURAN (Capitol B-5185)
- 6 **GOODY TWO SHOES**  
ADAM ANT (Epic 34-03367)
- 7 **ALL RIGHT**  
CHRISTOPHER CROSS (Warner Bros. 7-29843)
- 8 **WE'VE GOT TONIGHT**  
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 9 **SHAME ON THE MOON**  
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
- 10 **YOU ARE**  
LIONEL RICHIE (Motown 1657MF)
- 11 **ONE ON ONE**  
DARYL HALL & JOHN OATES (RCA PB-13421)
- 12 **BILLIE JEAN**  
MICHAEL JACKSON (Epic 34-03509)
- 13 **AFRICA**  
TOTO (Columbia 38-03335)
- 14 **PASS THE DUTCHIE**  
MUSICAL YOUTH (MCA-42149)
- 15 **DOWN UNDER**  
MEN AT WORK (Columbia 38-03303)
- 16 **MY KIND OF LADY**  
SUPERTRAMP (A&M 2517)
- 17 **I'M ALIVE**  
NEIL DIAMOND (Columbia 38-03503)
- 18 **BREAKING US IN TWO**  
JOE JACKSON (A&M 2510)
- 19 **TIED UP**  
OLIVIA NEWTON-JOHN (MCA-52155)
- 20 **THE OTHER GUY**  
LITTLE RIVER BAND (Capitol B-5185)
- 21 **SEPARATE WAYS (WORLDS APART)**  
JOURNEY (Columbia 38-03513)
- 22 **I'VE GOT A ROCK 'N' ROLL HEART**  
ERIC CLAPTON (Warner Bros. 7-29790)
- 23 **YOU CAN'T HURRY LOVE**  
PHIL COLLINS (Atlantic 7-89933)
- 24 **YOUR LOVE IS DRIVING ME CRAZY**  
SAMMY HAGAR (Geffen 7-29816)
- 25 **HEART TO HEART**  
KENNY LOGGINS (Columbia 38-03377)
- 26 **DON'T TELL ME YOU LOVE ME**  
NIGHT RANGER (Boardwalk NB-11-171-7)
- 27 **MR. ROBOTO**  
STYX (A&M 2525)
- 28 **JEOPARDY\***  
GREG KIHN BAND (Beserkley/Elektra 7-29848)
- 29 **ALLENTOWN**  
BILLY JOEL (Columbia 38-03413)
- 30 **I DON'T CARE ANYMORE\***  
PHIL COLLINS (Atlantic 7-89877)

## COUNTRY

- 1 **LAST THING I NEEDED FIRST THING THIS MORNING**  
WILLIE NELSON (Columbia 38-03385)
- 2 **EVERYTHING'S BEAUTIFUL**  
DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)
- 3 **IF HOLLYWOOD DON'T NEED YOU**  
DON WILLIAMS (MCA-52152)
- 4 **STILL TAKING CHANCES**  
MICHAEL MURPHEY (Liberty B-1468)
- 5 **C.C. WATERBACK**  
GEORGE JONES/MERLE HAGGARD (Epic 34-02405)
- 6 **'TILL I GAIN CONTROL AGAIN**  
CRYSTAL GAYLE (Elektra 7-69893)
- 7 **I WOULDN'T CHANGE YOU IF I COULD**  
RICKY SKAGGS (Epic 34-03482)
- 8 **THE ROSE**  
CONWAY TWITTY (Elektra 7-69854)
- 9 **WHY BABY WHY**  
CHARLEY PRIDE (RCA PB-13397)
- 10 **WE'VE GOT TONIGHT**  
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 11 **REASONS TO QUIT**  
MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)
- 12 **HONKYTONK MAN**  
MARTY ROBBINS (Warner/Viva 7-29847)
- 13 **SWINGIN'**  
JOHN ANDERSON (Warner Bros. 7-29788)
- 14 **GONNA GO HUNTIN' TONIGHT**  
HANK WILLIAMS, JR. (Elektra/Curb 7-69846)
- 15 **INSIDE**  
RONNIE MILSAP (RCA PB-13362)
- 16 **SHINE ON**  
GEORGE JONES (Epic 34-03489)
- 17 **DOWN ON THE CORNER**  
JERRY REED (RCA PB-13422)
- 18 **YOU DON'T KNOW LOVE**  
JANIE FRICKE (Columbia 38-03498)
- 19 **AIN'T NO TRICK**  
LEE GREENWOOD (MCA-52150)
- 20 **DIXIELAND DELIGHT**  
ALABAMA (RCA PB-13446)
- 21 **WHEN I'M AWAY FROM YOU**  
THE BELLAMY BROTHERS (Elektra/Curb 7-69850)
- 22 **I HAVE LOVED YOU, GIRL**  
EARL THOMAS CONLEY (RCA PB-12414)
- 23 **FAKING LOVE**  
T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)
- 24 **BREAKING IT**  
LORETTA LYNN (MCA 52158)
- 25 **AMERICAN MADE\***  
OAK RIDGE BOYS (MCA-52179)
- 26 **SOMEBODY'S ALWAYS SAYING GOOD-BYE**  
ANNE MURRAY (Capitol B-5183)
- 27 **FEELS RIGHT**  
TANYA TUCKER (Arista AS 0677)
- 28 **YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING\***  
REBA McENTIRE (Mercury/PolyGram 810 338-7)
- 29 **SHADOWS OF MY MIND**  
LEON EVERETTE (RCA PR-13391)
- 30 **TALK TO ME**  
MICKEY GILLEY (Epic 34-03326)

## BLACK CONTEMPORARY

- 1 **BILLIE JEAN**  
MICHAEL JACKSON (Epic 34-03509)
- 2 **YOU ARE**  
LIONEL RICHIE (Motown 1657 MF)
- 3 **FALL IN LOVE WITH ME**  
EARTH, WIND & FIRE (Columbia 38-03375)
- 4 **PASS THE DUTCHIE**  
MUSICAL YOUTH (MCA-52149)
- 5 **BETCHA SHE DON'T LOVE YOU**  
EVELYN KING (RCA PB-13380)
- 6 **I'VE MADE LOVE TO YOU A THOUSAND TIMES**  
SMOKEY ROBINSON (Tamla/Motown 1655 TF)
- 7 **HEARTBEATS**  
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)
- 8 **I LIKE IT**  
DeBARGE (Motown 1645)
- 9 **BAD BOY**  
RAY PARKER, JR. (Arista AS 1030)
- 10 **KNOCKOUT**  
MARGIE JOSEPH (HCRC WS4 03337)
- 11 **SINCE I LOST MY BABY**  
LUTHER VANDROSS (Epic 34-03487)
- 12 **ON THE ONE FOR FUN**  
DAZZ BAND (Motown 1659MF)
- 13 **THE BEAT GOES ON**  
ORBIT (Quality/RFC 7025)
- 14 **LAST NIGHT A D.J. SAVED MY LIFE**  
INDEEP (Sound Of New York, S.N.Y. 5102)
- 15 **OUTSTANDING**  
THE GAP BAND (Total Experience/PolyGram TE 8205)
- 16 **MIND UP TONIGHT**  
MELBA MOORE (Capitol B-5180)
- 17 **TOO TOUGH**  
ANGELA BOFILL (Arista AS 1031)
- 18 **BABY COME TO ME**  
PATTI AUSTIN (Quest/Warner Bros. OWE50036)
- 19 **ATOMIC DOG**  
GEORGE CLINTON (Capitol B-5201)
- 20 **THE BEST IS YET TO COME**  
GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)
- 21 **GOT TO FIND MY WAY BACK TO YOU**  
TAVARES (RCA PB-13433)
- 22 **YOU AND I**  
GOODIE (Total Experience/PolyGram TE8206)
- 23 **ARE YOU SERIOUS**  
TYRONE DAVIS (Highrise SHR-2005)
- 24 **'TIL TOMORROW**  
MARVIN GAYE (Columbia 38-03589)
- 25 **GOT TO BE THERE**  
CHAKA KHAN (Warner Bros. 7-29881)
- 26 **MS. GOT-THE-BODY\***  
CON FUNK SHUN (Mercury/PolyGram 76198)
- 27 **WE DON'T HAVE TO TALK (ABOUT LOVE)**  
PEABO BRYSON (Capitol B-5188)
- 28 **TONIGHT\***  
WHISPERS (Solar/Elektra 7-69842)
- 29 **I'M FREAKY\***  
O'BRYAN (Capitol B-5203)
- 30 **SHE'S OLDER NOW\***  
BETTY WRIGHT (Epic 34-03523)

## OPERATORS PICKS

Brad Hama (A.H. Entertainers, Inc., Rolling Meadows)  
**I DON'T CARE ANYMORE** — Phil Collins — Atlantic

Margot Green (Jones Music, Burbank)  
**BACK ON THE CHAIN GANG** — The Pretenders — Sire

Vic McCarthy (Catskill Amusements, Inc., Hurleyville)  
**WE'VE GOT TONIGHT** — Kenny Rogers and Sheena Easton — Liberty

## RECORDS TO WATCH

**FINDING YOU** — Joe Stampley — Epic  
**AFTER THE LAST GOODBYE** — Gus Hardin — RCA  
**TOO HOT TO BE COOL** — Ebonee Webb — Capitol  
**SO CLOSE** — Diana Ross — RCA  
**BEAT IT** — Michael Jackson — Epic

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- OTHER \_\_\_\_\_

## PINBALL MACHINES

### BALLY

Flash Gordon (2/81)  
Eight Ball Deluxe (4/81)  
Fireball II (5/81)  
Embryon, w.b. (7/81)  
Fathom (8/81)  
Medusa (10/81)  
Centaur (10/81)  
Elektra (12/81)  
Vector (2/82)  
Mr & Mrs. Pac-Man (5/82)  
Rapid Fire (5/82)  
Spectrum (8/82)  
Speakeasy, 2-pl. (9/82)

### GAME PLAN

Coney Island (3/80)  
Super Nova (4/80)  
Lizard (6/80)

### GOTTLIEB

Forcell (1/81)  
Pink Panther (3/81)  
Mars (6/81)  
Volcano (8/81)  
Black Hole (10/81)  
Haunted House (2/82)  
Devil's Dare (4/82)  
Caveman Pin/Video (5/82)  
Rocky (8/82)  
Spirit (9/82)  
Punk (11/82)  
Q\*bert's Quest (2/83)

### STERN

Nine Ball (1/81)  
Free Fall (2/81)  
Lightning (4/81)  
Split Second (7/81)  
Catacomb (9/81)  
Viper (11/81)  
Orbitor I (4/82)

### WILLIAMS

Jungle Lord (4/81)  
Pharaoh (7/81)  
Solar Fire (9/81)  
Barracora (10/81)  
Hyperball Pin/Video (2/82)  
Cosmic Gunfighter (7/82)  
Defender (2/83)  
Wario (2/83)

## VIDEO GAMES (upright)

### AMSTAR

Laser Base (7/81)

### ATARI

Asteroids Deluxe (4/81)  
Asteroids Deluxe Cabaret (4/81)  
Centipede (6/81)  
Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)  
Tempest Cabaret (10/81)  
Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)  
Gravitar (8/82)  
Pole Position (12/82)  
Millipede (12/82)  
Liberator (12/82)  
Quantum (12/82)

### BALLY MIDWAY

Deluxe Space Invaders (1/80)  
Galaxian (4/80)  
Extra Bases (5/80)  
Space Encounters (8/80)  
Space Encounters Mini-Myte (9/80)  
Space Zap (10/80)  
Space Zap Mini-Myte (10/80)  
Pac-Man (11/80)  
Pac-Man Mini-Myte (11/80)  
Rally-X (2/81)  
Rally-X Mini-Myte (2/81)  
Gorf (4/81)  
Gorf Mini-Myte (4/81)  
Wizard of Wor (6/81)  
Wizard of Wor Mini-Myte (6/81)  
Omega Race (8/81)  
Omega Race Mini-Myte (8/81)  
Omega Race Sit-In Capsule (8/81)  
Galaga (11/81)  
Galaga Mini-Myte (11/81)  
Kick-Man (1-82)  
Kick-Man Mini-Myte (1/82)

## MANUFACTURERS EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

Ms. Pac-Man Mini-Myte (2/82)  
Bosconian (2/82)  
Bosconian Mini-Myte (2/82)  
Tron (8/82)  
Tron Mini-Myte (8/82)  
Solar Fox (8/82)  
Solar Fox Mini-Myte (8/82)  
Satan's Hollow (10/82)  
Blueprint (11/82)  
Blueprint Mini-Myte (11/82)  
Burger Time (11/82)  
Domino Man (12/82)  
Baby Pac-Man, pin/video (12/82)

### CENTURI

Phoenix (1/81)  
Route 16 (4/81)  
Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)  
The Pit (3/82)  
Loco-Motion (3/82)  
D-Day (3/82)  
Tunnel Hunt (7/82)  
Swimmer (10/82)  
Time Pilot (12/82)

### CINEMATRONICS

Armor Attack (5/81)  
Solar Quest (10/81)  
Jack The Giantkiller (4/82)  
Naughty Boy (5/82)

### DATA EAST

Explorer (9/82)  
Burger Time (11/82)

### DYNAMO

Lil Hustler (12/81)

### EXIDY

Spectar (1/81)  
Venture (8/81)  
Mousetrap (12/81)  
Victory (2/82)  
Pepper II (6/82)  
Whirly Bucket non-video game (11/82)  
Hardhat (12/82)

### GAME PLAN

Intruder (2/81)  
Tank Battalion (3/81)  
Killer Comet (4/81)  
Megatack (9/81)  
King And Balloon (10/81)  
Enigma II (10/81)  
Kaos (11/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

Red Alert (10/81)  
Slither (8/82)

### GOTTLIEB

New York, New York (2/81)  
Reactor (7/82)  
Q\*bert (12/82)

### NAMCO AMERICA

Sweet Licks (4/82)

### NINTENDO

Donkey Kong (9/81)  
Donkey Kong Jr. (8/82)  
Popeye (12/82)

### ROCK-OLA

Warp-Warp (9/81)  
Eyes (7/82)

### SEGA/GREMLIN

Astro Blaster (3/81)  
Pulsar (4/81)  
Space Odyssey (7/81)  
Space Fury (7/81)  
Frogger (9/81)  
Eliminator (12/81)  
Turbo (1/82)  
005 (1/82)  
Eliminator 4-player (2/82)

Zaxxon (4/82)  
Turbo Mini-Upright (5/82)  
Zektor (8/82)  
Subroc 3-D (8/82)  
Pengo (10/82)  
Tac/Scan (10/82)  
Buck Rogers (12/82)  
Super Zaxxon (12/82)  
Monster Bash (12/82)

### SIGMA

Launcher Z (12/81)  
Rolling Star Fire (12/81)

### STERN

Berzerk (1/81)  
The End (3/81)  
Scramble (4/81)  
Super Cobra (7/81)  
Moon War (10/81)  
Turtles (11/81)  
Strategy X (11/81)  
Jungler (2/82)  
Frenzy (5/82)  
Tazz-Mania (5/82)  
Tutankham (7/82)  
Dark Planet (11/82)

### TAITO AMERICA

Space Invaders Trimline (2/81)  
Crazy Climber (3/81)  
Crazy Climber Trimline (3/81)  
Zarzon (5/81)  
Zarzon Trimline (5/81)  
Colony 7 (7/81)  
Colony 7 Trimline (7/81)  
Moon Shuttle (8/81)  
Moon Shuttle Trimline (8/81)  
Qix (10/81)  
Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)  
Space Dungeon (7/82)  
Jungle King (9/82)  
Jungle Hunt (11/82)  
Front Line (12/82)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)  
Holey Moley (9/82)

### UNIVERSAL USA

Zero Hour (1/81)  
Space Panic (1/81)  
Cosmic Avenger (8/81)  
Lady Bug (12/81)

### U.S. BILLIARDS

Quasar (4/81)

### WILLIAMS

Stargate (10/81)  
Make Trax (10/81)  
Robotron 2084 (3/82)  
Moon Patrol (8/82)  
Joust (10/82)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

Asteroids Deluxe (4/81)  
Centipede (6/81)  
Tempest (10/81)  
Dig Dug (4/82)

### BALLY MIDWAY

Rally-X (2/81)  
Gorf (4/81)  
Wizard of Wor (6/81)  
Omega Race (8/81)  
Galaga (11/81)  
Kick-Man (1/82)  
Ms. Pac-Man (2/82)  
Bosconian (2/82)  
Tron (8/82)  
Solar Fox (8/82)  
Blueprint (11/82)

### CENTURI

Route 16 (4/81)  
Pleiades (7/81)  
Swimmer (10/82)

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

The Thief (4/82)  
Slither (8/82)

### GOTTLIEB

New York, New York (3/81)

### SEGA/GREMLIN

Carnival  
Space Firebird  
Astro Blaster (4/81)  
Frogger (11/81)  
Zaxxon (5/82)  
Pengo (1/83)

### STERN

The End (1/81)  
Berzerk (2/81)  
Scramble (5/81)

### TAITO AMERICA

Crazy Climber (5/81)  
Zarzon (5/81)  
Qix (10/81)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)

### WILLIAMS

Defender (4/81)

## PHONOGRAPHS

Centuri 2001  
Lowen-NSM Consul Classic  
Lowen-NSM Prestige ES-2  
Lowen-NSM Festival  
Lowen-NSM 250-1  
Rock-Ola Grand Salon II Console (9/80)  
Rock-Ola 484 (11/80)  
Rock-Ola 481 Max 2 (1/81)  
Rock-Ola Deluxe (10/82)  
Rowe R-85 (10/80)  
Rowe Jewel  
Rowe R-87 (10-82)  
Seeburg Phoenix (12/80)  
Stern/Seeburg DaVinci (7/81)  
Stern/Seeburg VMC (11/81)  
VMI Startime Video Jukebox  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette

## POOL TABLES & FOOSBALL

Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
Dynamo-The Tournament foosball (5/82)  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar  
Valley Tiger Cat bumper pool (6/82)  
Valley Cougar Cheyenne (8/82)

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