EDITORIAL

A Flying Start

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

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

NEWS HIGHLIGHTS

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

TOP POP DEBUTS

SINGLES

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

ALBUMS

1. THE FIRST FAMILY RIDES AGAIN — Various Artists — Boardwalk

POP SINGLE

CENTERFOLD

The J. Geils Band

EMI America

B/C SINGLE

CALL ME

Soby

Salsoul/RCA

NUMBER ONES

COUNTRY SINGLE

LORD, I HOPE THIS DAY IS GOOD

Don Williams

MCA

JAZZ

COME MORNING

Grover Washington, Jr.

Elektra

Bobbie Woman
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**Alphabetized Top 100 Singles (Including Publishers and Licenses)**

- **DADDY'S HOME**
  - **LICK RICH** (BMG America-4-8103)
  - **My Heart**
  - **RICKSON** (Warner Bros. 49846)
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Rival Vid Disc Camps, Faced With Soft Market, Retrench

DiscoVision Associates Sells UPC Interest To Pioneer Electronics

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This most recent move by DVA comes on the heels of the company's announcement that it would close its Carson, Calif., manufacturing plant effective Feb. 26, moving all production to UPC's second-generation plant. DVA had earlier announced a cutback of just 20% at its Watson Industrial Park plant in Carson. At the time, company officials explained that the Carson facility had been having problems fulfilling demand whereas UPC's disc operation in Kofu had the increased capacity to take on the additional production. According to Miller Bonner, spokesman for DVA, Pioneer Electronics' buyout of UPC, like the Carson plant shutdown, is not expected to affect disc production, which some DVA officials projected would result in some 25% in first quarter 1982 as compared with the first quarter of 1981.

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

Rolling Stones Tour Success Spurs Promoters’ Optimism

by Jim Bessman

NEW YORK — In the wake of the recent Rolling Stones tour, concert promoters across the country are looking forward to their best year since 1978. Despite the current economic woes, various promoters and agents interviewed about the recent tour are expressing unabridged optimism about the coming months. But while promoters feel that the entertainment dollar is still there and waiting to be spent, they are quick to add that it won't be spent for just any show. “They want to see a show they will find money to see,” said Jerry Mickelson at JAM Prods. in Chicago. “But they aren't going out as much, only when there's an act they really want to see. They won't go just to check it out anymore.”

In Zuckerman's optimism, shown by fewer acts but larger tours, there is no evidence that the concert industry is in doomsday. While Zuckerman's optimism is based on the recent concert activity, there is evidence that the concert industry is in a healthy state.

(Must Be Careful)

We have to be more careful than we were three years ago and not go out on a limb,” he stated. Though fewer acts are touring now, those that are are making more money. According to a spokesperson for RCA, however, the company plans to rehire most of those people when it begins its new season. According to Miller, RCA stereo CED is expected to be introduced in June.

“The RCA spokesman said that although only 60,000-70,000 RCA branded disc players have been sold this far (with a maximum of 500 a day), they could easily fill the orders of dealers, companies such as

(continued on page 34)

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(continued on page 34)
Indies Dominate Action At MIDEM

by Paul Bridge

CANNES — The shifting nature of MIDEM, the annual international convention, was evident this year, as independent companies, production companies, and regional financiers sneaked in. The annual regional finance, joined by Argentina. Costs and division vice president, Schnabel, Cornish, Foundation; honoring Terry opportunity. Many of them called this the best MIDEM company's delegation reported directly down his licensees. addition to many, others were equally adamant for their many of the Indies took the oppo- nent's planned for the initial program's debut advertising campaign, Music 'Advisory Board, formed jointly with specialized labels. Although reported that he had been justified as the year. The awards Banquet March 29 during the annual NARM Convention at the Century Plaza Hotel in Los Angeles, Calif. This is a follow-up complete list of the nominations.

Best selling single — Betty Davis Eyes, Kool & The Gang; Load, Elvira, Oak Ridge Boys; Endless Love, Diana Ross and Lionel Richie; Physical; Olivia Newton-John's movie soundtrack album — Arthur, Endless Love, Fame, Heavy Metal; The Jazz Singer. The original cast album — A Chorus Line, Annie, Evita; Sophisticated

Real Deal Midline Series Announced By RCA Records

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

"We recognize that development of new artists is one number one priority in 1982," said Larry Gallagher, division vice president, branch marketing, and "we will be the new label's first half. specialized advertising and merchandising programs to aid dealers in stimulating consumer demand." Albums and tapes scheduled for "A Real Deal" in the first quarter of 1982 are the smooth jazz ""Out To Lunch"" by Steve Gadd and Slow Children. Norman Salet's "Here I Am." Michael Wycoff's "Love Conquers All," Robert White's "Songs Of The Mop Top," and Jimmie Mack's "Attack."

Closing regular releases will follow throughout the year. When the movie Fame opened to big box office grosses a couple years back, audiences were particularly dazzled by the multi-talented Amber Riley, who belted out the title song during a spectacular dance routine that took place at all throughout the country. Although the Oscar-winning film propelled her into the media limelight seemingly overnight, the winsome young lady who actually grew up in New York's Bronx has been honing her singing and acting abilities since grade school. Following her cell phone success, she has continued her musical career with her debut LP for NARM, "Anyone Can Sings.

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

Before her climb up the record charts, Cara appeared as a member of the Short Circus featured on The Electric Company, the educational TV series that taught gram- mar lessons in songs. A few years later she was jazzy audiences in the original off-Broadway cast of Ann Missbehavin, a tribute to composer/pianist Fats Waller. In addition to her musical work, she earned critical kudos for her dramatic work in such TV docudramas as A Family Affair: The Next Generation and The Gunaya Tragedy. The Story of Jim Jones.

The title cut from Cara's Network LP was the first single entry for the label. She co-authored it with soft-pop songwriter Bruce Roberts. Other tunes on this label dynamo's album include a steamy remake of the Four Tops' "Reach Out, I'll Be There" and a new song from famous singer and actor Tom Snow, "Thunder In My Heart."
QUARTERFLASH (Geffen GEF 50006) Find Another Fool (3:30) (Narrow Dude Music/Bonnie Bee Good Music/WB Music Corp.-ASCAP) (M. Ross) (Producer: J. Boylan)

The Northwest's Quarterflash has a tough act to follow with "Harden My Heart" going Top 5, but this latest rocker from the band's debut LP is already making chart waves at 889 bullet its first week out. It continues in the heavy guitar-oriented mold of its predecessor, with Rindy Ross giving another hard-edged vocal performance.

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

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


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


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

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

A dreamy, dizzying intro sets the stage from some angelic R&B vocals that only recall but technically improve on the sounds of people like the Styllists, et al. Gorgeous, choir-like R&B.

THE KIDS FROM FAME featuring Valerie Langhorne (RCA JC-13061) Hi-Fidelity (2:44) (Koppelman-Bandier Music Corp.-BMI) (E. Levine) (producer: B. Fasman)

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


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


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


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

Cash Box | February 13, 1982


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The Blasters. As revivals covers pretentious strong, from IFPI piracy seminar, various rights groups like Heat, ASCAP, BPI, SACEM and WEA knew then that the Bandstand, Canned Heat, and we're looking to get the feeling of just can't wait for the works. "We're looking for money opening on bands that people want to open us to the world of the new rate, third and two-three-quarter cents and would have to be revised for titles covered under the new rate. In addition, Berman said "Cash Box" that while the agency doesn't know if all other record companies will comply readily with the new rate, he said he was pleased by the industry's "enthusiastic cooperation" over when the new rates became effective could also be avoided with other labels. A number of record companies have already made royalty payments at the four rate for records and tapes made and distributed on or after July 1, 1981. He added that payments for the third quarter of 1981 had been made at the old rate of two and three-quarter cents and would have to be revised for titles covered under the new rate.

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HITS OUT OF THE BOX

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

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

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

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

ME CHANIX — UFO — Chrysalis CHR 1380 — Producer: Gary Lyons — List: 8.98 — Bar Coded

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

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

In the seven years since its inception, Vancouver-based rock ‘n’ roll quartet Prism has been a top drawing act in the Northwest. This band boasts the powerful range of new lead vocalist Henry Small, and his keen ability is formidable. With Small’s entry into the group, though, it has dropped the surfing, hard-driving edge in favor of a more relaxed, mellow tone. It has gone soft by any measure, but just a little less rough and a lot more sophisticated. Pour a Mocha and settle back for tunes sung in a sensitive and satisfying way, eh?

THE BLUE MASK — Lou Reed — RCA AFL-4221 — Producers: Lou Reed and Sean Fullin — List: 8.98 — Bar Coded

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

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

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


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

PREVIOUS PAGE


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

NEW AND DEVELOPING ARTISTS

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

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

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This female trio attracted a strong following during the disco era, and with its debut album on Destiny continues the tradition of technically proficient, glossy dance music. The hottest cuts on this LP, however, aren’t the disco tunes but the R&B numbers like “I’ve Been Watching You” and “Save This Night for Love.”

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

Although he popularized some of the most sweeping dance crazes in musical history, Chubby Checker hasn’t been able to break out of his image as a rock ‘n’ roll revivalist act. The man who made the Twist an international fad back in the ’60s at tempted a comeback in 1972, but with the start of the ’80s seems ready to try again. Lush production here sometimes overshadows the R&B-flavored rocker’s voice, but he does come through with some successful tunes.

www.americanradiohistory.com
Rolling Stones Tour Success Spurs Promoters Optimism

(continued from page 8)

As in New Jersey, Contemporary’s Zuckerman also won his motion to dismiss Sir Paul, but only after a three-year battle. Sir Paul’s counsel, attorney Carol B. Barchas, has already indicated that she plans to appeal the decision to the Ninth Circuit Court of Appeals.

The New York City Criminal Court ruled that the Rolling Stones were within their rights to perform their songs at the concert held recently at New York’s Madison Square Garden. A Rolling Stones attorney, John DeSanto, said that the band will continue to perform their repertoire of songs at concerts throughout the country.

Staten Island Man Is Indicted On Bootleg, Infringement Charges

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

Greco, also known as John Green, had been a key figure in the music business and a principal in several large record distributors and Elvis World in Staten Island. He became a target for investigation following a series of raids on April 23, 1978, at the Elvis Presley convention in Memphis commemorating the third anniversary of the singer’s death.

The next day, agents of the Staten Island FBI office searched Greco’s house and seized a large number of recordings, some of which he was working on with Greco’s business records. Then on March 12, 1981, FBI agents from the Brooklyn-Queens division served a search warrant on Greco’s business, seizing 14,000 alleged bootleg recordings valued at $140,000 from a Brooklyn warehouse occupied by Greco.

Country Club to develop such new, highly regarded acts as the Blasters and X. “We have to find acts to replace the big acts that we’ve lost to the majors,” said Green. “I’m sure that we’ll find other acts that are as good as those that we’ve lost.”

The Rolling Stones are currently touring the United States, having recently played in Los Angeles and San Francisco. The band is scheduled to perform in New York City on February 12 at Madison Square Garden. The tour is expected to continue through April.

CBS Seeks Judgement Against Rachel Music

NEW YORK — Columbia Special Products, a subsidiary of CBS, has filed a lawsuit in Federal District Court for the Southern District of New York against Rachel Music Ltd. (formerly Leonard Hawkins, Ltd.) of England, for a declaratory judgment. The action seeks a declaration that Rachel Music has no further right to deal in certain sound recordings including the Shirelles, B.J. Thomas, the Platters, Dionne Warwick, Gene Pitney and George Jones. CBS, which is the successor in interest to Springboard International, Inc., gave notice of its rights to the plaintiffs Rachel Music for failure to act and pay royalties. Rachel contested the termination.

The next day, John Lennon overturned a decision that he had worked on with Rachel Music. The decision, made after a hearing, had enjoined Rachel from dealing with CBS and to pay royalties under the license agreement, which was originally with Springboard.

Sheet Music Society Holds February Meet

NEW YORK — The New York Sheet Music Society presents a performance by the Dan Zanes Band at the Songwriters Hall of Fame, One Times Sq. on Feb. 13. Between 1 p.m. and 2 p.m., buy one ticket for $2 or two for $3 and get two recordings of your choice. The band will play at 1:30, then go to the Red Room and at 2:30 Herb Hurwitz, the rare music dealer will talk about collectible topics, writers and personalities.

GOING PLACES — Ze recording artist Kid Courteaux, aka Danny August, worked with the Coasters during a recent performance at the Ritz in New York City. Cash Box photo by Hank Gold.

East Coastings

THE BIG MAN BUZZES THE BOX — With his upcoming gig at Roseland this week, we were able to get a peek at some of the details of the upcoming three-night engagement with the Rolling Stones. Although he’s found fame and fortune with Bruce Springsteen, Clemens has not been content to lay back on his laurels, choosing instead to devote his time away from theWeYer bands to touring, recording and producing records. On this particular tour, the Stones are scheduled to perform at Madison Square Garden, Red Bank, N.J., Big Ben’s West, and the formation of their own tour company, the Red Bank Rockers. The 11-piece group has been touring up and down the East Coast for the last few weeks, using Big Man’s West as their home base. When we spoke with Clemens he was associated with a group of guys who had just gotten together, and they didn’t seem to have any set goal. "It’s just a bunch of guys, you know," he said. "We just want to hear something that we really like. And we’re getting a couple of gigs every Now let’s talk about the band’s new album, "Jumpin’ Jack Flash," which is due out in March. "We’re really excited about this record," Clemens said. "It’s got a really strong outlook for us. We’re really looking forward to doing it."

MUSICIANS CALL FOR DISARMAMENT — The steps of the United Nations in New York will be the site of what is shaping up to be one of the largest protests over the use of nuclear weapons. As a part of the United Nations special session on disarmament, which begins June 7, the Presbyterians for Peace and Justice are organizing a series of events to draw attention to the dangers of nuclear arms. The group has invited prominent recording artists from around the country to come together to perform Beethoven’s Ninth Symphony on the steps of the UN. Musical artists who will participate in the event include Leroi, Carly Simon, Tom Petty, aerosmith, James Taylor, Nashville’s African Dreamland and the New York Philharmonic Orchestra. The event is still in the formative stages, but more information can be obtained from Joseph Elder at (212) 873-2872, or Arts Alive at (212) 687-3415.

Ired Goodman
Benson Company, Zondervan Take Over U.K. Firm


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

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

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

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

Bread n Honey Releases Market Study Conclusions by Susan Coker

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

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

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

Of women who listen to religious radio, 39% work full time, while 14% work only part time, with some 47% being unemployed outside the home. The survey reported that approximately 2,500,000 people listen to religious radio.
Regional VSRA Units Discuss Goals, Overall Organization At Local Meets
by Michael Glyn

LOS ANGELES — Two regional chapters of the Video Software Retailers Association (VSRA) held meetings last week — the Midwest group for its executive committee and the Southern group for its members and National Assn. for general membership. Discussions among the Midwest VSRA’s executive included plans for final incorporation of the group, joint lobbying efforts in Washington on behalf of the organization and a national convention in Florida later this year. Joel Newton, sales manager for several major software companies explained the various aspects of the business.

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

Weiss stressed that this thing as an independent group of dealers, and I think that the general feeling now is to see if we can get it off the ground as one.” Weiss “We’ve spent several months in our own pocket because this is our industry, our business, and before getting involved with another trade group, we’d like to build our membership further and establish this organization. I talked to Jules Steinberg, executive vice president of the National Assn. of Recording Merchandisers, and it’s possible that they had a tough time getting off the ground, and he said that it neared went back before it. It will perhaps be as quick or easy if we have to look at the future.”

NAAM To Step Aside?
On the subject of two separate dealer/retailer groups, Weiss said that on behalf of the VSRA, he will be asking NARM executive director Jules Steinberg to step aside. “Joe Cohen’s done a wonderful job in his past four years with NARM, but that group is involved primarily in the record industry,” stressed Weiss. “I don’t think it can continue light.”

“Lightnin’” Hopkins, Country Blues Great, Dead At 69
LOS ANGELES — One of the great country blues singers and guitarists of all time, “Lightnin’” Hopkins, died Jan. 30 in Houston. Text of conclusions resulting from cancer Hopkins, who would have been 70 this month, had a considerable impact on the development of rock guitar players and inspired many of today’s 70s and 80s popularized such songs as “Mr. Charlie,” “Coffee Blues” and “Annie May.”

Hopkins was reported to have had good spirits during the final days of his life, and even sang on his deathbed for nurses at Houston General Hospital.

Hopkins learned to howl the blues as a child in his native Texas and embarked on a career in music as early as the 1930s, employing an intense style which, in the words of New York Times reviewer Robert Fulford, “was an inspiration for generations of bluesmen. Hopkins was a master of the blues with the power to elicit the purest and the most powerful expressions of mood.” In his 42 years of singing, Hopkins recorded over 200 singles and 10 albums, including “Cahaba Mudslide,” “Keeps On Rainin’,” “Howlin’ the Blues” and “Gotta Move Your Baby.”

SOUL OUT — It was star time at Wolf and Rissmiller’s Country Club in Reseda last week when Soul Brother #1 James Brown, made a dynamic appearance and pleased, pleased, pleased the SRO crowd with “Get On The Good Side Of Me Bag” and the all-too-true “It’s Too Funky in Here.” Although many critics have recently pointed out that Brown’s voice is waning and his midriff getting a bit flabby, the Godfather’s vocal cords seemed in fine shape and he was able to execute his patented survival of the slowest dance move, His musical performance, backed by the brassy JB’s and female backup singers Fire, was equally divided between newer funk-oriented material and the standards he’s been turning loose since the early sixties. They only put a show on for a few songs and came in last year’s Blues Brothers flick to direct John Landis and Ewodt self, Danny Ackroyd.

Richard Pours, of Los Angeles’ most exciting power pop bands, The Plimsouls, shipped a 12-inch maxi-single last week to West Coast record outlets. The two-song platter, featuring the tunes “A Million Miles Away” and “I’ll Get Lucky,” is being released on MCA Records after the Shakedown release. Although it’s been voluntarily left Planet Records Last year following disappointing sales of their first album, is busy laying tracks for their second LP and plan a tour of the midwest and east coast later this year.

ON THE URGH FRONT — When last this column carried an item on the punk/new wave concert film Urgh! A Music War, the motion picture was targeted for release in L.A. theatres on Feb. 5. Now, “Leftover music, featuring performances by 29 bands including The Go-Go’s, The Police, Devo, Oingo Boingo, Pere Ubu and The Surf Punks, has been pulled by its distributor, Filmways Pictures, Inc., and is being held off until yet a few more months. Andy Foster, a spokesperson for Filmways, said he is hopeful that the film will be released by Easter, but couldn’t say for certain. At this point the distribution company is more interested in developing plans and thinking about showing the film for a couple of weeks at a first-run theatre before scheduling it for video release.”

NEW NEW MEX INDIE MAKING NEW YEAR’S PLANS — Radio Free America Records has issued their new independent label that sprang up last September, plans to release its first album in the next month, a debut effort from popular regional trio The Phillistines. In a departure from standard operating procedures, Radio Free’s Al S., Curtis Hutchison, is slated to schedule the group’s local and national tour playdates in support of the disc. The band will have its first session at a new studio on Feb. 2, and have sessions scheduled for all the July through September.

GOLDEN PHYSICAL — MCA recording artist Lee Greenwood is currently performing the solid Gold Special which will air on TV Feb. 14. John (c) is pictured with the show’s hosts, Marilyn McCoo and Andy Gibb.

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HAPPENING — Slowhand Eric Clapton was spotted in L.A. recently helping out with two songs for the latest project of the legendary blues singer, Sonny Boy Williamson II, who’s been working on the first album for the blues legend since the 1960s. Clapton’s presence on the album is being kept under wraps by the label, but it’s known that he’s been working on the project for some time now.

BIRD Contract Awarded
NEW YORK — RCA American Communications, a division of RCA Astro-Electronics, has been awarded a contract to manufacture and supply a new satellite that will be launched next October. The satellite is scheduled to be launched on a Titan rocket from Cape Canaveral and will replace Satcom I, which has been used since 1975. The advanced RCA Satcom satellites have a 10-year life span and will provide 2,485 channels, compared with the 2,000-weight of their predecessors.
Short Form Features Mark AOR Non-Music Programs

by Larry Riggs

NEW YORK — Over the past several years, many AOR-formatted radio stations have been programmed with a non-musical focus in the belief that the method of pricing used at the auction was discriminatory. “The auction was rejected because they felt that the pricing system was discriminatory,” said John Williamson, director of public affairs at AM Networks.

SYNDICATION INDICATIONS — Staffett/Blair has pacted with NBC's Source for 21 live remote concerts over 1982 and 1983. The first is expected to take place sometime in March while the second is slated for May 31. The names of the artists were not available last week although the series is expected to focus on major acts. “The first one was supposed to be Dolly Parton but he bit into a butt and caught rabies or something,” quipped NBC spokesman Pete Hamilton. The Creative Factor is producing a two-hour Willie Nelson special which airs Feb. 27 on over 100 stations nationally in addition to a Journey special Mar. 27, the Police Apr. 24 and Bob Seger May 29. The Hollywood-based syndicator is currently lining up stations for these concerts. Continental Broadcast Corp. is bringing 29 local stations a weekly hour-long show featuring music from the 1960s, interviews and lifestyle features that begin Feb. 5 and continue through May 14. Both are offered either on a local or network syndication.

POLICE INTERROGATION — While New York for two shows at the Nassau Coliseum recently acquired the ownership rights to an emotional rollercoaster called “2000 Miles,” stopped by WPLJ, the apple's top rock, for an interview with rock journalist Lisa Robinson. Pictured after the interview are WPLJ personalities Bob Stemple, President of the Police, Jim Reis, promotion director at WPLJ and Michael Leon, vice president of promotion of A&M Records.

STATION-TO-COUNTY — County-formatted KZOK-FM/Seattle has a new program director, Ed Chandler, who says he will have his air talent pay no less than three songs in a row during regular programming hours and will pay some listener $10,000 if any jock is caught not doing so. Hit: the winner will emerge during the first 97 days of the contest. The after the $10,000 is given away the station will start all over again. It ends Dec. 31, 1982. Lee Arnold, former air personality at fellow country outlet WHN/New York is returning from a hiatus during which he formed his own radio syndication company. He resumes with the midday orbit. The skit is called “The Second Boy.”

NEW JOBS — Steve Harris was recently named PD at KRLY/Houston. Coming from B/C-formatted WCC/Chicago, where he served as PD and midday personality and reportedly brought the station to #2 in the market, Harris brings experience from WBNT/Cleveland, WJNO/Cleveland and WDAO/Dayton, Ohio. Scott Howitt recently jumped from KNIX/Phoenix to WPLJ/Chicago.

OOPS — Last week we inaccurately reported that Watermark, the West Coast radio production company recently acquired by ABC Radio Enterprises, is producing ABC Superadio. Superadio will in fact be produced by ABC Radio Enterprises from its home base in the Big Apple, while Watermark will continue to produce its shows and some new shows for ABC's web.
### Top 100 Singles Chart

**February 13, 1982**

#### Last Week's This Week's Weeks on Chart

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Last Week</th>
<th>This Week</th>
<th>Weeks on Chart</th>
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<tbody>
<tr>
<td><strong>Week of</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
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<tr>
<td><strong>1</strong></td>
<td>CENTERFOLD</td>
<td>THE J. GEILS BAND</td>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>I CAN'T GO FOR THAT (NO CAN DO)</td>
<td>DARYL HALL &amp; JOHN OATES</td>
<td>14</td>
<td>14</td>
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<td><strong>3</strong></td>
<td>PHYSICAL</td>
<td>OLIVIA NEWTON-JOHN</td>
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<td><strong>4</strong></td>
<td>HARDEN MY HEART</td>
<td>QUARTERFLASH</td>
<td>18</td>
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<tr>
<td><strong>5</strong></td>
<td>SHAKE IT UP</td>
<td>THE CARS</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>TURN YOUR LOVE AROUND</td>
<td>GEORGE BENSON</td>
<td>17</td>
<td>17</td>
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<tr>
<td><strong>7</strong></td>
<td>THE SWEETEST THING (I'VE EVER KNOWN)</td>
<td>JUICE NEWTON</td>
<td>18</td>
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</tr>
<tr>
<td><strong>8</strong></td>
<td>WAITING FOR A GIRL LIKE YOU</td>
<td>FOREIGNER</td>
<td>19</td>
<td>19</td>
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<tr>
<td><strong>9</strong></td>
<td>SWEET DREAMS</td>
<td>AIR SUPPLY</td>
<td>10</td>
<td>10</td>
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<td><strong>10</strong></td>
<td>LEADER OF THE BAND</td>
<td>DAN FOGELBERG</td>
<td>12</td>
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<td>OPEN ARMS</td>
<td>JOURNEY</td>
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<td><strong>12</strong></td>
<td>THAT GIRL</td>
<td>STEVIE WONDER</td>
<td>5</td>
<td>5</td>
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<tr>
<td><strong>13</strong></td>
<td>HOOKED ON CLASSICS</td>
<td>LOUIS CLARK</td>
<td>16</td>
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<td><strong>14</strong></td>
<td>WAITING ON A FRIEND</td>
<td>ROLLING STONES</td>
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<td><strong>15</strong></td>
<td>YOU COULD HAVE BEEN WITH ME</td>
<td>SHEENA EASTON</td>
<td>12</td>
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<td><strong>16</strong></td>
<td>LET'S GROOVE</td>
<td>EARTH, WIND &amp; FIRE</td>
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<td><strong>17</strong></td>
<td>TAKE IT EASY ON ME</td>
<td>LITTLE RIVER BAND</td>
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<td><strong>18</strong></td>
<td>COOL NIGHT</td>
<td>PAUL DAVIS</td>
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<td><strong>19</strong></td>
<td>MIRROR, MIRROR</td>
<td>DIANA ROSS</td>
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<tr>
<td><strong>20</strong></td>
<td>THROUGH THE YEARS</td>
<td>KENNY ROGERS</td>
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<tr>
<td><strong>21</strong></td>
<td>LEATHER AND LACE</td>
<td>STEVIE NICKS (with DON HENLEY)</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td><strong>22</strong></td>
<td>SOMEONE COULD LOSE A HEART TONIGHT</td>
<td>EDDIE RABBITT</td>
<td>14</td>
<td>14</td>
</tr>
<tr>
<td><strong>23</strong></td>
<td>SPIRITS IN THE MATERIAL WORLD</td>
<td>THE POLICE</td>
<td>5</td>
<td>5</td>
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<tr>
<td><strong>24</strong></td>
<td>SOMEWHERE DOWN THE ROAD</td>
<td>BARRY MANILOW</td>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td><strong>25</strong></td>
<td>WORKING FOR THE WEEKEND</td>
<td>LOVEBOY</td>
<td>14</td>
<td>14</td>
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<tr>
<td><strong>26</strong></td>
<td>KEY LARGO</td>
<td>BERTIE HIGGINS</td>
<td>15</td>
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<tr>
<td><strong>27</strong></td>
<td>LOVE IN THE FIRST DEGREE</td>
<td>ALABAMA</td>
<td>12</td>
<td>12</td>
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<tr>
<td><strong>28</strong></td>
<td>LOVE IS ALRIGHT</td>
<td>RICK SPRINGFIELD</td>
<td>11</td>
<td>11</td>
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<tr>
<td><strong>29</strong></td>
<td>PAC-MAN FEVER</td>
<td>BUCKNER &amp; GARCIA</td>
<td>8</td>
<td>8</td>
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<tr>
<td><strong>30</strong></td>
<td>TONIGHT I'M YOURS</td>
<td>ROBERT WARD</td>
<td>4</td>
<td>4</td>
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#### Hit Mover

<table>
<thead>
<tr>
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<th>Artist</th>
<th>Chart Movement</th>
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<tbody>
<tr>
<td><strong>CASH SMASH</strong></td>
<td><strong>45</strong></td>
<td><strong>45</strong></td>
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<tr>
<td><strong>HIT BOUND</strong></td>
<td><strong>46</strong></td>
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#### Prime Mover

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#### Last Week's This Week's Weeks on Chart

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist</th>
<th>Last Week</th>
<th>This Week</th>
<th>Weeks on Chart</th>
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<tr>
<td><strong>Week of</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
<td><strong>129</strong></td>
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<tr>
<td><strong>31</strong></td>
<td>COME ON OVER</td>
<td>THE BEACH BOYS</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td><strong>32</strong></td>
<td>ALL OUR TOMORROWS</td>
<td>EDWARD SCHWARTZ</td>
<td>10</td>
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</thead>
<tbody>
<tr>
<td><strong>DADDY'S HOME</strong></td>
<td><strong>CLIFF RICHARD</strong></td>
<td><strong>5</strong></td>
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<tr>
<td><strong>SHOULD I DO IT</strong></td>
<td><strong>THE POINTER SISTERS</strong></td>
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<tbody>
<tr>
<td><strong>GET THE BEAT</strong></td>
<td><strong>GO GODS</strong></td>
<td><strong>5</strong></td>
</tr>
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**Bringing The Talents of Dick Clark To Your Station**

“**The Dick Clark Nation**

Presented by

Heard on

A Weekly Radio Show

"The Dick Clark Nation"

www.americanradiohistory.com
6 AC/DC - FOR THOSE ABOUT TO ROCK WE SALUTE YOU • ATLANTIC
ADDs: None. HOTS: WMMS, WNEW, KSHE, KMGN, KZAM, KOME. MEDIUMS: WMMS, WKLS, WBLM, KZAM, WNEW, MMX.
SALES: Good to moderate in all regions.

7 HUEY LEWIS & THE NEWS • PICTURE THIS • CHRYSALIS
ADDs: KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, KROQ, KSHE, KZAM, KONE, KZEW, WNWN. MEDIUMS: WYSP, WHFS, WBAB, WPLR, WNEW, WMMS, WBLM, KNAC.
SALES: Just shipped.

8 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK
ADDs: KSFW, KNAC, WYSP, WHFS, WBAB, WPLR, WNEW, KROQ, KSHE, WYSP, WMMS, WBLM, KNAC.

9 THE POLICE • GHOST IN THE MACHINE • A&M
ADDs: None. HOTS: WMMS, WNEW, WSHE, WBLM, KZAM, KNAC, KNXN. MEDIUMS: WMMS, WNEW, WSHE, KBAB, WBLM.
SALES: Good to moderate in all regions.

10 PRISM • SMALL CHANGE • CAPITOL
ADDs: None. HOTS: KNX, KMET, WMMS, WAHH, KZAM, KNAC, WNWN. MEDIUMS: WMMS, WSHE, WSHE, KZAM, KNAC, KNXN. PREFERRED TRACKS: Don't Let Me Be Misunderstood.
SALES: Moderate to fair in all regions, strongest in Midwest.

11 THE CARS • SHAKE IT UP • ELECTRA
ADDs: None. HOTS: WMMS, WNEW, WSHE, KZAM, KNAC, KNXN, KMGN, WCCG, WRNW, WSHE, KLDM, WCOZ, WMMS, WBLM.
SALES: Moderate in all regions.

# 1 MOST ADDED

6 ALDO NOYA • PORTRAIT/CBS
ADDs: KSFW, WYSP, WMMS, WNEW, KZAM, KMGN, WCOZ, HOTS: WMMS, KMET, MEDIUMS: WSHE, KLDM, KZAM, KEZY, WPLR, PREFERRED TRACKS: Open.
SALES: Fair in South and West; weak in others.

7 PETER CETERA • FULL MOON/WARNER BROS.
ADDs: None. HOTS: WMMS, WNEW, KSHE, KZAM, KMGN, WSHE, WCOZ, WMMS, WBLM, KZAM, KMGN, WMMS, WNEW. MEDIUMS: WMMS, WBLM, WCOZ, KZAM, KEZY, KSHE.
SALES: Good to moderate in all regions; weakest in South.

8 THE GO-GOS • BEAUTY AND THE BEAT • I.R.S./A&M
ADDs: None. HOTS: WMMS, WNEW, KZAM, KMGN, WSHE, WCOZ, WMMS, KZAM, KMGN, WSHE, WCOZ, WMMS, WMMS, WBLM.
SALES: Good to moderate in all regions; weakest in South.

9 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA
ADDs: None. HOTS: WMMS, WNEW, KZAM, KMGN, WCOZ, WMMS, WMMS, WSHE, WCOZ, WMMS, WBLM, WMMS, WMMS, WNEW, WMMS.
SALES: Weak in East; fair in others.

10 THE J. GEILS BAND • FREEZE-FRAME • EMI/AMERICA
ADDs: None. HOTS: WMMS, KMET, WYSP, WBAB, WPLR, WNEW, KROQ, KSHE, KMGN, WCOZ, WSHE, WCOZ, WMMS, WBLM, KMGN, KZAM. MEDIUMS: KSHE, WCOZ, WMMS, WBLM, KEZY, WPLR, PREFERRED TRACKS: Centerfold. Title.
SALES: Good in all regions.

# 1 MOST ACTIVE

6 NICK LOWE & NICK THE KNIFE • COLUMBIA
ADDs: None. HOTS: WMMS, WNEW, WPLR, KZAM, KMGN, WSHE, WCOZ, WMMS, WSHE, WMMS, WBLM, KNAC. MEDIUMS: WMMS, WSHE, WSHE, WSHE, WMMS.
SALES: Good to moderate in all regions.

7 BOB & DOUG MCKENZIE • GREAT WHITE NORTH • MERCURY
ADDs: None. HOTS: WHFS, WRNW, WMMS, WSHE, WCOZ, WMMS, WSHE, WMMS, WMMS, WMMS, WMMS, WSHE.
SALES: Moderate to fair in all regions.

8 UB40 • BASTARD • ENCORE
ADDs: None. HOTS: WMMS, WNEW, WMMS, KSHE, KMGN, KMGN, KZAM, KMGN, KZAM. MEDIUMS: WMMS, WNEW, WPLR, WMMS, WPLR, WMMS, WSHE.
SALES: Moderate to fair in all regions.

9 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA
ADDs: None. HOTS: WMMS, WNEW, KZAM, KMGN, WCOZ, WMMS, WBLM, KMGN, KMGN. MEDIUMS: WSHE, WCOZ, WMMS, WBLM, WCOZ, WMMS, WSHE.
SALES: Moderate in all regions.

10 DONNIE IRIS & THE CRUISERS • KING COOL • CAROUSEL/MCA
ADDs: None. HOTS: WMMS, WNEW, KZAM, KMGN, WCOZ, WMMS, WBLM, KMGN, KMGN. MEDIUMS: WMMS, WNEW, WPLR, WMMS, WPLR, WMMS.
SALES: Moderate in all regions.
INTERNATIONAL BESTSELLERS

Top Ten LPs

1. Come Tomorrow - Fleetwood Mac
2. The Best Of Blondie - Blondie
3. Taming The Cows - Bob Dylan
4. Greatest Hits - Queen
5. Rock & Roll - AC/DC
6. The Simon And Garfunkel Collection - CBS
7. Marillion - CBS
8. 1982... in the Sun - The Police
9. Ghost In The Machine - The Police
10. Remain In The Night - CBS

Cash Box/Febuary 13, 1982
Initial Ballots For 17th ‘Hat’ Awards Distributed To AC Voting Members

(continued from page 8)

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

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

Single Record of the Year (Awards presented to Producer, Artist and Record Label): "Dixie On My Mind" by Hank Williams, Jr., "Elvira" by the Oak Ridge Boys, "I Love A Rainy Night" by Eddie Rabbit, "I Was Country When Country Wasn’t Cool" by Barbara Mandrell, "Love Me Again" by the Oak Ridge Boys, "There’s A Place In Heaven" by Alabama, "My Favorite Memory," "It’s A Long Way To The Top (If You Wanna Go)", "Aces High," "Rolling Stone," "There’s A Guy In My Closet," "Ain’t That Just Like Me," "There’s A Dress In My Closet," "It’s A Long Way To The Top (If You Wanna Go)" by Alabama, "Get Up, Stand Up," "Get Up, Stand Up," "Get Up, Stand Up." The album "The Door(s)" is the first album by Alabama, "My Favorite Memory," "It’s A Long Way To The Top (If You Wanna Go)."

In the showcase of the Nashville area, the station, behind the efforts of program director Don Keith and music director Janet Bozeman, has indeed acquired a proud country heritage.

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

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

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

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

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

While “Proud Country JRB” admittedly has problems with power (5,000 watts during the daytime and one kilowatt at night), the Mack Sanders-owned Jaco parent company has taken measures to extend its reach and capture new listeners. The station is now available on two dial frequencies: WOKE/Birmingham and WNOK/Noxville, and, according to Keith, the firm anticipates the purchase of an FM outlet in Nashville in the near future. To top it off, the Proud Country Network, a weekly countdown Keith developed for the Jaco affiliates, has received greater acceptance than expected.

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

Tough Competitors

To make inroads in Nashville, a station has to position itself against a bevy of country competitors. Legendary WSM boasts a mammoth signal that can be heard throughout the southeast. WSIX-FM has cornered the office radio with its “metropolitan country” format — country’s answer to 3-liters of fuel. WSM has cut costs with its adoption of the Satellite Music Network and WUSW-FM/Lebanon, with its strong FM signal, has made its presence felt around the metro area with a 7-1 start after the first two weeks. It won’t last long.

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

**SO THIS IS BOBBIE SUE**

This little chimpanzee probably isn’t exactly what songwriters Dan Tyler, Aidee Tyler and Wood Newton had in mind when they wrote the Oak Ridge Boys’ current single, “Bobbie Sue.” But she certainly captured the sprightliness of the chimps. The chimp was actually named in honor of the group’s single, so when the guys were in the area, they took the opportunity to visit Bobbie Sue at her home in Busch Gardens in Tampa. Fl. Pictured are (l-r) Duane in the group, Bobbie Sue; trainer Birgit Blomme; and Richard Serban of the group.

**STATION PROFILE**

**WJRB Cracks Tight Nashville Radio Market With ‘Proud Country’ Format**

by Tom Roland

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

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

JAM UP AND JELLY TIGHT — It sold out in a matter of hours. More than 10,000 fans and friends witnessed it. More than 25 acts performed a set over 75 songs long. And again, CMA's Daniels was on stage and singing. "Isn't it great to be alive and in Tennessee?" And as expected, the response was a resounding yes. This year's Volunteer Jam, the eighth annual, proved once again that all kinds of musical influences can co-exist and flourish on one stage. What began as a small, somewhat intimate gathering of friends and fans to do a little "jamming" back in 1974 has grown to be one of the most important musical events of the year and is the only one we can think of that features such a diverse cast of musical characters. For instance, this year's mammoth event featured the first of two appearances, the Winters Brothers Band, Mississippi Grind Switch; Pap John Croc; Roy Acuff; musicians Jamie Nichol, Jerry Mills, Richie Cannata and Buddy Spicher, Moses Dillard and Creation; Leon Russell and band; Carl Earl Oliver and band; Duane Eddy; Jimmy C. Newman and Cowboy Jacks; Steve Walsh; Johnny Lee Dobie Gray; the Oak Ridge Boys; George Thorogood and the Destroyers; China; Quarterflash; Chuck Leavell, Dickie Betts, Dave Perkins, Steve Danylovich and their Coral, and Steve Danylovich and of course, Daniels and band.

JAM UP — As in the past, this year's Volunteer Jam brought together quite an array of talent and musical influences, from Pap John Croc to Coward, the Oak Ridge Boys and George Thorogood and the Destroyers. Painted there are Charlie Daniels', the concert's host, and first-time jammer was George Thorogood's, but was moved to the Cannery at the last minute. Josie penned "Midnight Confessions," which proved to be a hit for the Grassroots and is currently gaining momentum.

DOLLY PARTON (RCA PB-13057)
CRISTAL GAYLE (Columbia 18-02718)
MEL TILLIS (E-74712)
It's A Long Way To Daytona (3:13) (Mel Tillis Music — BMI) (M. Tillis) (Producer: B. Strange)

HITS OUT OF THE BOX

KEITH STEGALL (EMI America P-B-8107)
LA COSTA TUCKER (Elektra E-74714)
STELLA PARTON (Town House P-A-1056)
I'll Miss You (3:14) (My Mama's Music — BMI) (T. Teague) (Producer: M. Williams)
JOEL HUGHES (Sunbird 7569)
Handy Man (2:44) (Unart Music Corp. — BMI) (J. Jones, O. Blackwell) (Producer: N. Larkin)
KENNY DALE (Funderburg F-0017)
RITA REMINGTON (Platinum LP 207)
JIM STORIE (LS 194)
MONTANA SKYLINE (Snow SNW2022)
A Woman Like You (2:54) (Rattlesnake Skyline — BMI) (S. Bivens) (Producer: Montana Skyline, H. Sacks)
DICK DAMRON (The Music Connection TMC 1001)
Reunion (2:39) (Sparrow Music — PRO-CAN) (D. Damron) (Producer: J. B. Barrnhill)

ALBUM REVIEWS

KIERAN KANE — Elektra E-66004 — Producer: Jimmy Bowen — List: B.B.
Country fans who are looking for something new should be enchanted by the debut offering from this smooth-throated redhead. An ace songwriter in his own right, Kane, who wrote or co-wrote every tune on the package, is a master at exploiting an engaging simple hook over three-and-a-half minutes, and gospel-tinged harmonies provide an excellent setting for his lyrical efforts. Along with two Top 20 singles ("You're The Best" and "It's Who You Love") "Makin' It Up" is among the Elektra release's top tracks.
KILT TAKES CONTINUOUS STANCE — KILT/Houston recently rounded up its "Contin- 
uous Country" music staff for a photo of the Longneck Radio crew. Pictured in the front 
row are: (1-r) Carl Williams; Debbie Pipa, music director; and Gene Austin. Pictured in the 
back row are: Bob Forrester, Rick Candela, program director; Brian Hill, news director; 
Cathy Cason; Joe Flores; Kathyn Wells; Debra Degg; and Les Smith.

KILT TAKES CONTINUOUS STANCE

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. IT'LL BE HER — TOMPALL & THE GLASER BROTHERS — ELEKTRA — 35
2. ROUND THE CLOCK LOVIN' — GAIL DAVIES — WARNER BROS. — 35
3. IN LIKE WITH EACH OTHER — LARRY GATLIN and the GATLIN BROTHERS 
   BAND — COLUMBIA — 27 ADDS
4. ANOTHER HONKY TONK NIGHT ON BROADWAY — DAVID FRIZZELL & 
   SHELLY WEST — WARNER/VIVA — 25 ADDS
5. YOU SURE KNOW YOUR WAY (AROUND MY HEART) — LOUIS MAN- 
   DRILL — RCA — 19 ADDS
6. AFTER THE LOVE SLIPS AWAY — EARL THOMAS CONLEY — RCA — 19 
   ADDS
7. BORN WITH THE BLUES — JOHNNY ROYDICE — EPIC — 17 ADDS
8. LOVE YOU TO TOWN — JERVIS FELTS — LIBBY — 16 ADDS
9. SEND DIESELULES — SUPER GRAND OBBY BAND — HOOD AND 
   AMP — 16 ADDS
10. IF YOU THINKIN' YOU WANT A STRANGER (THERE'S ONE COMING 
   HOME) — GEORGE MCGREGOR — MCA — 14 ADDS

MOST ACTIVE COUNTRY SINGLES

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

(continued from page 22)

John Dzima

THE COUNTRY MIKE

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

PERSONALITY PROFILE — John Dzima kept pretty busy while attending college at Full- 
terton College in California. He began his broadcasting endeavors jockeying for 
KFCR, an AOR closed-circuit college station, in addition to working as a music director at a local station. In the fall of '77, Dzima switched to another Orange County A/C-Beautiful 
Music station, KNOD, as a jock assistant and carried a weekend shift. After that, Dzima again switched employers. In 1978, he 
was hired to handle the all-night shift for KORI/Orange County, an 
adult-contemporary formatted station. After a brief stint in that slot, Dzima was elevated to the music director's chair and began a short 
period of taking over a daytime shift. Early in 1980, Dzima 
was promoted to full-time music director for the station. Then, in 
September of 1980, KORI changed both format and call letters to become KIKK-FM, a country 
formatted outlet. Dzima remained as music director. In addition to his radio respon- 
sibilities, Dzima is also experienced with video equipment. In 1979, he held a position with 
KNJ-TV in the video department. Dzima graduated from Cal State/Fullerton in 1981 with 
degrees in communication and business. Today, Dzima continues to handle the music 
chores, as well as take on a weekend 7 a.m.-11 a.m. shift. Perhaps primarily due to his 
successful in the Southern California market, KIKK-FM rose from 10.4 to 1.6 in the latest 
 Arbit report over the last year-and-a-half.

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

SANDERS TO PURCHASE WIZO — Don Keith, national program director for Jaco Broad- 
casting and program director for WJRB/Nashville, has told Programmers Choice 
he was offered the Programmers Choice of a new $10,000 outlet. Dzima will purchase WIZO-FM/Franklin, Tenn. (FM-100). He expects a format change to country 
music by the beginning of summer. In addition, plans are in the making for an addition to the station's power, which will dramatically increase the area coverage. Jaco Broadcasting 
is the owner of WJRB/Nashville, WWOX/Birmingham and is in the process of purchasing 
WNOX/Knoxville, in addition to WIZO.

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

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

KSON-FM's "three in a row" contest will end Dec. 31, 1982.

country mike

Dana Hill

COUNTRY Mike

Dana Hill

WAXX/Eau Claire

Round The Clock — Gail Davies — Warner Bros

Steve Wilmes

WRE/Eugene

Round The Clock — Gail Davies — Warner Bros

Tiny Hughes

WROZ/Evanston

If You're Thinking You Want A Stranger (There's One Coming Home) — George Strait — MCA

Bob Sherwood

KIZX/Amarillo

New Cut Road — Bobby Bare — Epic

Duncan Stewart

WSLB/Boston

Through The Years — Kenny Rogers — Liberty

Tom Edwards

KEED/Eugene

Same Ole Me — George Jones — Epic

Janet Bozeman

WJRB/Nashville

Round The Clock — Gail Davies — Warner Bros

Tony Kidd

WZZK/Birmingham

Same Ole Me — George Jones — Epic

Dan Wells

WSDS/Ypsilanti

Semi Diesel Blues — Semi Grit Cowboy Band — Houndswamp

Williams Willis

WLAB/Jacksonville

(You Sure Know Your Way) Around My Heart — Louise Mandrell — RCA

Cash Box/Febuary 13, 1982
TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Album Title</th>
<th>Weeks On Chart</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Bobbi Womack</td>
<td>Up from the Bottom</td>
<td>16</td>
</tr>
<tr>
<td>2</td>
<td>Black</td>
<td>Love is the Answer</td>
<td>14</td>
</tr>
<tr>
<td>3</td>
<td>The Isley Brothers</td>
<td>36</td>
<td>11</td>
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<td>4</td>
<td>The Isley Brothers</td>
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<tr>
<td>13</td>
<td>The Isley Brothers</td>
<td>56</td>
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</tr>
</tbody>
</table>

THE RHYTHM SECTION

JAZZ FROM MUSICIANS — It’s not difficult to see that Bruce Lundvall, president of Elektra/Musician, has brought together an eight-member roster of creative artists that, if past, is not present in the here and now. But he’s bringing with him a compelling history. Elektra’s expansive history in the music business includes 21 years at CBS, where he is credited with bringing some of the more lasting names in jazz to the label. But it’s his turn now to turn the music world in a new direction. By adding some of the most sought-after names in jazz, Lundvall is making a strong statement about the future of the genre. With the artists now at the helm, Lundvall promises to continue the legacy of Elektra’s past successes.

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

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February 13, 1982

**ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHED AND LICENSEES)**

- **1** CALL ME
- **2** IF YOU THINK YOU'RE LONELY NOW
- **3** THAT GIRL
- **4** I CAN'T GO FOR THAT (NO CAN DO)
- **5** LET THE FEELING FLOW
- **6** MIRROR, MIRROR
- **7** COSTAL WEEKS
- **8** YOU'RE MY LATEST, MY GREATEST INSPIRATION
- **9** WAIT FOR ME
- **10** BE MINE (TONIGHT)
- **11** APACHE
- **12** TURN YOU AROUND
- **13** HIT AND RUN
- **14** DO IT TO ME
- **15** MAKE UP YOUR MIND
- **16** DO IT TO YOURSELF
- **17** WANNA BE WITH YOU
- **18** TOOT ANGEL
- **19** IN THE RAW
- **20** THE BOX
- **21** GENIUS OF LOVE
- **22** LET'S GO TO THE COUNTRY
- **23** MAMA USED TO SAY
- **24** ONE HUNDRED DAYS
- **25** MY GUY
- **26** QUICK SLICK
- **27** STAGE FRIGHT
- **28** STEPPIN' OUT
- **29** TAKE MY HEART

**WEEKS TO DATE**

- **NUMBER ONE**

**GET LOVE FEVER**

**CALL ME**

**IF YOU THINK YOU'RE LONELY NOW**

**THAT GIRL**

**I CAN'T GO FOR THAT (NO CAN DO)**

**LET THE FEELING FLOW**

**MIRROR, MIRROR**

**COSTAL WEEKS**

**YOU'RE MY LATEST, MY GREATEST INSPIRATION**

**WAIT FOR ME**

**BE MINE (TONIGHT)**

**APACHE**

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Cash Box February 13, 1982

29

BLACK CONTEMPORARY

BLACK RADIO HIGHLIGHTS

1. TASTE THE MUSIC — KLEERE — ATLANTIC
   WSKQ, KPRB, WPAL, WWDM, WRAP, WDRK, WKNZ, KWIR, WDAQ, WJLB
2. TELL ME A LIE — BETTEY LAVETTE — MOTOWN
   WIGO, WRBD, WILD, WKRK, WIGG, WLVG, WTLZ
3. THE SISTERS — COTILLION/ATLANTIC
   WDDA, WTLZ, WPAL, WKSQ, WSKQ

UP AND COMING

BURNIN’ UP — IMAGINATION — MCA
REALLY WANNA SEE YOU — INVISIBLE MAN’S BAND — BOARDWALK
WHO’S FOOLIN’ WHO — ONE WAY — MCA
HOLDIN’ OUT FOR LOVE — ANGELA BOFILL — ARISTA
THE ONLY ONE — CHARLES EARLTON — COLUMBIA

WIGO — ATLANTA — QUINCY JASON, PD — #1 — SKY
   FUSION: Billboard Chart #11, #1 R&B, #1 Soul, #1 R&B, #1 R&B
   J.U. (Feat. Mr. Cool), 25 to 19 — G.S., Heron, 27 to 20 — Junior, 28 to 21 — E.
   Wind & Fire, 26 to 22 — S. Robinson, 30 to 23 — D. Ross, 29 to 24 — Sister

WAVY — BIRMINGHAM — STAN GRANGER, PD
   HOTS: Four Tops. Manhattans, B. White, Aurora, Lakeside, Starpoint, Live, V. Wind, T.
   Connection, C. Staton, J. Jackson, B. Summers, G. Knight, Bar-Kays, M. Henderson.

WPLJ — CHARLOTTE — DON DENDRICK, PD — #1 — LAKESIDE
   HOTS: Commodores, Stitch, Starpoint, Brown, Maze, T. Brown, Che, V. Wind, F.
   patterson, V. Brown, D. Ross, Dr. D. Jeffery, Mr. Hyde, D. Morgan, S. Junior, R.
   Knight, C. Lites, Aurora, C. Mayfield. ADDS: Rare Earth, Harvey, T. Smith, L.

WBMX — CHICAGO — LEE MICHAELS, PD

WABC — NEW YORK — LEE BROOKS, PD
   HOTS: "Train," B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts. ADDS: B. Morgan,
   A. Watts, T. Green, B. Morgan, A. Watts.

WKBX — MURFREESBORO — GARY BURKHEAD, PD
   HOTS: "Train," B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts. ADDS: B. Morgan,
   A. Watts, T. Green, B. Morgan, A. Watts.

KPRB — KANSAS CITY — DELL RICE, PD — #1 — T. PENDERGRASS
   ADDS: Kansas City, #1 R&B, #1 Soul, #1 R&B, #1 R&B
   "Train," 41 to 33 — H. Jones, 5 to 4 — Zones, 5 to 4 — Booker, 5 to 4 — G. Washington,
   11 to 7 — Spark, 12 to 8 — P. Breyson, 13 to 9 — Sky, 14 to 10 — Con Funk Shun, 29
   to 17 — Oliver Newton-John, 31 to 17 — Syreeta, 21 to 16 — The Time, 27 to 20 — L.
   Wind, 26 to 18 — A. Turf, 25 to 16 — A. Turf, 24 to 16 — Sugar Hill Gang, 27 to 16 —
   A. Turf, 26 to 15 — D. Ross, 25 to 14 — T. Wray, 24 to 13 — D. Ross, 23 to 12 — T.

KDFM — LOS ANGELES — JON BADEAU, PD — #1 — SLAVE
   HOTS: B. White, Kansas City, #1 R&B, #1 Soul, #1 R&B, #1 R&B
   "Train," The Time, B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts.

WNR — WASHINGTON — JERRY TURNER, PD
   HOTS: "Train," B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts. ADDS: B. Morgan,
   A. Watts, T. Green, B. Morgan, A. Watts.

WMMS — CLEVELAND — ERIC SUGAR, PD
   HOTS: "Train," B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts. ADDS: B. Morgan,
   A. Watts, T. Green, B. Morgan, A. Watts.

WTLC — INDIANAPOLIS — KELLY CARSON, PD
   HOTS: "Train," B. Morgan, A. Watts, T. Green, B. Morgan, A. Watts. ADDS: B. Morgan,
   A. Watts, T. Green, B. Morgan, A. Watts.
Labels Put Marketing Push Behind Classic Album Reissue Packages

(continued from page 5)

Beaters' album contains 14 cuts from the Beatles films including A Hard Day's Night, Help!, A Day in the Life, Yellow Submarine and Let It Be.

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

Hits Packages

Perhaps even more common from the labels are the greatest hits or best of packages. Many labels feel that such packages are particularly viable when an artist has product that recently sold well, but others feel that it is all down to the success of the product and that ensembles have been enhanced by release of such packages.

PolyGram Records in recent weeks has released best of packages by James Brown and The Allman Brothers Band. Though the LPs were not grand hits, the company, said that PolyGram still felt that consumers would find the product of real value.

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

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

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

Relving more on the artists' popularity and the price of the product, A&M also recently released a Discography and a series of best of packages from its vaults. Just released from the label were best of packages from Nils Lofgren, the Doobie Brothers, Ella Fitzgerald, Dario Dareldevs, Kim Carnes and George Benson.

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

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

For other labels, the task is to release prestigious recordings from the company vaults, records made famous by prominent artists. Two labels currently employing reissues as a means to give the label greater exposure to potential buyers are Elektra/Asylum and MCA.

Bowed last year was MCA's Jazz Heritage line, which features music from the classic Big Band era. The label recently released a disc that included 10 LPs to the series during the first quarter, bringing total Jazz Heritage sales to 10,000.

Another reissue series from MCA is the Impulse Jazz line, which featured 30 double LP sets to date with 15 more due in July. In the single album series, MCA has released 63 Impulse titles with 25 more due in August.

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

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

Passamano explained that the Jazz Heritage series lists at $9.98, while the Impulse single disc reissues were set at a suggested list of $5.98. Double album reissues from Impulse list at $9.98. The Past Performance product is also listed at $5.98, as is product in MCA's Platinum Plus series.

"Because we don't have the production costs to consider when reissuing product, the whole package is just worth it to the customer," Passamano explained.

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

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

According to Cosgrave, the label is looking to develop another two-fer series from the Creedence catalog that would include product from such diverse artists as Lefly Frazzler, Count Basie, Ray Charles, Billy Idol, Elvis Costello and the Clash.

Although the pricing and promotion tool employed to boost reissue sales volume. Another tool which perkes the consumer's interest is the marketing.

Buck Lundvall's newly-bowed Elektra/Musician label, owned and distributed by Elektra/Asylum, will make use of a series of both reissue and promotion releases performances by classic artists to bring attention to the new label and establish a building block.

In reissue will be John McLaughlin's Douglas album, "My Goals Beyond," and a selection process for the upcoming March 26-30 NARM convention in Los Angeles, although he added that no decision would be reached until after the meet.

Valentine's Day '83 Debut

In a second and related move, the board

RCA Closes Plant

(continued from page 6)

Hiatchi, Toshiba, Sanyo and Zenith have all put their own RCA licensed disc players on the market, as well as Sears, J.C. Penney, Radio Shack and other dealers.

Twentieth Century-Fox, which works with nearly all of these companies did not have their disc units on the shelves until the fourth quarter of '81, when they shipped. In that quarter alone, their machines carried retail list prices substantially lower (up to $200) than RCA's.

The bright spot, however, has been disc sales, which RCA has repeatedly claimed to have exceeded the company's expectations, selling some 90% of the three million disc players sold in the first quarter. One source said the company plans to double its present catalog of more than 200 titles during the year. That means present tripliation of production. The company is up to a capacity of 10 million discs.

We are in line in '81 with back-orders, which we've been clearing up," said the spokesman. "We have the capability to handle the demand now.

elected to set the targeted kick-off date for the campaign back about eight months.

"We felt there was no way in which we could possibly stand up to a grand advertising campaign by May or June," said Cohen, adding that the board saw the agency selection process as "most important." "We don't want to rush into something like this." The remainder of this year will be used for test marketing of the campaign with, the mass-campaign now to be launched in February, 1983. Obviously," said Cohen, "the level of activity will increase as it goes along.

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

PolyGram, RSO Hike List For Catalog LPs

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

The increases were introduced to offset the company's sales administration, "increased material and operating costs and the introduction of the company's sales administration, "increased material and operating costs and the introduction of MERCHANDISING
ALBUM BREAKOUTS OF THE WEEK

ELECTRIC RENDEZVOUS • AL DI MEOLA • COLUMBIA FC 37654

MERCHANDISING AIDS: Contact Your CBS Representative.

SMALL CHANGE • PRISM • CAPITOL ST-12184

MERCHANDISING AIDS: Trim Fronts

FAREWELL SONG • JANIS JOPLIN • COLUMBIA PC 37568

MERCHANDISING AIDS: Contact Your CBS Representative.

WASN'T TOMORROW WONDERFUL? • THE WAITESS • POLYDOR/POLYPHON MD-1-8346
Breaking out of: Wherehouse/National, Licorice Pizza/Los Angeles, City One Stop/Los Angeles, Tower/Los Angeles/San Francisco, Strawberries/New England, Har- vard Coop/Boston, Cutler's/New Haven, Crazy Eddies/New York, King Karol/New York

MERCHANDISING AIDS: Trim Fronts

ANYONE CAN SEE • IRENE CARA • NETWORK/ELEKTRA E-60003
Breaking out of: Spec's/South Florida, Vibrations/Miami, Record Factory/San Francisco, All Record Service/Oakland, Cactus/Houston, Leisure Landing/New Orleans, Popular Tunes/ Memphis, Crazy Eddies/New York, Lecomhe Sales/Boston

MERCHANDISING AIDS: Contact Your CBS Representative.

ARCHITECTURE & MORALITY • ORCHESTRAL MANEUVERS IN THE DARK • VIRGIN/EPIC ARE 37721
Breaking out of: Everybody's/Northwest, City One Stop/Los Angeles, Wilcox/Oklahoma City, Leisure Landing/New Orleans, Vibrations/Miami, Harvard Coop/Boston

MERCHANDISING AIDS: Contact Your CBS Representative.

SOUTHERN COMFORT • CONWAY TWITTY • ELEKTRA E-50005
Breaking out of: Handleman/National, Soundtown/Hasting Book/Southwest, Lieberman/Dallas, National Record Mart/Midwest, Bee Gees/Albany

MERCHANDISING AIDS: 1x1 Flats, Poster.

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

WHAT'S IN-STORE

FLY THE FRIENDLY SKYYS — RCA Records' black music department, New York radio stations have been provided with a variety of merchandising AIDS to promote Salsoul artist Skyys' current "Skyline" album by holding a contest with a free prize of a trip to Jamaica. Winners of the "Skyline to Jamaica" promotion get flown to the Sandals Hotel in Montego Bay via Air Jamaica. RCA chips in $500 in spending money for the three-day, four-night stay, which is on the airline and the Jamaica Tourist Board. Second prizes are five Toshiba portable cassette players with five third prize winners getting a pair of tickets to Skyys' next New York gig. Contest coordinators are Basil Marshall, RCA's black music manager, and Stan Rifici, RCA branch manager in Jamaica. Winners will be handled by presentational support posters directing contestants to tune into WBLS for further details and the announcement of the winners, whose names will be backed up by Frank Crocker, program director. The contest runs through 3/16.

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

NAMES UP IN LIGHTS — Arena-goers who demand enclosures by holding up lights or disposable baton-like lighters will be handled by presentational support posters directing contestants to tune into WBLS for further details and the announcement of the winners, whose names will be backed up by Frank Crocker, program director. The contest runs through 3/16.
<table>
<thead>
<tr>
<th>Song/Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>1. Freeze Frame</td>
<td>Reprise</td>
<td>24</td>
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<tr>
<td>2. Escape</td>
<td>Columbia</td>
<td>14</td>
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<tr>
<td>3. Precious</td>
<td>Ariola</td>
<td>14</td>
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<tr>
<td>4. Comin' Home</td>
<td>CBS</td>
<td>14</td>
</tr>
</tbody>
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February 13, 1982

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
<th>Weeks on Chart</th>
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</thead>
<tbody>
<tr>
<td>35. On the Way to the Sky</td>
<td>MCA</td>
<td>12</td>
</tr>
<tr>
<td>36. Never Too Much</td>
<td>Epic</td>
<td>12</td>
</tr>
<tr>
<td>37. Nine Tonight</td>
<td>Warner Bros.</td>
<td>12</td>
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<td>38. I Am Love</td>
<td>Epic</td>
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<td>39. The One That You Love</td>
<td>Arista</td>
<td>12</td>
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<tr>
<td>40. The Poet</td>
<td>Geffen</td>
<td>12</td>
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<tr>
<td>41. Tom Tom Club</td>
<td>CBS</td>
<td>12</td>
</tr>
</tbody>
</table>

1. Greatest Hits | Capitol | 36 |
2. Greatest Hits | ABC/Disney | 36 |
3. Chipmunk Song | Capitol | 36 |

81. Carol Hess' Exercise and Dance Program | MCA | 60 |
82. Urban Chiempunk | RCA | 60 |
83. All the Great Gifts | ABC | 60 |
84. Aerobic Dancing Hits | RCA | 60 |
85. Hang on for Your Life | CBS | 60 |
86. Jazzercise | CBS | 60 |
87. Electric Rendezvous | EMI | 60 |
88. Anyone Can See | CBS | 60 |
89. Echoes of an Era | Columbia | 60 |
90. Re-Ac-Tor | MCA | 60 |
91. Take No Prisoners | CBS | 60 |
92. Sleepwalk | ABC | 60 |
93. The Dude | CBS | 60 |
94. Your Absurdly Beautiful Face | CBS | 60 |
95. 100 Your Truly | CBS | 60 |
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<thead>
<tr>
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<th>Title</th>
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<th>Label</th>
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<tr>
<td>101</td>
<td>Stay</td>
<td>Ray, Goodman &amp; Brown</td>
<td>Polydor (BSK 3429)</td>
<td>1</td>
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<tr>
<td>102</td>
<td>The Best Of The Doobies</td>
<td>The Doobies</td>
<td>Capitol ST-12121</td>
<td>1</td>
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<tr>
<td>103</td>
<td>Up In Smoke</td>
<td>The Doobies</td>
<td>Capitol ST-12121</td>
<td>1</td>
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<tr>
<td>104</td>
<td>Sway</td>
<td>Ray, Goodman &amp; Brown</td>
<td>Polydor (BSK 3429)</td>
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<tr>
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<td>Picture This</td>
<td>The Doobies</td>
<td>Capitol ST-12121</td>
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<tr>
<td>106</td>
<td>The Best Of Joe Cocker</td>
<td>Joe Cocker</td>
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<td>107</td>
<td>Love</td>
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<td>On The Border</td>
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<td>109</td>
<td>Take Me Out Of Your Life</td>
<td>The Doobies</td>
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<td>110</td>
<td>Lost Paradise</td>
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<td>111</td>
<td>Have You Ever Seen The Rain</td>
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**ALBERTO'S TOP 100 ALBUMS (BY ARTIST)**

**167 Pirates**  Ray Lee Jones (Warner Bros. BSK 3424)
**168 Love**  Ray Lee Jones (Warner Bros. BSK 3424)
**169 Voices**  Ray Lee Jones (Warner Bros. BSK 3424)
**170 Shut Down, Shangri-La**  Ray Lee Jones (Warner Bros. BSK 3424)
**171 Long Distance Voyager**  Ray Lee Jones (Warner Bros. BSK 3424)
**172 Angry Eyes**  Ray Lee Jones (Warner Bros. BSK 3424)
**173 Dirty Deeds Done Dirt Cheap**  Ray Lee Jones (Warner Bros. BSK 3424)
**174 Out Of Sight**  Ray Lee Jones (Warner Bros. BSK 3424)
**175 Reds**  Ray Lee Jones (Warner Bros. BSK 3424)
**176 Never Again**  Ray Lee Jones (Warner Bros. BSK 3424)
**177 Close To You**  Ray Lee Jones (Warner Bros. BSK 3424)
**178 Don't Turn Away**  Ray Lee Jones (Warner Bros. BSK 3424)
**179 Love Me Again**  Ray Lee Jones (Warner Bros. BSK 3424)
**180 I'm Your Man**  Ray Lee Jones (Warner Bros. BSK 3424)

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**February 13, 1982**

**ALBERTO'S TOP 100 ALBUMS (BY ARTIST)**

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**Note:** The chart includes a variety of hit albums from different artists and genres, reflecting the popularity of music from the late 1970s and early 1980s. The chart is set in the context of the American music industry, highlighting the success of various artists and their albums at the time.
**DISCOVISION Sells Its UPC Interest To Pioneer Corp.**

*continued from page 3*

will hold," said Bonner. "Pioneer will honor all DVA customer commitments." Pioneer chairman J. A. Clark of Kofu, Japan, went on line in May 1981 and was reportedly producing approximately 200,000 units per month. DVA also provides full service programming to its customers. The company's production plant is located in Tokorozawa, Japan.

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

UPC was initially formed in 1977 as a joint venture of Pioneer Electronics and MCA. DVA took over MCA's 10% ownership of UPC when it was formed in September 1979.

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

**Grammar Nominees**

*(continued from page 15)*

Yozo Ishizuka, president of Pioneer Electron,” and engineer Mike Stone and Kevin Eskin for the work on the Journey album "Escape" (best engineered album)

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

**Non-Musical Programming On The Rise At AOR**

*continued from page 19*

you're gonna have to have a good news department separate you from the competition," said Cameron. "I think that the aging audience is compelling of AOR can be a full-service medium is coming. When I was at WWOZ in '76, we were breaking news all the time. But since then, the news has been more the traffic reports and it helped us in the ARBs. Despite WFMV's and WNEW's full-length program, Cameron said their shows must be "brilliant and clean" like one-liners. This isn't National Public Radio.

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

*continued from page 19*

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

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

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

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

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

(continued on page 37)

Atari Appoints Harkness As Its Coin-Op President

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

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

For the two years prior to joining Atari,

(continued on page 37)

Attendance Up For 1982 IMA

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

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

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

"Upbeat Tone"

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

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

IMA '83 will be held Jan. 20-23 at the same site.
Sheer Forms Alpha Group, Ltd.

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

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

Centuri Reports Record 1981 Totals

HIALEAH, Fla. — Centuri, Inc., a manufacturer of high technology video games and arcade-type coin operated products, reported record earnings for the fiscal year ended Oct. 31, 1981.

Revenues were $61,460,296 with net income of $5,519,347, or 84 cents per share which includes an extraordinary item (utilization of operating loss carryforwards) of 38 cents per share. This compares with revenues of $5,964,143 and a net loss of $4,527,233, or 60 cents per share for the fiscal year ended Oct. 31, 1980.

Revenues for the fourth quarter ended Oct. 31, 1981 were $23,901,717 with a net profit of $2,297,941, or 33 cents per share after year end adjustments which reduced net profit by $3,507,969. This compares to revenues of $4,022,668 and a loss of $2,318,357 or 31 cents per share for the same period in 1980.

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

"The coin-operated game industry experienced rapid expansion and the company's video games 'Eagle,' Phoenix, 'Route 16,' 'Vanguard' and 'Vigilante' were well received by both our distributors and the public," said company board chairman and chief executive officer Robert Mullane.

And he went on to say: "The $50,000,000 expansion and the company's..."

Bally Finalizes Scientific Games Acquisition

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

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

Indiustry Calendar


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

Mar. 26-28: Amusement Operators Expo (AOE); Annual trade show; Hyatt Regency Hotel; Chicago.

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

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

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

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

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

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

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

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

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

Nov. 14-18: AAMA international convention; Hyatt Regency Hotel; Chicago.
AROUND THE ROUTE

(continued from page 33)

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

Dateline Sunnyvale, home of Namco America, Inc., where there's much reorganization going on, towards accelerating the firm's U.S. operation. Marketing manager Joanne Anderson has been hiring additional personnel and revamping the departmental structure. Since last November, the firm's been setting up a distributor network in the U.S. and Joanne told us that while they will continue to market products manufactured at the Namco Japan facilities they hope, possibly by this summer, to be releasing products produced right here in the U.S. Namco Japan is certainly equipped to do so, she added.

Namco Japan, of course, will continue to license video games to U.S. manufacturers. The firm recently brought back one of its most popular machines, "Shoot Away," which is now available once again.

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

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

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

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

INDUSTRY NEWS

‘Creepy’ Flipper

"Haunted House," Gottlieb's latest addition to the "pinball renaissance," has been released and, according to Marshall Carus, the firm's vice president-marketing, it will be the hit of the season and "Black Hole" again.

Haunted House features a lower playfield, located inside the game cabinet, which is viewable through a tinted plexiglass panel, and which operates on the same reverse-play-angle as Black Hole did. The main playfield contains a secret passage, a trap door and another gate to provide three different passages to the lower playfield. Additionally, the four flipper main playfield features a ramp and an elevator to access the third upper playfield, located in the upper right hand corner of the game. The game offers five ways to change levels, eight flipper and three separate and distinct playfields for exceptional challenge and last paced play action. Incorporating all of these features in the stunning artwork and "creepy" sound effects that further enhance the appeal of this new machine. The sound system is easily Gottlieb's finest to date, Carus noted.

Commenting further, he said, "The aisle in front of our AMOA exhibit was jammed for three days straight with visitors trying to get a look at Haunted House. We felt all along it was another 'can't miss' piece and we are gratified to see that our distributors and operators agree with us," he continued. "Our market testing program indicates Haunted House is able to achieve and maintain high earning levels at 50 cent play and we have had to up our production rates as to keep with the strong demand." Gottlieb is currently shipping Haunted House to its United States and Canadian distributors.

Slithering Serpents

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

Jungler is a game of skill and strategy for one or two players, which challenges the player to navigate a serpent through a maze, avoiding attack by enemy serpents, and steering clear of dead-end maze traps. The object of the game is to complete a series of challenging mazes by eliminating all enemy serpents. The player defends himself from the enemy serpents by shooting off their body segments from behind, or eliminating them in a head-on attack.

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

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

New Equipment

New Trade Show Is Set For Japan

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

The two-day show will take place March 1-2 at the Hotel Pacific, (Takarawa, Shinagawa-ku, Tokyo) with some 40 leading manufacturers of amusement games participating.

Further information may be obtained by contacting Nihon Amusement Machine Operators Assn., Yasuda Blvd., No. 1-8-3 Shibuya, Shibuya-ku, Tokyo 150 Japan; phone (03) 407-871-2.

We're Playing Your Song.

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

That's Entertainment!

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

Easy to Place

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

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

Easy to Service

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

High Return

The Ragtime Piano promises maximum return on your investment at a substantially lower price than for an old-fashioned player piano. If you recognize the music of profits, give us a call toll free at 1-800-446-7003. Customer support is available.

As always, Marantz is playing your song: the Jingle of Silver.

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SHAKE OPEN THROUGH THE YEARS LEADER PAC LOVE THAT BOBBIE DADDY'S SHOULD TONIGHT I PHYSICAL LEATHER AND LACE WAITING WAITING LOVE EARTH, WIND LOVE 1775 ADDRESS: BUSINESS HOME NAME

1. RED NECKIN' LOVE MAKIN' NIGHT CONWAY TWITTY (MCA-51199)
2. LONELY NIGHTS MICKEY GILLEY (Epic 14-25578)
3. YOU'RE THE BES T BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA-51210)
4. SHINE WAYNON JENNINGS (RCA- PB-12387)
5. BLUE MOON WITH HEARTACHE ROSANNE CASH (Columbia 18-02659)
6. I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. WB-98460)
7. THROUGH THE YEARS KENNY ROGERS (Liberty P-1-444)
8. WILD TURKEY LACY J. DALTON (Columbia 18-02637)
9. ONLY ONE YOU T.G. SHEPPARD (Warner Bros. WB-98565)
10. WAITING GIRLS GO BY OAK RIDGE BOYS (MCA-51211)
11. MOUNTAIN OF LOVE CHARLEY PRIDE (RCA PB-13024)
12. SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)
13. DO ME WITH LOVE JANIE FRICKE (Warner Bros. WB-18-02644)
14. TENNESSEE ROSE DARYL HARRIS (Warner Bros. WB-49552)
15. ANOTHER SLEEPLESS NIGHT ANNE MURRAY (Capitol P-1-A-5083)
16. SAME OLE ME GEORGE JONES (Epic 14-29860)
17. ANOTHER HONKY-TONK NIGHT ON BROADWAY DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WB-50007)
18. I Lie LORETTA LYNN (MCA-51225)
19. BE THERE FOR ME BABY JOHNNY LEE (Fist Full/Moody A-E-4731)
20. BIG CITY MERLE HAGGARD (Warner Bros./Curb E-47257)
21. THE VERY BEST OF YOU CHARLY McLAIN (Epic 14-29861)
22. SHE LEFT LOVE ALL OVER ME JOHNNY RODGERS (Capitol P-1-A-5083)
23. LIES ON YOUR LIPS CRISI T. LANE (Liberty P-1-4443)
24. AFTER THE LOVE SLIPS AWAY CHARLIE THOMAS CONLEY (RCA-13003)
25. IN LIKE WITH EACH OTHER LARRY DOLTAN & THE DOLTAN BROTHERS BAND (Columbia 18-02686)
26. IT TURNS ME INSIDE OUT LEE GREENWOOD (MCA-51159)
27. NEW CUT ROAD BOBBY BARE (Columbia 18-02680)
28. VICTIM OR FOOL ROONEY CROWELL (Warner Bros. WB-50008)

THE BLACK CONTINUOUS

1. THAT GIRL STEVE WONDER (Tamla/Motown 1602 TF)
2. LET THE FEELING FLOW BARRY BRIDYNS (Capitol P-1-A-5085)
3. IF YOU THINK YOU'RE LONELY NOW BOBBY WOJACK (Beaver Glen 2000)
4. TELL ME TOMORROW - PART 1 SMOKY ROBISON (Tamla/Motown 1601FT)
5. IN THE RAW WHISPERS (Elektra E-47301)
6. TONIGHT I'M GONNA LOVE YOU ALL OVER FOUR PATRICK/NYPolyGram 1B2345
7. STAGE FRIGHT CHIC (Atlanitic 3887)
8. CALL ME SKYY (Russell/RCA ST-152)
9. SHINE ON GEORGE DUKE (Epic 14-20701)
10. YOU'RE THE ONE FOR ME BERNIE FEY (Peeka PRL 8045-45)
11. WANNA BE WITH YOU BARTHOMIE & SHINE (ARC/Columbia 18-02668)
12. DO IT TO ME VERNON BURCH (Spector Records R1/S1 204)
13. GENIUS OF LOVE TOM TOM CLUB (Sun S-4988)
14. I CAN'T GO FOR THAT (NO CAN DO) DARYL MALL & JOHN DATES (RCA-12357)
15. MAMA USED TO SAY JUNIOR MINIERO (Elektra E-47245)
16. MY GUY SISTER SLEDGE (Columbia 14700)
17. STEPPIN' OUT KOOL & THE GANG (De-Lite/PolyGram 4616)
18. WE NEED TO LOVE LIVE MAZE (Epic 14-29860)
19. A LITTLE MORE LOVE T-CONNEXION (Capitol P-1-A-5076)
20. LET'S STAND TOGETHER MELBA MOORE (EMC-PolyGram 120104)
21. HONEY, HONEY MANHATTANS (Columbia 18-02668)
22. LET'S GO ALL THE WAY CHOCOLATE MILK (RCA-13026)
23. WATCH OUT BRANDI WELLS (WMOT WS9 02654)
24. I WANT TO HOLD YOUR HAND LAKEHOUSE (Sire E-14056)
25. APRIL LOVE L.T.D. (Emi 2395)
26. WHY WE WANNA TRY THE BRANDO MAMODUES (Motel 1604 MF)
27. SPIRIT OF THE DANCER EVELYN KING (RCA-13017)
28. WELCOME INTO MY HEART ISLEY BROTHERS (T-Nex/CBS S7Z-20705)
29. TAKE ME TO HEAVEN REN WOODS (Elektra E-47403)
30. RIGHT IN THE MIDDLE BETTY LAVETTE (Motown M-13292)

THE JUKEBOX PROGRAMMER

February 13, 1982

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<table>
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<th>Song</th>
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<tr>
<td>&quot;On The Way To The Sky&quot;</td>
<td>NEIL DIAMOND</td>
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<tr>
<td>&quot;Memory&quot;</td>
<td>BARBRA STREISAND</td>
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<td>&quot;Wanna Be With You&quot;</td>
<td>EARTH, WIND &amp; FIRE</td>
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<td>&quot;Jenny&quot;</td>
<td>TOMMY TUTONE</td>
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<td>&quot;Goin' Down&quot;</td>
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<td>&quot;A Little Bit Further Away&quot;</td>
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<tr>
<td>&quot;Blue Moon With Heartache&quot;</td>
<td>ROSANNE CASH</td>
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<td>&quot;Honey Honey&quot;</td>
<td>MANHATTANS</td>
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A RADIO SENSATION BECOMES A RETAIL PHENOMENON!

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

Produced by Carter