

A Billboard Publication

Oct. 30, 1982 • \$3 (U.S.)

The Video Shakedown Continues Vidcom Buyers Selective; Musicland Cuts Investment

By LAURA FOTI

CANNES—The European video market has evolved to the point of considerable selectivity in program purchases. Nowhere was this more evident than at Vidcom, where many U.S. participants found deal-making to be tougher than in past years.

ABC Video Enterprises' Archie Purvis, vice president of video sales, spoke for many when he noted, "The home video market, both domestically and internationally, is maturing. Catalogs have been established, and now buyers are looking for quality rather than quantity. They're more selective because they have a better handle on what will sell."

Cynthia Friedland of New York's ATI Video Enterprises, attending Vidcom to buy and sell, said she felt many in the U.S. had come expecting to make the same sort of deals they'd made in the past, only to find that such deals did not exist.

1st Sale Doctrine Abolition Urged

CANNES—A senior IFPI offical has called for a worldwide campaign to abolish the first sale doctrine in order to combat audio and video rental.

Edward Thompson, the Federation's permanent representative in Geneva, urged the move during the opening day of Vidcom here, Oct. 13. The occasion was a legal seminar on software rental worldwide.

The first sale principle, meaning (Continued on page 32) According to figures released by the organizers, 16.000 attended this year's Vidcom Oct. 13-19. Participants confirmed the Cannes conclaves's continued value as a vehicle for conducting international business. ABC's Purvis signed a deal with Vestron Video for ABC Motion Pictures product. The pact covers two titles initially—"Young Doctors In Love" and National Lampoon's "Class Reunion," which Vestron will

release on videocassette. Other ABC video deals include an agreement whereby Swiss cable television channel Rediffusion Teleclub obtained rights to 15 titles and a (Continued on page 34)

By IRV LICHTMAN

NEW YORK—The Musicland/ Sam Goody retail enterprise is looking to dramatically reduce its inventory in prerecorded video, citing "very soft business." It says future investment in such software will be made on a "much more limited basis."

Jack Eugster, who heads the nation's largest music-related retail operation, explains, "We entered the market aggressively, but now we want to lower our investment." It's still a "viable" business, he adds, but he urges greatly reduced list pricing by manufacturers to stimulate it.

In recent months, the company has dropped video software rental. It's "not profitable," Eugster states, pointing to video as "a sale business" under the right pricing circumstances.

The chain's desire to lower existing software inventory was underscored by a three-day sale Thursday to Saturday (21-23) at Sam Goody's Rockefeller Center location here. Through a full-page ad in the Thursday edition of the New York Times, all new product on hand was adver-*(Continued on page 72)*

<u>– Inside Billboard –</u>

• **RATINGS WOES** at Chicago rock giant WLS-AM-FM are leading g.m. John Gehron to program more new music, among other tactics. He acknowledges that the arrival of "Hot Hits" on WBBM-FM was responsible for his station's Arbitron decline—"it's a great teen format"—but reiterates WLS' need for a broader audience base. Page 15.

• MIDWEST ACCOUNTS and some on the West Coast are apprehensive that the imminent closure of CBS Records' Terre Haute plant will affect product deliveries. Several manifest concern that this will require them to carry more inventory, heightening the chance of returns. Page 3.

• FORMAT CHANGES often provoke listener response, but seldom so incendiary as the firebombing which followed WXUS Lafayette's switch from AOR to AC earlier this month. The Indiana station was off the air for 72 hours. Page 15.

• HOME COMPUTERS are featured in six of Harmony Hut's regular disk and tape outlets, but the chain gets special insights into this developing market via its specialty electronics mall store, Tomorrow. Page 26.

• **RIGHTS OWNERSHIP** is a crucial and complex concern of the video industry, so IFPI is considering an international register of film and video programs. This and other news from the back-to-back ITA/Vidcom events in Cannes can be found on pages 32-34.

• IN-STORE MERCHANDISING may be as vital to generating record sales as manufacturers' advertising and promotion efforts. Retailers discussed this and other topics during last week's Mid-American Record & Video Show in Kentucky, detailed on page 26.

Chrysalis Warns On Airing Of Entire LPs

This story prepared by Douglas E. Hall in New York and Bill Holland in Washington.

"We can't let record companies program this radio station. They can't dictate how and what I put on. When they do, I just won't play their product." With this comment, DC-101 vice president of operations and programming Don Davis banned Pat Benatar's single "Shadows Of The Night" from further airplay on the Washington FM station as of Thursday (21).

The 45 is taken from Benatar's new album, "Get Nervous," which ships this week.

Davis' ire represents an early response from radio to a move by Benatar's label, Chrysalis, to exercise performance rights due compilations under the Copyright Act. The first such action by a record company, it's intended to inhibit home taping from complete albums broadcast without interruption.

Chrysalis is mailing 1,000 letters, signed by vice president of promotion Jack Forsythe, advising AOR stations serviced by the label of the new policy. A spot check of major stations by Billboard failed to turn up any other program directors aware of this, however.

The letter states that "the songs contained in said album ('Get Nervous') were selected and sequenced by (Chrysalis) employees ... result-(Continued on page 72)

See Greater Role For Mini-Albums

By PAUL GREIN

LOS ANGELES-Mini-LPs are expected to play a greater role in the record industry's overall product mix in the future, despite their generally limited profit potential, according to a survey of retail and label executives.

Record companies acknowledge that this 12-inch format provides a (Continued on page 67)

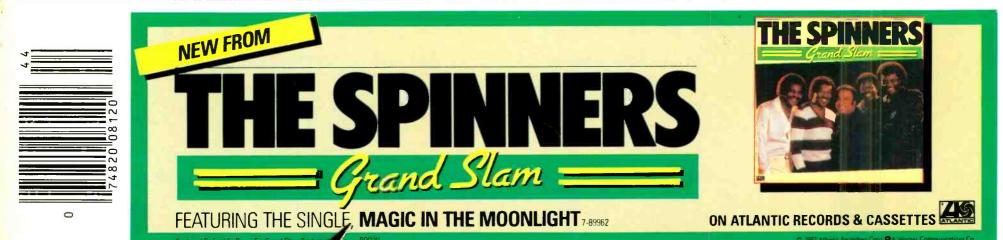


CLASSICAL CATS ... Feline inspired favorites from Chopin's waltzing cat and Tchaikovsky's Puss-in-Boots to a rousing "Cat-like tread" chorus from the Pirates of Penzance. CLASSICAL CATS (PS/PS5 922) makes the purrfect gift for cat lovers and music lovers, young and old-it's a must for everyone's record cat-alog! On London Records and Cassettes. (Advertisement)



The album is finally here ... ELMO & PATSY/GRANDMA GOT RUN OVER BY A REINDEER (Oink-8223) The duo's smash hit the past three holiday seasons, "Grandma ..." is featured on their new album of material well suited for radio formats from ACR to Top 40 to Country. Available on records and tapes from Oink Records, P.O. Box 461, Windsor, CA 95492, or call (707) 838-6366. (Advertisement)

_(Advertisement)







The latest in analogue, digital and half-speed mastering technology. A perfect purity in the full sound spectrum.





CBC Enterprises on Records and Tapes

Distributor, dealer and station information; contact CBC Enterprises P.O. Box 500, Station A Toronto M5W 1E6 Canada (416) 925-3311, Ext. 4893 Telex 06-218269 CBC ENT TOR









Dealer and Store Aid POP Available Posters Banners Decals Audiophile Gloves Ad Mats

News



MORNING RAID---Seen at left, an FBI agent unloads a tape duplicating machine allegediy used by Los Angeles counterfeiters for illicit product. That and other duplicating units, as well as purportedly counterfeit 8-track and cassette tapes, right, were seized in an early morning sweep by federal agents on Oct. 13 (Billboard, Oct. 23).

USA Cable Sets Utopia Special Simulcast With DIR To Reach 13 Million Households

By SAM SUTHERLAND

LOS ANGELES-Cable television's involvement with contemporary rock and pop takes another step forward next month when the USA Cable Network airs a live concert by Utopia.

While a growing number of pay tv

'Fast Times' List Cut By \$3

LOS ANGELES-Elektra/Asylum's Vic Faraci has confirmed that the label is dropping the list price (and wholesale equivalent) of the soundtrack album from "Fast Times At Ridgemont High" from \$15.98 to \$12.98

The label executive vice president, marketing, attributed the move, which came early last week, to the difficulty in selling album product at the higher price point, an issue Faraci said was forcibly brought to industry attention at the recent NARM retail advisory conference (Billboard, Oct. 16). The \$3 list price decrease is be-

lieved to be precedental, in that it is the first time in memory that a label has cut the price of an album mov-ing up the Billboard charts.

It's understood that Elektra was puzzled by the failure of the Elektra/Full Moon set to move more quickly up the charts despite the release of four consecutive charted singles

Ă fifth single, Jimmy Buffett's "I Don't Know," will be released Oct. 25, according to Faraci.

shows have tested the waters for both simulcast FM stereo and live national hookups, the Utopia project will reach for a substantially larger one-show audience than prior pay tv pay-per-play specials. As a giant in basic cable services, USA Cable currently reaches an esti-

mated 13 million households. The show, arranged by Utopia manager Eric Gardner and Monia Joblin of USA's programming arm, will originate from Rissmiller's in Reseda, Calif., on Thanksgiving evening (25) at 8 p.m. (PST). DIR Broadcasting is slated to oversee the simulcast to over 75 FM outlets across the country. MCA/Universal is handling worldwide ancillary rights to the show for syndication, broadcast and pay tv, and video software rights.

Expected to tie into cross-promotion for the event are Network Records, the band's label, distributor Elektra/Asylum and USA Cable. At this stage, local radio and cable system contests, dealer promotions, dis-tribution of special in-store aids plugging the cablecast, radio and tv spot buys and both local and national co-op print ads are planned. In the interim, Utopia members Todd Rundgren, Roger Powell, Ka-sim Sulton and Willie Wilcox are producing their own radio and tv spots at Rundgren's Utopia Video studios, which will also handle the post-production for MCA/Universal on the tape version of the live show. USA Cable affiliates will be-

gin airing tv blurbs on Nov. 1. At USA Cable, programming vice president Dave Kenin is touting the

special as evidence of USA's decision to expand its involvement in youth-oriented music programming, begun with its "Night Flight" series and recently added to via USA's new "Hot Spots."

Billboard photos by Attila Csupo

The live broadcast will be produced by Somach/Nelson Productions, with veteran tv and stage rock production ace Joshua White tapped to direct.

ators must pay to copyright owners/

program suppliers. The rate goes from the original, Congress-man-dated 0.799% of gross receipts to

3.75% of any additional so-called distant signals retransmitted.

performing rights organizations (ASCAP, BMI, SESAC) and movie

and entertainment program produc-ers. The jump in the royalty rate

could mean an increase of \$15 mil-

lion-if cable operators continue to carry the same number of distant

signal programs they programmed

Cable royalty payments, accord-

ing to the law, are based on the num-

ber of so-called distant signals an

until now.

Copyright Tribunal Raises Royalties For Cable TV

By BILL HOLLAND

WASHINGTON-The Copyright operator receives and then retransmits to subscribers. The higher the number, the higher the royalty. Royalty Tribunal, after months of hearings, decided Thursday (21) to increase the royalties cable tv oper-

The National Cable Television Assn. called the new rate "excessive," and is expected to appeal the rate to the U.S. Court of Appeals as soon as the formal written CRT decision is published in the Federal

Register. The Tribunal adjudicated the cable case after the FCC repealed distant signal restrictions in 1980both the ceiling number of signals that could be brought into a specific market, and the "blackout" provi-sion if a broadcaster in the same market had purchased the right to show a program.

The Tribunal set the effective date as Jan. 1, 1983, a move the cable op-erators appreciated—it gives them the time to decide which if any of the distant signals they will choose to carry, now that they must pay 3.75% of the gross receipts of each signal they retransmit. In its effective date decision, the CRT turned down the copyright owners' request that the date be July, 1981. Tribunal acting chairman Thomas C. Brennan said their request was "unfair" to the operators. "They had no way of know-ing what the new rate would be," and a July date would have made them pay for a time period before they were able to make business decisions based on the new rate,

In a related action, the National Assn. of Broadcasters has asked the U.S. Court of Appeals to require the Tribunal to consider commercial broadcasters' claims for distant signal royalties for the cable carriage of telecasts of sports events and com-mercial radio signals. The NAB

sponsibility to be picked up by Cohen.

NEW ASSN. POST FOR COHEN

SCOTTSDALE, Ariz.-The National Assn. of Recording Merchan-

disers is seeking a new executive vice

president, as current office holder Joe Cohen shifts to exploring and supporting greatly broadened objec-tives for the organization.

Delegates attending the third an-nual NARM rackjobber conference

here Oct. 20-22 learned of this devel-

opment. They also learned that as vice president of marketing for NARM, Cohen will spearhead im-

minent organizational goals such as

expansion into Canada; initial art-

ist/manager involvement; and

deepened consumer research and

cross-merchandising ties with other

According to Cohen, his successor

should be selected by the NARM board in December and, during a transition period, will serve as a vice

president of the association until May, when Cohen takes on his new

Cohen, named to his NARM post

five and a half years ago, will imme-

diately begin to screen the first wave

of applicants. They will be screened by the board in November and a fi-

In another change, Shelley

Cooper is leaving as head of

NARM's Gift Of Music Inc., a re-

nal choice made in December.

major U.S. industries.

responsibilities.

NARM Looking For

New Executive VP

The NARM board of directors authorized a move northwest into the Dominion, where Cohen said he will be working in tandem with Brian Robertson, who is already acting in concert with NARAS and the Canadian Recording Industry Assn. (CRIA).

The move to gain recording art-ists' and personal managers' support for NARM's broader programs was recommended by Lieberman Enterprises' chairman of the board David Lieberman, whose rousing address here at the gathering urged more personal interest from both active and associate members present.

Additional funding from the crea-(Continued on page 74)

Blay Keynoter At Video Meét

Andre Blay, chairman and chief executive officer of Embassy Home Entertainment Corp., will be the keynote speaker at Billboard's fourth an-nual International Video Entertainment/ Music Conference. Event is scheduled for Nov. 18-21 at New York's Vista International Hotel.

OCTOBER

30

1982,

BILLBOARD

Blay, considered by many to be a video pioneer, will focus on the industry's future potential, and on possible solutions to the problems it currently faces. The executive is best known for his formation of Magnetic Video in 1969, and was among the first to lease movie rights for transfer to (Continued on page 74)

In This Issue BLACK 56 CLASSIFIED MART. COMMENTARY 10 42 INTERNATIONAL LATIN. 59 PRO EQUIPMENT & SERVICES. 48 PUBLISHING 40 RADIO. 15 RETAILING .26 TALENT &VENUES .51 VIDEO FEATURES Chartbeat Executive Turntable Industry Events. Inside Track...... .72 .74 Lifelines 72 New LP & Tape Releases... Stock Market Quotations... The Rhythm & The Blues... 27 .9 56 15 Vox Jox. CHARTS Hot 100 Top LPs & Tape .68 .71, 73 Black Singles, LPs.... Country Singles, LP... Singles Radio Action Rock Albums/Top Tracks Adult Contemporary Singles . .24 .25 .16 .52 .62 Charl Breakouts . Videocassette Rentals, Sales, 35 Disco/Dance Top 80. Midline LPs .53 .28 Classical LPs 55 Latin LPs. 59 REVIEWS Album Reviews Singles Reviews64 .66

SLOWER CBS DELIVERY SEEN Plant Closing Worrying Dealers

By JOHN SIPPEL

LOS ANGELES-Some Midwest and West Coast accounts are apprehensive about product delivery from CBS when it closes the Terre Haute, Ind. plant at year's end (Billboard, Oct. 23). Their concern is heightened by reports that the firm's warehousing facilities in Santa Maria, Calif. will shutter at the same time, although CBS would not confirm this. (As a manufacturing center, Santa Maria closed at the end of last year.)

The demise of the Terre Haute factory and returns center has Russ

Stuut of the six Believe In Music stores in Grand Rapids, Mich. worried, for one. "Here I have told my supplier of nine years, Noel Gimbel of Video Sound Unlimited, that I'm at a point where I must go direct to the majors, and CBS, a prime supplier, closes my closest plant."

Continues Stutt, "I am also concerned about returns. I figured I would ship my returns to CBS, Terre Haute. I didn't figure on Pitman (N.J.) or Carrolton (Ga.). Every cent is important toward a good bottom line today.'

Dan Bredell of Mother's Records

Mich., declares, "This means more inventory, as it will take me longer to get an order. What do I do about a marginal act I'm uncertain about, like Romeo Void, Ricky Skaggs and Paul Carrack? Unless I want to increase my chance of returns, I will probably cut down on my initial and sometimes maybe kill a re-order. It's a stupid move at this critical time. It will also affect my midline buying on CBS, if I have to wait an extra three days. On my fills from Lieber-man, will it cut down on their fill on my order?"

and his own one-stop in Moorehead,

(Continued on page 28)

www.americanradiohistory.com

The cable industry pays about \$29 million annually in royalties to sports, commercial broadcasters, the

Brennan said.

(Continued on page 72)

THIRD QUARTER RESULTS Music Income Drops At WCI

NEW YORK-Warner Communications Inc.'s operating income from recording and music publishing nosedived from \$16.3 million to \$8.2 million in the third quarter. However, thanks to consumer electronics and films, the entertainment conglomerate was still able to report its 30th consecutive quarterly gain in income from continuing operations and in earnings per share.

Earnings per share of \$1.21 increased 33% over last year's 91 cents for the third quarter. Net income for WCI of \$78,685,000 rose 34% from \$58,584,000. Revenues of \$1,027,-775,000 compared with \$872,285,000 last year.

For the nine months ending Sept. 30, earnings per share were \$3.46, up 45% from \$2.39, and net income of \$224,803,000 was up 49% from

Computer Data Group Formed By EIA/CEG

NEW YORK-The Consumer Electronics Group of the Electronic Industries Assn. has created a computer division.

According to EIA/CEG senior vice president Jack Wayman, the new division will develop methods of gathering and analyzing .computer and video games sales data. Wayman says that within a year, "given the cooperation of major manufacturers, we should begin to have reliable data on the fast-changing computer and games industry. Music retailers have been selling

BILL

1982,

OCTOBER 30.

video games for some time, and some are now beginning to look into the home computer market (Billboard, Oct. 16). At present, EIA/CEG has about

15 computer and games companies among its 70 members, and the group says the number is likely to expand to some 40 firms with the formation of the computer division.

The creation of the computer entity was decided in Los Angeles at the recent 58th annual fall conference of EIA, which also elected a new slate of officers for 1983.

They are Joseph Lagore of Sony Corp. of America, chairman of the CEG board as well as chairman of the video division, succeeding Raymond Gates of Panasonic in both posts: Jack Doyle of Pioneer Elec-(Continued on page 72)

Disc-O-Mat Due In N.J.

NEW YORK-Disc-O-Mat will bring its Manhattan prices to Wayne, N.J. in mid-November when the five-store chain opens a new site at the West Belt Mall.

The chain acquired the lease for the 5,000 square foot store last week, and advertising director John D'Antonio says opening week specials are planned to promote \$5.99-\$6.29 prices for ords and cassettes. Media buys are slated for New York's three major dailies, as well as for the Bergen Record, the Newark Star-Ledger, and FM rock stations WNEW, WPLJ and WAPP here.

D'Antonio says the store will utilize about 15 full-time employees and an undetermined number of part-timers. He adds that it is the only record shop in the new mall, which is adjacent to the Willowbrook Mall.

\$150,656,000. Revenues were \$2,-876,269,000, up from \$2,150,667,000.

Operating revenues from recorded music and music publishing for the third quarter were \$174,286,000, down from last year's \$187,653,000. But operating income for the same period fell from \$16,304,000 to \$8,192,000. For the nine months, revenues fell to \$539,393,000 from \$569,765,000, while operating income dipped from

\$52,358,000 to \$36,188,000. "These declines resulted from continued softness in the worldwide music industry, which is directly related to the adverse effects of unauthorized home taping, among other factors," says Steven J. Ross, chairman of WCI.

Meanwhile, boosted by Atari (Continued on page 74)

News RCA, Col Pix Form Joint Video Board

NEW YORK-A common eight-member board of directors has been established by RCA Corp. and Columbia Pictures in their joint venture in home video software.

The companies say the decision to use a common board for both the domestic and international joint ventures is designed to permit closer coordination between the ventures in program acquisition and distribution, as well as new program development.

In another move, the joint venture formed in 1982 to distribute home video programming on cassettes and disks in the U.S. (Continued on page 72)

CONSUMER ELECTRONICS DOWN Profits Up For RCA Records

NEW YORK-RCA Records' income for the third quarter of 1982 showed slight gains against a modest decline in revenues.

This is suggested by industry sources following a third quarter report from RCA Corp., which traditionally does not break down the financial details of the label's showing.

Although most of RCA's businesses showed improvements for the period, RCA's consumer electronics division was "off sharply." This unit, which accounted for 27% of RCA's pre-tax profits in 1981, sells such consumer hardware as VCRs, videodisk players, tv sets, solid state devices and commercial equipment.

In a third quarter report, chairman Thornton F. Bradshaw said

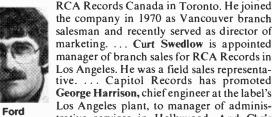
that while RCA's businesses have "stabilized and are performing well, considering the weak economy," he was concerned about "the deteriorating market for consumer elec-tronics products." The report also indicates that sales of videodisks "remained strong" during the period and that RCA anticipates that industry sales of players and disks could top the \$200 million mark in

Net income for the third quarter ending Sept. 30 was \$47.6 million, or 40 cents a share, compared to a loss of \$104.8 million or a negative \$1.62 per share in the third quarter of 1981

The 1981 period included a provi-(Continued on page 72)

Executive Turntable Record Companies

Keith Jackson, division vice president of black music marketing for RCA Records, has left the company. ... John Ford is named general manager of



the company in 1970 as Vancouver branch salesman and recently served as director of marketing. ... Curt Swedlow is appointed manager of branch sales for RCA Records in Los Angeles. He was a field sales representa-tive. ... Capitol Records has promoted George Harrison, chief engineer at the label's Los Angeles plant, to manager of administrative services in Hollywood. And Chris



Swedlov

Marconi takes over as communications supervisor. ... Mort Hillman joins MMO/Inner City Records as vice president. Hillman, who served as MMO's vice president of sales from 1976-'81, was associated with Circus magazine... Michael Botros, director of royalties for Motown Records since 1979, has been promoted to controller.

Publishing

Leonard Feist has signed a new contract with the National Music Publishers' Assn. He remains president through 1985.... William Kimel has been named national director of musical attractions for Broadcast Music Inc. Kimel, who joined BMI in 1947, was southeast regional director. Southeast manager Cleve Murphy will fill his post. They are based in Coral Gables.... Danny Strick has been named director of creative writer development for Almo/Irving Music in Los Angeles. He was a vice president of creative activities for United Artists Music.

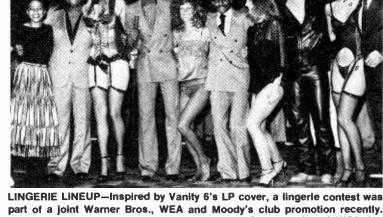
Video/Pro Equipment

Warner Home Video has named Warren Lieberfarb vice president of marketing. He was senior vice president of Lorimar Productions.... Fred Fehlauer joins CBS/Fox Video as general manager of plant operations in Farmington Hills, Mich. He was with Fundimensions, a division of General Mills. ... Fantasy Studios has appointed Roy Segal executive vice president and Nina Bombardier studio manager of its facility in Berkeley. Segal was general manager; Bombardier worked for the Record Plant in Sausalito. ... Walt Disney Telecommunications and Non-Theatrical Company has named Phillip Catherall international sales manager in Burbank. He was a vice president of Comworld International.... Swire Magnetics Company has appointed Joel Kochman eastern regional manager. ... Video Corp. of America has upped Shelly Riss to vice president and director of broadcast and satellite program sales in New York. He joined the sales department in 1977.... Cetec Gauss has appointed Tom Carlile president of Gauss Loudspeakers in Sun Valley and Hans Freytag European sales manager.... James Finke has resigned as chairman of VideoVision Inc.

Related Fields

Beverly Sills has been elected to the board of Warner Communications Inc. in New York. Sills, who retired from opera in 1980, is general director of the New York City Opera.... Richman Bros. has hired three former branch salesmen. Based in Pennsauken, N.J., they are Ed Masterson, Jim Moyer and Pete Voss. Masterson worked for CBS, Moyer for PolyGram and Voss for Capitol. ... The Electronic Industries Group has appointed Gary Shapiro legislative and regulatory counsel, based in Washington. He was an associate with Squire, Sanders & Dempsey.... Don LeBrecht is named executive director of the Broadcasting Industry Council To Improve American Productivity in Washington. He was director of operations for EZ Communications.... Satellite Television Corp. has named Edmund Bartlet 3d vice president of finance and treasurer and Michael Alpert executive vice president. They are based in Washington.... Licensing Corp. of America in New York has named Michael Harp vice president of sales; Leonard Reiter director of marketing; and Linda Espinosa to its graphic services department.

Billboard (ISSN 0006-2510) Vol. 94 No. 43 is published weekly by Billboard Publications, Inc., One Astor Plaza, 1515 Broadway, New York, N.Y. 10036. Subscription rate: annual rate, Continental U.S. \$125.00. Second class postage paid at New York, N.Y. and at additional mailing office. Current and back copies of Billboard are available on microfilm from KTO Microform, Rte 100, Millwood, N.Y. 10546 or Xerox University Microfilms, 300 North Zeeb Road, Ann Arbor, Mich. 48106. Postmaster, please send changes of address to Billboard, P.O. Box 1413, Riverton, N.J. 08077, (609) 786-1669.



part of a joint Warner Bros., WEA and Moody's club promotion recently. Among those at the finish: WEA personnel Suki Sir, Angle Bland, WEA vice president black marketing Hank Caldwell, Kimi Kelly, Rene Fuhrman, Warner Bros./WEA promotion manager Steve Campfield and Chuck Williams; lingerie models Kelly Derrington, Jan Russel and irene Flories; and Von January of Moody's, a Santa Monica beachside club.

Plans Are Unveiled For Nashville Cable Network

NEW YORK-With Roy Acuff fiddling on the Manhattan street corner of Fifth Ave. and 13th St. in front of the Lone Star Cafe, executives of WSM Nashville and Group W Satellite Communications rolled out plans Oct. 20 for their Nashville Network, a cable tv service leaning heavily toward country music.

As ad agency tapes filled up on Lone Star beer, chili and barbequed chicken and ribs inside the club. WSM chairman and president Bud Wendell claimed a \$50 million commitment to the project. "Although still more than four months away from its launch in early 1983, the Nashville Network has produced programming inventory in excess of 200 hours," Wendell said. Daniel Ritchie, chairman of West-

inghouse Broadcasting and Cable, parent of Group W Satellite Communications, said his company has "made a \$20 million to \$30 million investment" in this joint project.

Lloyd Werner, senior vice president of sales and affiliate relations for Group W Satellite Communications, reported that "at its debut early next year," the network "is expected to set cable television history, launching with a projected five and a half million subscribers-an industry record. The level of acceptance on the part of the cable industry suggests this service will be reaching 10 million subscribers by the end of 1983."

When asked if the network would

use many video clips from record companies, Werner said, "This is not MTV. We have fully produced programs. Our material is not from record companies." Wendell added, "We will use a few cassettes from labels from time to time" and noted that "we have 300 shows in our archives" for use on such planned shows as "Yesteryear In Nashville."

As previously reported, the 18hour-a-day network will feature six hours of WSM-produced programming daily, including variety shows, game shows, situation comedies and sports, all with a Nashville flavor.

Acuff's fiddling was part of the entertainment, which also included Bill Anderson performing on the Lone Star stage.

DOUGLAS E. HALL

Tandy Reports Net Income Up

NEW YORK-The Tandy Corp., operator of the Radio Shack electronics stores, reports that net income for its fiscal quarter ending Sept. 30 rose 25.2% from the same period last year. Net income reached \$53.7 million, or 52 cents a share, compared to \$42.9 million, or 42 cents a share, a year before. Revenues for the new three-month period increased 21.7%, to \$517 million, from \$425 million a year before.

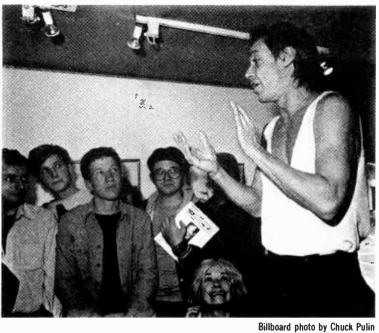


A very special package released originally in 1976 for the Rick Springfield fan. It includes a free, souvenir 2 x 3 official 1982 "Sweat For Success" tour poster.



Cable TV Special: November 21st at 8:00 pm. From the universal Amphitheatre in Los Angeles, Rick Springfield's "Live and Kicking" on Showtime Cable.





OSTERBERG AUTOGRAPHS—James Osterberg, better known as iggy Pop, recently signed copies of his new autobiography, "I Need More," at a book shop in Manhattan.

Records Reaping Rewards Of Soap Operas' Success

By SAM SUTHERLAND

LOS ANGELES-The public's love affair with tv soap operas is now spilling into the recording trade, as witnessed by the surprise chart resurgence of a seven-month-old Patti Austin single, and plans underway at MCA for an entire album of performances by ABC-TV soap luminaries. Various pop and rock stars have

seen their records aired occasionally on the soaps, now deemed to reach a wider (and younger) demographic than once attributed to them. Recent quarters have led to some on-camera guest shots as well, and the separate solo recording career success for Rick Springfield (from "General Hospital") may have helped spur this latest marriage between daytime melodrama and the recording world.

The case of the Austin song is thus far most telling. "Baby Come To Me," a duet with James Ingram from Austin's first album on Quincy Jones' Warner-distributed Qwest label, was "out last March, right after the Grammys, and history by April," recalls Ed Eckstine, vice president and general manager.

Then "General Hospital" decided it needed a love theme to underscore the budding romance between Luke, one of the show's male heart-throbs, and new love Holly. According to one of the show's two music directors, Jill Phelps, producer Gloria Monty made the issue of the new theme a crucial one, and since the episodes showing Luke's search for a lover would be shot on location, previously recorded music was needed.

Another show staffer suggested the Austin/Ingram track, and Phelps and Monty agreed. "We just kept playing it," says Phelps, "and got an enormous amount of mail. So we began playing it even more, to establish it as a love theme."

The "General Hospital" fans in turn began seeking out the single. Mark Maitland, vice president and national singles sales chief at Warner Bros., remembers the label's initially perplexed reaction to rising reorders on a supposedly deleted single: "I found I'd done about 20,000 units during a dormant period when it wasn't getting airplay."

The show's staff meanwhile contacted Eckstine to see if the label had felt a reaction, and then alerted the Qwest chief to their handling of the track. Warner Bros. soon reserviced the record to AC and pop stations, and Eckstine notes that markets like Detroit, Philadelphia, Miami and New York have since posted strong sales.

Meanwhile, MCA is taking the soap connection a step further early next year via "Love In The Afternoon," a package being developed by Jim Foglesong, president of MCA Records Nashville, and JoAnne Emmerich, East Coast vice president of daytime programming for ABC.

Such notorious soap attractions as "All My Children's" "Erica Kane" (Susan Lucci) and "Palmer Cortland" (James Mitchell), "Dr. Seneca Beaulac" (John Gabriel) and "Maeve Ryan" (Helen Gallagher)

"Maeve Ryan" (Helen Gallagher) (Continued on page 65) the copyright proprietor const an act of infringement, which i Of Four New Music LPs

LOS ANGELES-A marketing campaign aimed at offsetting scant airplay for four new music rock acts through aggressive advertising and in-store contests has garnered substantial sales gains for MCA Records. With sales up by as much as 233% for one act, the label push included an ironic twist-the lure of arcade video games as a prize in store contests.

According to Vince Cosgrave, vice president of marketing, MCA aimed the month-long program at six metropolitan markets where new label releases by the Fixx, Trees, the Swingers and Catholic Girls had thus far reaped little or no radio ex-

Walt Disney Joins RIAA Video Wing

NEW YORK-Walt Disney Home Video has joined RIAA/ Video, the video division of the Recording Industry Assn. Of America. It brings to 24 the number of companies that have joined the trade group since its inception in June, 1980.

There are currently 52 videocassette titles in the Disney Home Video Library, as well as 15 titles in the SelectaVision videodisk format and 10 laser videodisk titles. posure. Using the campaign theme of "The Music Of The '80s, The Game Of The '80s," MCA committed radio and print ad dollars and special in-store merchandising through selected dealers, with contestants eligible for a \$5,000 arcade video game in each of the markets.

Included as target markets were Long Island, where Times Square and Record World stores participated; Chicago, via York Town Music; Cleveland, through Modern Records; Boston, where Side One participated; Chicago, via York Town Music; Cleveland, through Modern Records; Boston, where Side One participated; Los Angeles, via the Licorice Pizza chain; and Seattle, via Budget Tapes & Records, Roundup, Musicland, Tower and Peaches.

Chief beneficiary of the push was the Fixx, based on sales tallies available thus far, with MCA claiming 40,000 unit sales to date, only 12,000 of which had been posted prior to the push. The Swingers' label debut meanwhile increased sales nearly 50%, rising from a pre-campaign label tally of 9,000 to an estimated 13,000.

Cosgrave meanwhile asserts that reorder patterns have formed in each of the target markets and continue to come in.

www.americanradiohistorv.com

Bar Group Files Betamax Brief Asks Supreme Court To Rule Home Videotaping Illegal

By IRV LICHTMAN

News

NEW YORK-A brief urging the Supreme Court to hold that home video recording is an infringement of copyright was to be filed Friday (22) by the Committee on Copyright and Literary Property of the Assn. of the Bar of the City of New York.

The 34-page document represents a two-year undertaking by the committee, which is chaired by Elizabeth Granville, a vice president of BMI, and is the first time it has filed an amicus curiae ("friend of the court") brief. Granville says it was approved by an "overwhelming majority" of committee members, composed of lawyers whose concerns are in the general area of copyright. The executive committee reviewed the brief as well.

The Supreme Court is expected to hear arguments on the so-called Betamax controversy sometime this winter, following the October, 1981 Ninth Circuit Federal Appeals Court ruling that home taping is an infringement of copyright. Sony, manufacturer of Betamax, petitioned the Supreme Court to review the appeals court's decision.

The brief itself, largely prepared by Michael S. Oberman, partner in the New York law firm of Kramer, Levin, Nessen, Kamin & Soll, says that although the committee will not be directly affected by the court's decision, "... the implications of the case go beyond home video recording," and that if the court holds that home video recording is not an infringement, "the most basic right of a copyright proprietor-control over reproduction of his work-will be greatly diminished, both in the face of new technology and through more traditional infringements, as well."

Broadly, a stated summary of the committee's argument is that "offthe-air recording of a copyrighted program without authorization of the copyright proprietor constitutes an act of infringement, which is neither permitted by statutory exemption nor justified by the defense of fair use or First Amendment principles."

In claiming that Congress has not exempted off-the-air home video recording from copyright liability, the brief argues that if the High Court were to find a statutory exemption for home video recording, already in place, "it would expose one of the greatest lobbying coups of recent years."

The brief says that the court properly rejected the contention of petitioners that in the course of enacting the Sound Recording Amendment of 1971, Congress expressed an intention to exempt home recording of audio tapes; and that this supposed exemption was carried over into the *(Continued on page 72)*

"Truly," the 17th top 20 record he

has been involved with, either as

performer, songwriter or producer

(this total includes records with the

Commodores, Kenny Rogers and

Diana Ross). On the LP chart,

Richie makes a nice move from 42 to

30, and he debuts on the black LP

A&M Marks

20 Years Of

number 95.

iates, Ode and IRS.

Chart Success

By PAUL GREIN

Twenty years ago this week, A&M

Records made its first appearance

on the Billboard charts, as Herb Al-

pert's instrumental, "The Lonely

Bull," crept onto the Hot 100 at

The single climbed to number six

by December, and has been fol-

lowed since then by 11 No. 1 singles

and 14 No. 1 albums, counting both

A&M product and that on its affil-

The label's key act in its first dec-

ade was Alpert & the Tijuana Brass,

which scored five No.1 albums be-

tween the fall of '65 and the summer

of '68. The Brass' peak year was 1966, when six of its albums logged a

combined total of 120 weeks in the.

top 10 (for an average of 2.3 albums

in the top 10 every week of the year).

The Brass' peak week was April 2,

1966, when it had four albums in the

top 10, a record not matched before

for best-selling album of the year

A&M has won the NARM award

(Continued on page 65)

(Continued on page 65)

1

1

1

Chartbeat Men At Work Produce; Richie Paces Solo Acts

Rob Hoerburger's got the beat this week, filling in for Paul Grein. Rob has been preparing for this assignment since he was four, when he first fell in love with the Shangri-Las. Men At Work's "Who Can It Be

Men At Work's "Who Can It Be Now" (Columbia) this week becomes only the third debut single by a Columbia act to hit No. 1. It follows the Byrds' "Mr. Tambourine Man" (1965) and Johnny Horton's "Battle Of New Orleans" (1959). Five other acts on CBS labels have accomplished this feat: Bobby Vinton (1962), Looking Glass (1972), and Wild Cherry (1976), all on Epic, and Billy Paul (1972) and MFSB (1974), both on Philadelphia International.

Men At Work also becomes the seventh act this year to hit No. 1 for the first time. This total represents more than half of the songs to hit the top so far in '82. First-timers also had banner years in 1974, when they had 22 of the 35 chart-toppers, 1972 (17 of 21) and 1963 (18 of 21).

Over on the album chart, Men At Work's "Business As Usual" jumps from nine to four, making the group only the sixth new act to crack the top five in '82. If the band continues to the top, it will become the first Columbia act to debut with a No. 1 album since **the Mormon Tabernacle Choir** did so in 1960, with "The Lord's Prayer."

Finally, "Who Can It Be Now?" is the 12th No. 1 record with a question in its title, and the second this year. Human League's "Don't You Want Me?" inquired its way to the top in July.

* * *

Lionel Richie (Motown) rockets from 38 to 14 on the Hot 100 with

AOR Outlet Sets Halloween Gala

or since.

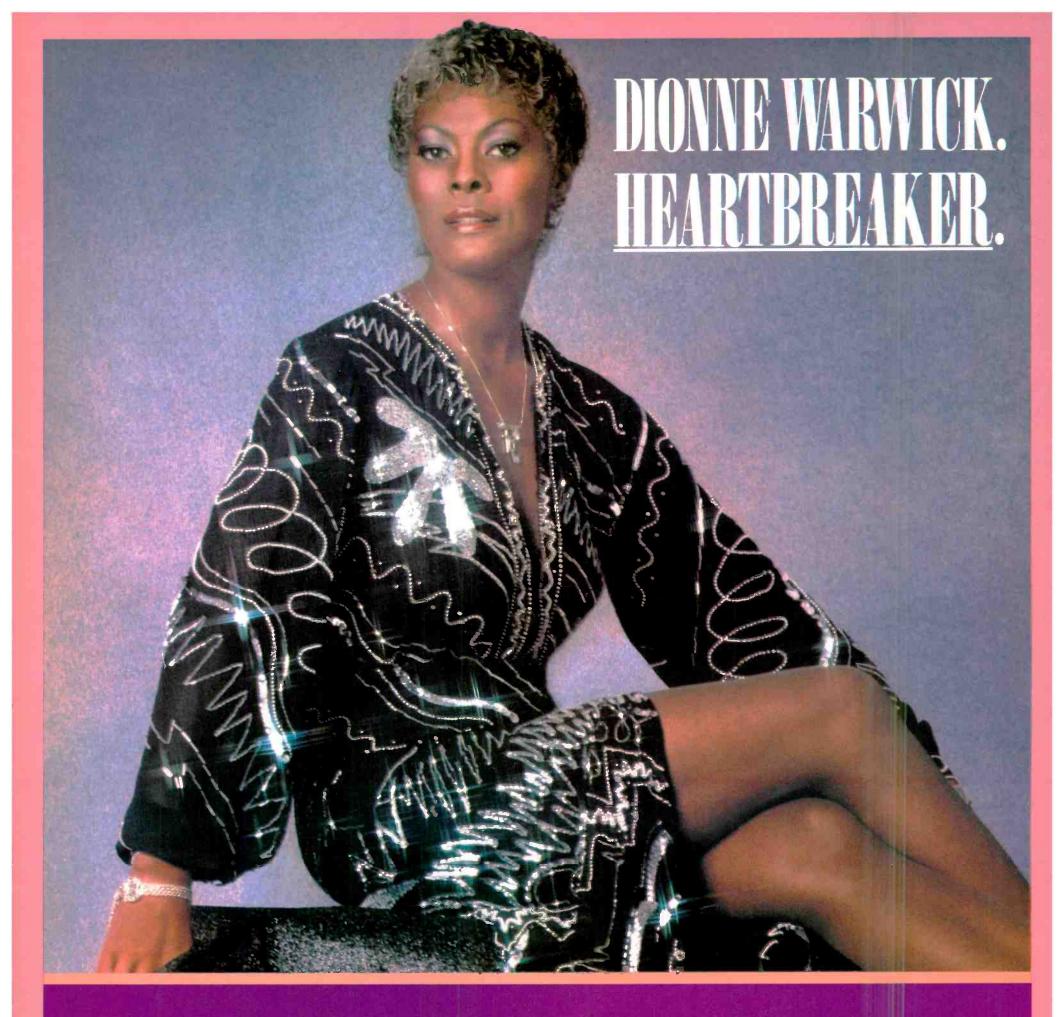
DOVER, N.J.–What is being billed as "The World's Biggest Halloween Party" is being staged by AOR outlet WDHA in the Byrne Arena in the New Jersey Meadowlands on Saturday, Halloween eve (30).

Todd Rundgren and Utopia, Gary U.S. Bonds and Southern Cross (winner of the station's New Jersey bands contest earlier this year) will perform for a crowd which station manager Bob Linder says will be limited to 10,000. Wendy O. Williams of the Plasmatics is also expected to make an appearance.

Linder says he decided to book the arena after his party last year at the nearby Rockaway Mall (capacity 5,000) drew 20,000. He says the party and dance will mark the first time the arena has

been put to such a use. New Jersey governor Thomas Kean will be on hand to present the grand prize in a costume contest. The winner will get to choose between a trip to Scotland to see the Loch Ness monster and a visit to Count Dracula's castle in Transylvania (now Romania). Judging for the contest will be done by various members of the media, including Billboard radio editor Douglas E. Hall.

Ticket sales will benefit the New Jersey Easter Seals campaign and the Dover General Hospital. The event will also mark the sale of the station's "NJ Rock" album, which includes cuts by Southern Cross and runner-up bands.



THE ONE ESSENTIAL ALBUM OF 1982.

Dionne Warwick. Barry Gibb. Together, they've created the album that will alter the history of pop music. <u>Heartbreaker</u>. The Queen of urban pop breathtakingly sings ten sensational new songs, nine co-written by the master himself, Barry Gibb. Each destined to become a pop classic. The <u>first</u> hit single is "Heartbreaker." After only two weeks, it's already one of the top 5 most-added singles <u>of all time</u> on all radio formats.

Produced by Barry Gibb, Karl Richardson and Albhy Galuten.



Better Than A Guarantee

You only check a guarantee after something goes wrong.

You can check the strip chart in every box of Ampex 2" Grand Master® 456 as our assurance that nothing will.

Which is why we test every reel of 2" Ampex 456 end-to-end and edge-to-edge. The strip chart of the test results tells you that you'll get a rock-solid readout with virtually no tape-induced level variations from one reel of 456 to another or within a single reel.

No other brand of tape undergoes such rigorous testing. And as a result no other brand offers you the consistency of Ampex Tape. A consistency that lets you forget the tape and concentrate on the job.



Ampex Corporation • One of The Signal Companies

Ampex Corporation, Magnetic Tape Division 401 Broadway, Redwood City, CA 94063 (415) 367-4453 4 out of 5 Professionals Master on Ampex Tape:



News/International Sweeping Changes At PolyGram

By WOLFGANG SPAHR and JIM SAMPSON

HAMBURG-Some of the most

sweeping management changes seen within the PolyGram Group world-wide will take effect Jan. 1. Details

of the restructuring come approxi-

mately one month after publication of the company's 1980-81 financial

results, reporting a loss of \$41 million on international sales of \$348

million (Billboard, Sept. 25). That was substantially higher than the 1979 loss of \$24 million on \$341 mil-

Jan Timmer will succeed Dr.

Wolfgang Hix as president and chief

executive officer of the PolyGram

Group. In this position he will be re-

lion in sales.



NETWORK PACT-CBS Records International will manufacture, market and distribute Network Records product worldwide outside the U.S. and Canada. Acts involved include Utopia, Irene Cara, Toronto and Moving Pictures. Toasting the pact are, from left, Norman Stoller and Bunny Freidus of CBS Records International; Dick Asher, deputy president and chief operating officer of CBS Records Group; Al Coury, president of Network Records; and Tim Bowen of CBS Records international.

MIDEM Plans To Include Classical Section In '83

PARIS-MIDEM's coverage will be extended to embrace a classical section when the 17th annual international record and music publishing meet, set for the new Palais des Festivals Jan. 24-28, convenes in Cannes

Chief attraction under the expanded format will be the Berlin Philharmonic, conducted by Herbert von Karajan. The orchestra is currently celebrating its 100th anniversary season. MIDEM director Bernard Chevry

staged his first MIDEM Classique in 1970 in conjunction with UNESCO's International Music Council, headed by Jack Bornhof. It featured such artists as Russian cellist Mstislas Rostropovich and In-dian sitar player Ravi Shankar, but trade participation was not sufficient for Chevry to schedule it annually.

For next January's event, Chevry is counting on more than 80 record companies, music publishers, festival directors and specialist broadcasting networks to participate. UNESCO is not collaborating this Among other guest musicians are the conductors Lorin Maazel and Pierre Boulez, the French National Orchestra, the Zagreb Youth Orchestra and, possibly, the Paris Opera Orchestra.

The popular music MIDEM, although running on the five-day schedule inaugurated last year, will see the opening gala on the Sunday night, Chevry says. Plans are being made to broadcast galas on Eurovision, the multi-national TV link, and perhaps in the U.S., via MIDEM's links with impresarios Marty Passetta and Herbie Cohen

According to the M1DEM organi-zation here, bookings for the 1983 event from companies which attended early this year show that up to 60% more stand space is being ordered. The final figure is expected to be around 40% up on 1982

Participation costs, Chevry says, with the 1982 tariffs "frozen" at the 1981 levels, will have gone up only 14% in two years. "And that's only half the inflation rate," he adds.

On the technical side, Chevry describes the 1983 MIDEM as "the ex-(Continued on page 55)

sponsible for major markets, record companies and music publishing and will commute regularly between Hamburg and the group's second headquarters in Baarn, Holland. David G. Fine, currently chair-

man and chief executive of Poly-Gram Leisure in the U.K., will join Timmer on the board as executive vice president and will be responsible for smaller markets, film, television and video.

Meanwhile, PolyGram share-holders have appointed Hix, who has held the position of group president since Jan. 1, 1981, as chairman of the supervisory board of the man-agement and holding company, PolyGram GmbH. He also becomes a member of the supervisory board of PolyGram BV in Holland.

In addition to Timmer and Fine, the PolyGram Group management team will include Dr. Hermann Franz, who retains control of technical and manufacturing operations, and Dankert Punt, who heads finance and administration. Except for Fine, who will remain in London, the team will be based in Hamburg.

PolyGram Record Operations, currently headed by Dr. Werner Vo-gelsang, will be dissolved following his resignation on Dec. 31 (Bill-board, Oct. 23). Individual Poly-Gram companies in major markets will then report directly to each national PolyGram Organization.

Timmer, Fine Named In Worldwide Restructuring

Richard Busch, current international PRO deputy president, is to set up a new entity, PolyGram Germany, which will control Metro-nome, Phonogram and Deutsche Grammofon-the three PolyGram companies in the territory. Con-trolled by Reinhard Stehn, who is currently with DGG, PolyGram Germany will not be registered as a separate firm.

(Continued on page 61)

-JUSTICE MINISTER SAYS-**Dutch Levy In The Works**

By WILLEM HOOS

AMSTERDAM-The Dutch government is "working hard" to formulate a bill for the introduction of a hardware and software levy on both audio and video products here, it was announced by Dutch minister of justice Job de Ruiter. He made the announcement at the opening of the headquarters of the new Dutch authors' society (BUMA/STEMRA) in Amstelveen, near Amsterdam, on Oct. 18.

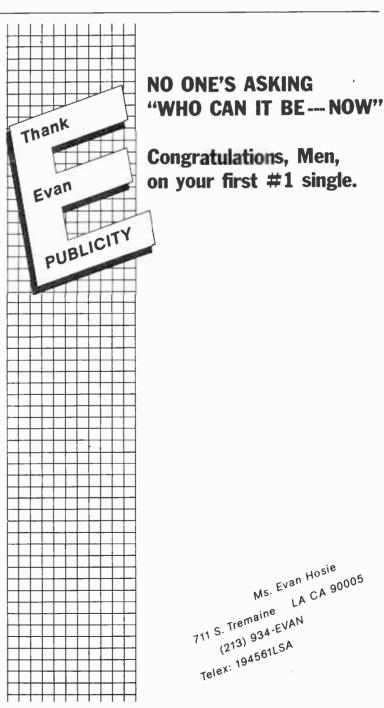
The Dutch branch of the IFPI, in conjunction with other right societies and both musicians' unions here, has been campaigning for a levy on audio software for years, to compensate rights owners for losses attributed to home taping.

The proposed video levy is also thought to be due to intensive re-

cent lobbying by the Assn. of Dutch Film Makers. Its recommendation that the video levy be approximately \$120 on hardware, and between \$12-\$20 on software, is expected to be followed by the government.

BUMA/STEMRA would be responsible for the administration of the proposed levy, de Ruiter said, and would distribute collected royalties to the appropriate copyright holders.

Although no details are yet available on the bill-due to be introduced to the Dutch parliament early next year-de Ruiter said that it would be expected to generate some 14 million guilders (around \$6 million) within a year of introduction.



Japan Trade Looks To New LP Live Pairing Of Stars Called Hope For Sluggish Mart

By SHIG FUJITA

TOKYO-The Japanese industry is hoping that the new double live album by Shinji Tanimura and Ma-sashi Sada will inject much-needed vitality into the local music market. The package shipped October 6, with an initial pressing of 300,000 units, compared to the 50,000 usu-ally pressed for a single LP by a ma-jor act. If the set hits the 500,000 mark by year's end, as expected, it will gross approximately \$7.5 million

The album is very much a cooperative effort, with a total of 11 companies involved, including artist representation and production. It has

FOR 'CULTURAL' REASONS

PARIS-FNAC, the leading

French discount retail chain, has launched another major nationwide

price-cutting campaign for records

and cassettes, with reductions of around 20% aimed at boosting its

slice of the Christmas gift sales bo-

nanza. This time the chain says its of-

fer is being made for cultural rea-

At the time of the French presi-

dential elections, FNAC instituted a large-scale price reduction as a pro-

test against what is seen here as an

sons.

French Chain Cuts Prices

cassettes

already set one precedent in Japan: although it is on the Polystar label, it is being distributed by Warner-Pioneer

Akira Onodera, Polystar vice president and a key figure in getting the various companies to agree to the project, points out that success with the venture will "inject energy into an overall record market which has not been very good this year.'

Shinji Tanimura is Polystar's bestselling artist. Masashi Sada has his own production outfit, Free Flight. Polystar label product is distributed in Japan by Nippon Phonogram, while Sada's recordings are distributed by Warner-Pioneer. Nippon

excessive Value Added Tax rating of

331/3% on disks and prerecorded

FNAC then said it would pay a

substantial part of the VAT itself to keep prices down and, in so doing,

forced other retailers to slash prices

in order to remain competitive. The new price cuts will be in effect

through the end of January, 1983.

And the record industry here is in-

terested in seeing which areas of the retail trade will follow the usually

persuasive FNAC lead.

fierce competitors in the Japanese marketplace, which was the basic cause of the lengthy top-level de-bates that preceded the double album's release. If the two majors had insisted on retaining all their respective rights, the package would almost certainly never have gotten off the ground.

Phonogram and Warner-Pioneer are

Onodera says that when he approached Nippon Phonogram president Nobuya Ito with the idea, it was okayed immediately. "Ito said it would surely benefit the record industry as a whole,"adds Onodera.

The double album is a live recording of a Tanimura-Sada concert staged in the 10,000-seat Nippon Budokan Hall in Tokyo on Aug. 12. The show was called "Summer Festival For 10,000-The Kao Hair Care Festival." It was Tanimura's first solo concert after the breakup of the popular group Alice, of which he was a member, and it was Sada's first concert at the Nippon Budokan Hall. It was also the first time these two major Japanese entertainers had performed together on the same stage.

The concert was on an invitationonly basis, with no tickets actually sold. More than 200,000 Japanese pop fans applied for the 10,000 seats, which helped convince Polystar and (Continued on page 60)

www.americanradiohistory.com



The International Newsweekly Of Music & Home Entertainment ©Copyright 1982 by Billboard Publications, Inc.

Billboard Publications Inc., 1515 Broadway, New York, N.Y. 10036 (212) 764-7300. Telex: 710581-6279. Cable: Billboy NY. 9107 Wilshire Blvd., Beverly Hills, Calif. 90210 (213) 273-7040. Telex: 66-4969. Cable: Billboy LA.

Publisher: Lee Zhito (L.A.) Editor-In-Chief: Gerry Wood (N.Y.)

Associate Publisher: Thomas Noonan (L.A.) Associate Publisher/Director of Charts: Bill Wardlow (L.A.).

Managing Editor: Adam White (N.Y.) L.A. Bureau Chief: Sam Sutherland Executive Editor: Is Horowitz (N.Y.) News Editor: Irv Lichtman (N.Y.)

Offices: Cincinnati-2160 Patterson St., 45214 Ohio, 513 381-6450. Los Angeles-9107 Wilshire Blvd., Beverly Hills, Calif. 90210, 213 273 7040. Editorial Staff: Paul Grein, Music Research Editor; Earl Paige, Retailing Editor; John Sippel, Marketing Editor; Sam Sutherland, Jazz Editor, Record Reviews. London-7 Carnaby St., WIV 1PG, 01 439-9411. Editorial Staff: Mike Hennessey, International Editorial Director; Peter Jones, International Editor; Alex Fowler, Editorial Assistant. Milan—Piazzale Loreto 9, Italy. 28-29-158. Nashville—14 Music Circle E., Tenn. 37203, 615 748-8100. Editorial Staff: Kip Kirby, Bureau Chief/Country Music Editor; Carter Moody, Reporter. New York—1515 Broadway, New York 10036, 212 764-7300. Editorial Staff: Enrique Fernandez, Latin Editor; Laura Foti, Video Editor; Is Horowitz, Com-mentary/Classical Editor; Douglas E. Hall, Radio Programming Editor; Radcliffe Joe, Venues Editor: Roter Keenpews: Conv. Editor: Roma K. Sock Venues (Rock Editor; Carter Keenpews) Venues Editor; Peter Kepnews, Copy Editor; Roman Kozak, Venues/Rock Editor; Howard Levitt, Production Editor; Irv Lichtman, Music Publishing Editor; Robyn Wells, Editorial Assistant. **Tokyo**–Utsunomiya Bldg., 19-16 Jingumae 6-Chome, Shi-buya-ku, Tokyo 150. 03 498-4641. Editorial: Shig Fujita. **Washington**–733 15th St. N.W., D.C. 20005, 202 783-3282. Editorial Staff: Bill Holland, Bureau Chief.

Special Issues: Earl Paige, Editor; Ed Ochs, Assistant Editor; Bob Hudoba, Directory Services Manager; Rand Ruggeberg, Assistant Directory Manager.

Intl Correspondents: Austria-Manfred Schreiber, 1180 Wien, XVIII, Kreuzgasse 27.

Services Manager; Rand Ruggeberg, Assistant Directory Manager.
 Intl Correspondents: Austria – Manfred Schreiber, 1180 Wien, XVIII, Kreuzgasse 27. 0222 48-28-82; Australia – Glenn Baker, P.O. Box 261, Baulkham Hills, 2153 New South Wales; Belgium – Juul Anthonissen, 27A Oude Godstraat, 3100 Heist op den Berg. 015 241953; Canada – David Farrell, Box 201, Station M, Toronto M6S 4T3. 519 925 2982; Czechoslovakia – Dr. Lubomir Dourzka, 14 Zeleny Pruh, 147 00 Praha 4 Branik. 26-16-08; Denmark – Knud Orsted, 22 Tjoernevej, DK-3070 Snekkersten. 02-22-26-72; Finland – Kari Helopatio, SF-01860 Perttula. 27-18-36; France – Michael Way (Chief Correspondent), 12 Rue du Faubourg Poissonniere, 75010 Paris. 01-246 8749, Henry Kahn, 16 Rue Clauzel, 75009 Paris. 878-4290; Greece – John Carr, Kaisarias 26-28, Athens 610; Holland – Willem Hoos, Bilderdijhlan 28, Hilversum. 035-43137; Hungary – Paul Gyongy, Orloutca 3/b, 1026 Budapest 11. Tel: 167-456; Ireland – Ken Stewart, 56 Rathgar Road, Dublin 6, Ireland 97-14-72; Israel – Benny Dudkevitch, P.O. Box 7750, 92 428 Jerusalem; Italy–Vittorio Castelli, Via Ramazzotti 20, 21047 Saronna (Milan). 02-960 1274; Kenya–Ron Andrews, P.O. Box 41152, Nairobi. 24725. Malaysia–Sunny Liow, 27 ss 12/3-A, Subang Jaya, Selangor, Malaysia. Mexico–Marv Fisher, Apartado Postal 11-766, Mexico 11, D.F. 905 531-3907; New Zealand–AnnLouise Martin, 239 Hurstmere Road, Takapuna, Auckland 9. 496-062; Philippines–Ces Rodriguez, 11 Tomas Benitez, Quezon City 3008. Poland–Roman Waschko, Magiera 9m 37, 01-873 Warszawa. 34-36-04; Portugal–Fernando Tenente, R Sta Helena 122 R/c, Oporto; Romania – Octavian Ursulescu, Str. Radu de la La Afumati nr, 57-B Sector 2, Bucharesto D, P. 913-6610. 16-20-80; Singapore–Anita Evans, 164 Mount Pleasant Rd, 1129. 2560551; South Africa–Suzanne Brenner, 9 Dover St., Westdene 2092, Johannesburg; Spain–Ed Owen, Planta 6-30, Espronceda 32, Madrid 3. 442-9446. Sweden – Leif Schulman, Brantingsgatan 49, 4 tr. 115 35 Stockholm. 08-629-873; Switzerland–Pierre H

Director of Marketing & Sales: Miles T. Killoch (N.Y.) Director of Promotion: Charles R. Buckwalter, Jr. (N.Y.).

Director of Promotion: onaries in: Bockwarer, Sr. (N.1.). Director of Sales, Video/Sound Business: Ron Willman (N.Y.); European Sales Man-ager: Peter Mockler (U.K.); Marketing Services Manager: John F. Halloran (N.Y.); Production Manager: John Wallace (N.Y.); Production Coordinators: Ron Frank, Tom Quilligan (Cincinnati); Production/Sales Coordinator: Christine Matuchek (L.A.); Sales Coordinator: Robin Solomon (N.Y.); Production/Sales Coordinator: Sharon Allen (Nashville).

Sharon Allen (Nashville). Account Executives: New York-Norm Berkowitz, Ron Carpenter (212-764-7356); Los Angeles-Diane Daou, Joe Fleischman, (213-859-5316); Nashville-John McCartney, Southern Manager (615-748-8145); Classified Advertising Manager-Jeff Serrette (N.Y.) (212-764-7388). International Sales: Australia-Geoff Waller & Assoc., 64 Victoria St., North Sydney 2060, Sydney 4362033, Telex 790-70794; Canada: Contact Norm Berkowitz in N.Y. Office; France: Ann-Marie Hounsfield, 6 rue Ancelle, 92525 Neuilly/Seine, Cedex 1-745-1441; Italy: Germano Ruscitto, Pizzale Loreto 9, Milan, 28-29-158; Japan: Hugh Nishikawa, Utsunomiya Bldg., 19-16 Jingunae, 6-Chome, Shibuya-ku, Tokyo 150 03-498-4641 Telex: 781-25735; Mexico: Marv Fisher, Apartado Postal 11-766, Mexico 11, D.F., 905-531-3907; New Zealand: Mike Bailey, F.J. Associates, P.O. Box 1367, Wellington, 723745; Spain: Ratael Revert, General Manager. c/o Radio Ma-Michael H, Dir, Sob So 1950, New Celandi, Mine Barley, P.J. Associates, P.O. Box 1367, Wellington, 723745; Spain: Rafael Revert, General Manager, c/o Radio Ma drid 232-8000; David Safewright, Post Restante, Madrid 429-9812; United King-dom: Patrick Campbell, European Advertising Sales Representative, 7 Carnaby St., London W1V1PG 439-9411 Telex: 851-262100; Austria, Belgium, Denmark, Fin-Land, Germany, Greece, Holland, Norway, Portugal, So. Africa, Sweden, Switzerland: contact, Peter Mockler, London Office.

Director of Research and Database Publishing: Martin R. Feely (N.Y.)

Divisional Controller: Don O'Dell (Cincinnati); Circulation Manager: Donna De Witt (N.Y.); Conference Coordinator: Kris Sofley (L.A.); Managing Director/Inter-national Operations: Mike Hennessey (London); License & Permissions Manager: Georgina Ellen Challis (N.Y.).

BILLBOARD PUBLICATIONS, INC.

Chairman And President: W. D. Littleford. Executive Vice Presidents: Gerald S. Hobbs, Jules Perel, Patrick Keleher. Vice Presidents: William H. Evans Jr., Treasurer; Lee Zhito, Billboard Operations; John B. Babcock, Product Development; Mary C. McGoldrick, Personnel; Ann Haire, Circulation; Michael Feirstein, Legal. Secre-tary: Ernest Lorch. Corporate Managers: Marie R. Gombert, Corporate Production;

Robert Lewis, General Manager of Publishers Graphics. Subscription rates payable in advance. One year, \$125 in U.S.A. (except Alaska, Hawaii, Puerto Rico, Canada). Other rates on request. Allow 3 to 6 weeks delivery first copy. Published weekly. Second-class postage paid at New York, N.Y. and additional mailing offices. Postmaster, please send changes of address to Bill-board, P.O. Box 1413, Riverton, N.J. 08077. SUBSCRIBER SERVICE

board, P.O. Box 1413, Riverton, NJ. 08077. The company also publishes in New York: Art & Antiques, American Art-ist, Interiors, Photo Weekly, Wat-son-Guptill Publications, Amphoto, Whitney Library of Design, Ameri-can Artist Book Club, Designers Book Club, Camera Arts Book Club, Musician, Player & Listener, Bill-board; Nashville: Amusement Busi-ness; London: World Radio-TV Handbook, The Artists Book Club.



Commentary Waging The Cassette Battle

By CHRIS TOBEY

It appears that the industry is finally facing up to its future. After years of turning our back on one of the most important developments in the history of recorded music, we are beginning to understand the impact of the consumer cassette revolu-

We all should have seen it coming two years ago when prerecorded cassette sales started mushroom-

ing on the West Coast. We should have recognized that one of the most important findings of last year's WEA study was that consumers in mass numbers were recording their stolen music on cassettes.

We should have known that consumers wanted music on cassettes when we saw all those people walking around with their Walkmen. But we were so consumed by a lagging economy, Pac-Man and home taping we failed to see that the public was literally handing us a new market.

It is interesting to note that none of this was lost on the Japanese hardware and blank tape manufacturers. They took full advantage of the new market. They exploited it like crazy.

Now, at last, manufacturers, retailers and racks are waking up. We can't pick up a copy of Billboard without seeing story after story documenting the indus

try's "bold" new initiatives for prerecorded tape marketing-extra discounts, innovative programming, special promotions, better quality, etc. For these developments I say, "Bravo! It's about time.'

But all this is not nearly enough. Not when I still can see many outlets hiding their prerecorded cassette product behind glass. There are still some major outlets (retail and rack) who claim that "refixturing is too expensive," or "we're afraid of the potential for theft.



Tobey: "The cassette consumer has an alternative to our prerecorded product."

think they will find a much better turn on tape, an indication that cassette inventory and title expansion is warranted.

We are not doing enough when manufacturers, wholesalers, racks and retailers run out of hit cassette product before they run out of the counterpart LP. Time-honored buying and manufacturing habits still tend to treat cassettes as a secondary con-

figuration. I often hear buyers say, "I'll take 100 LPs and 30 cassettes."

Whether label, wholesaler, rack or retailer, ask yourself this question: "The last time I lost sales on (or backordered) a hit piece of product, was it a disk or a tape? I'll bet my turntable that the answer most often is a tape. Again, when this happens we are asking the consumer to find an alternative.

We are not doing enough when there are print ads, posters, window displays and television spots that do not push our cassette product. We must reinforce the prerecorded cassette image in the consumer's mind when we urge them to "Give The Gift of Music."

Finally, there is the area of quality. Anyone who has spent appreciable time in retail stores has heard consumers bemoan the quality of prerecorded cassettes versus disks.

Recently, some labels have started using better quality tape in duplication. Other labels should follow this lead. More importantly, we

should make a concentrated effort to trumpet this development to the consumer through our regular ad campaigns. Label publicity departments should be devoting time to this,

and to the cassette revolution in general, to help counter some of the terrible press we have been getting lately. Retail employees should be encouraged to point out this development to customers

I have recently heard many so-called axioms concerning the

'What would happen to album sales if record dealers put their LP stock behind glass or behind the counter?

I'd like to ask these people what would happen to their album sales if they put their LP stock behind glass or behind the counter. I'd like to ask them, "How can you afford not to market your tapes openly?'

The cassette customer has an alternative to buying our products. When we purposely make the purchase of prerecorded cassettes inconvenient, we are asking the consumer to find a convenient alternative. Similarly, when cassettes are priced higher than albums (this still happens all too often), how can we expect to stimulate the cassette consumer into buying our prerecorded product?

Higher selling prices for cassettes are unconscionable, given that the wholesale prices are the same or less.

We are not doing enough when I can still see retail and rack locations with 70% of their inventory in LP product. They should check inventory turns of LP vs. cassette. In most cases I

future of our business. They range from futurist ("The Compact Disc will save this industry") to pessimist ("We are in a dinosaur business"

To the futurist I say, if any technological development can help the industry now, it's the cassette. The Compact Disc is a long way off for the average consumer who, in many cases, is just now getting around to converting to cassette.

To the pessimist I say, the only dinosaurs in this business are those who are not doing everything possible to make prere-

corded cassettes easily available at reasonable prices. We are looking right in the face of a unique and unprece-dented consumer revolution. Some of us aren't doing much about it. All of us could be doing more about it.

Chris Tobey is regional marketing director for Arista Records, covering the southern territory out of Atlanta.

Letters To The Editor

Outside, Looking In

A 15-year veteran of the record business, running the gamut from rack salesman to retail manager to promotion person. I have recently become one of the many business casualties. I can assure you, the picture from outside the industry looking in is much different from being inside and looking out. Here are some observations

Home taping means much more to the consumer than a question of economics. Most home tapers with average taping capabilities come up with a tape superior in quality to one they can buy off the shelf. And when they have excellent equipment there is no con-

Radio is a very important avenue. But even as an expromotion person, I must say radio is not the only answer to the question of selling records and tapes. Ra-dio's main purpose is to sell advertising, not records and tapes. Sure, there are many radio people who are sensitive to the problems of the music industry. But there are others who couldn't care less, as long as they're getting high ratings.

Those who should be getting the lion's share of attention, both in promotion and marketing, are the only people who really care whether our industry lives or dies. These are the retailers, who for some unknown reason are treated like stepchildren by some in the music business.

Unfortunately, many promotion people think their job is done once the record is on the radio. Their only contact with stores is to plead for fictitious store reports

The bottom line is still selling records and tapes. My territory was eliminated not because of a lack of air play, but because of poor sales. The massacre in our business is because of sales . . . and records and tapes are sold in record and tape stores. It seems so simple that it's ludicrous.

Record company executives need to get back into the stores. They have to get to know the people who are the lifeblood of the business, the salespeople in the stores who are there at the time of purchase.

With all the creative people still left in the business. I am sure they can find the ways and means to save the industry that we all love **David Kimmel** Richmond, Va.

New Music In California

In Mike Harrison's column Sept. 18 pertaining to new music, he neglected to mention KNAC, the origina-tor of "Modern Rock" in Southern California. We've been totally dedicated and have painstakingly nur

tured our music scene for over three years now. We were the first commercial station to blend classic oldies with our rotation, not KROQ, as they play a lesser amount of oldies.

I disagree with the statement that new music unto itself is a bit extreme and self-limiting to carry off for long. Look where so-called "progressive" radio drifted-a homogenized, narrow sound that record/radio people pushed down listeners' throats to the point where anything new or different is looked down upon. If listeners do not have a choice between Led Zeppelin and the Clash, how are they to decide? Jimmy Christopher

Long Beach, Calif. **Hailing New Formats**

Program Director, KNAC

I'm really pleased and excited about recent changes in radio formats which provide more varied program-ming, especially in California and parts of the Southwest. It's about time. It removes the boredom of listening to the same 20 records over and over again, and is beneficial to all-listeners, radio stations, record companies and artists. A.A. Gravett President, Lazer Records Van Nuys, Calif.

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. Contributions should be submitted to Is Horowitz, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036.

BILLBOARD

1982.

30,

OCTOBER

10

THE LOUDEST BAND IN THE WORLD.





Casablanca)







FIVE GUYS WHO HAVE SOLD FI

One minute there was no Loverboy. The next minute, it seems, they'd sold five million albums in North America! Actually, it took two years of hard work and great music. Loverboy has sold-out over 200 dates throughout North America in the past year.

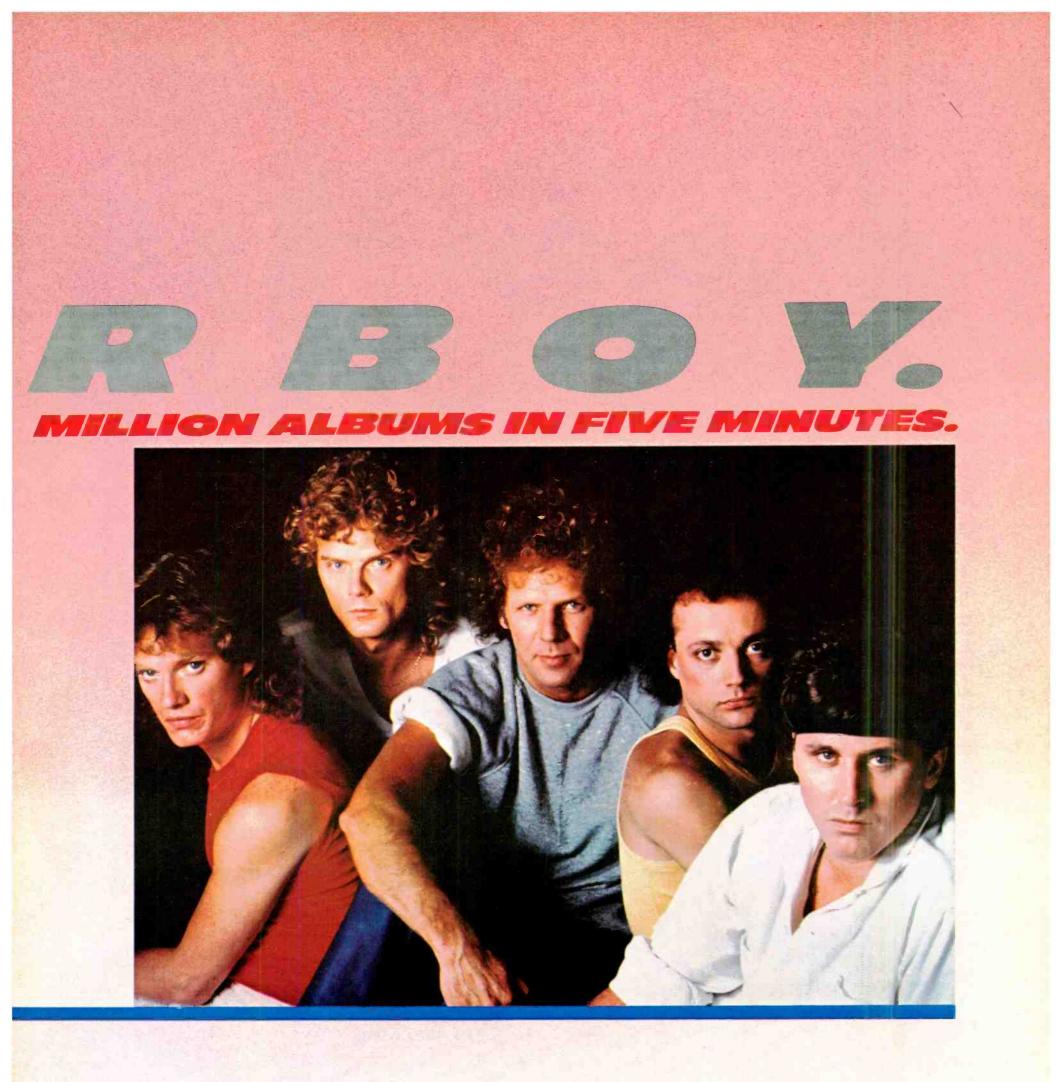
Their current "Get Lucky" album is triple platinum in Canada and a few weeks away from triple platinum in the U.S. And the momentum keeps building...between 75,000 and

100,000 Loverboy albums are sold each week.

Congratulations and gratitude to Loverboy: Paul Dean, Mike Reno, Matt Frenette, Scott Smith and Doug Johnson.

CBS RECORDS CANADA COLUMBIA RECORDS U.S.A. BRUCE ALLEN AND LOU BLAIR





ANNOUNCING JOHN COUGAR'S DOUBLE,

DOUBLE PLATINUM. "AMERICAN FOOL." RVL 7501

© 1982 PolyGram Records, Inc.

GOLD. "HURTS SO GOOD."

GOLD. "JACK & DIANE."

And introducing the next single, "HAND TO HOLD ON TO." R 211

John will be appearing live on SCTV, Friday, November 12 at 12:30 P.M. performing "JACK & DIANE" and "HAND TO HOLD ON TO." JOHN COUGAR · American Fool



Produced by john Cougar Mellencamp and Don Gehman.

RVL-7501

Manufactured and Marketed by **PolyGram** Records**

qirt sinlaton o'na 'n **WNEW-FM's Nostalgia Trip**

NEW YORK-Donald Fagen of Steely Dan mused recently that characters such as Lester the Nightfly, the mythical radio personality on his new album, remind him of an era that seems gone forever. But listeners to WNEW-FM here may feel otherwise this month as the AOR station, celebrating its 15th anniversary, recalls its halcyon days with visits from former employees as Rosko, Zacherle, Allison Steele, Jonathan Schwartz and Mike Harrison. "Ah, yes-the hall of famers,"

sighs program director Richard Neer, who says he wanted to "re-create the flavor of the old days. We thought it might be fun to bring back some of the personalities that were so closely identified with the station. It's mainly a nostalgia trip for people in their

thirties who grew up with us." Steele inaugurated the two-hour alumni visits last Monday evening (18) with a poetry reading and music by Lothar & the Hand People and other "space" groups she was closely identified with during her tenure. Harrison and Schwartz shared their recollections last Thursday (21), and Rosko and Zacherle man the mike Monday (25) and Thursday (28).

Another anniversary event, a listener party, is planned for Oct. 27, and the station will broadcast the Clash live from an as-yet undisclosed venue in New Ýork at the end of the month.

Now Neer is looking to the future. He is enthusiastic about a one-hour television special designed to introduce the station's air staff. The program, featuring rock videos by the Who, the Rolling Stones, Men At Work and Fleetwood Mac, among others, will be simulcast by WNEW-TV here.

"It's an attempt to put the sta-tion in video terms," Neer notes, "our own sort of MTV. We're giving our audience the chance to meet our jocks visually.

ple and other "space" LEO SACKS

NEW YORK - Record com-

panies' advertising on radio de-clined 24% to \$1.16 million for the first quarter of this year, compared to the same period in 1981. Figures come from Radio Expenditure Reports, which also notes that record retail advertising for the same three months dropped 33% against last year, to \$303,978.

January through March is the most recent period for which RER statistics are available. The figures don't document co-op ad expenditures by labels with retail.

Advertising for blank tape in the quarter under review climbed 92% to \$416,042, all of which was spent by 3M.

If the first quarter's label expenditure decline holds through 1982, sales would fall to at least \$4.3 million-compared to \$5.7 million for 1981 and \$5.5 million for 1980.

The decline is not seen as a rejection by labels of radio as a useful medium, but a reflection of the economy and the contraction of the record industry.

K-tel is by far the biggest spender on radio among the labels, with \$1.1 million allocated in the first quarter of 1982 versus \$1.5 million in 1981. K-tel spent a total of \$5.3 million for the whole of 1981.

CBS Records registered a significant drop, down to \$13,682 from \$23,409 a year ago, while Columbia House cut back to \$2,170 from \$4,212. CBS Records spent a total of \$155,794 in 1981, with another

Labels' Ad Spending Decreases First Quarter Study Finds Station, Retail Buys Decline budget to \$282,957 in the first quar-

By DOUGLAS E. HALL

Radio

\$70,421 paid out by Columbia House.

On the other hand, Casablanca came in with a \$12,947 buy in the first quarter of 1982, after not spend-ing anything in 1981. Pickwick International spent \$19,325 in the first quarter of 1982 versus \$17,216 in 1981.

Among retailers, the big buyer was Musicland, though it cut its

The only other substantial spender among retailers in the first quarter of 1982 is Record Bar, with an allo-cation of \$16,248, up from the same period of 1981 when \$12,014 was

sicland spent \$1.3 million.

ter of 1982 compared to \$402,704 in

1981. For the full year of 1981, Mu-

(Continued on page 72)

15

Indiana Station Bombed **Following Format Change**

LAFAYETTE, Ind.-Rock'n'roll listeners didn't take it very well when the only AOR station in this market changed its format. At least that's the theory accepted by WXUS management and police after the station's transmitter and tower were firebombed Oct. 4, shortly after the format switch.

"It's very disturbing when you can't convert from AOR to AC without considering this sort of thing," said station president Bill Johnson after the attack.

Thanks to some help from Harris Corp., which quickly shipped the station a new transmitter, the station was back on the air in 72 hours with temporary facilities. Johnson has begun construction of a new transmitter facility and tower and hopes to get speedy FCC approval to raise the tower above the 215 feet now permitted.

Eight hours after the station signed back on the air, Johnson received a threatening phone call and posted a 24-hour armed guard at the transmitter site. The guards have since been harassed by obscenities hurled from passing cars.

The firebombing took place three days after the Oct. 1 format change, although Johnson notes that were gradually pulling out of AOR through September."

In conjunction with the change, Johnson has made several on-air shifts. Bob Wagner is the new morning man, having transferred from KOSO Modesto, Calif. Both stations are owned by Space Communications.

Steve West has come over from WAZY Lafayette to work the 9 a.m. to noon shift. Bob Tyler continues in the noon to 3 p.m. spot and Carolyn Gracie stays in the 3 to 7 p.m. slot. John Allen, who was a part-timer, has taken over the 7 p.m. to midnight shift. Sidney Sharp continues to work overnight.

TIED IN HALL OF FAME VOTE Mack, Smith Honored By FICAP

By CARTER MOODY

NASHVILLE - Bill Mack, the dean of Texas country radio, and Don "Smokey" Smith, a veteran West Coast and Midwest DJ-turnedpromoter, were honored Friday (15) for their influence on country radio. Mack and Smith shared the lime-

light due to the first tie in the Federation of International Country Air Personalities' voting for its DJ Hall Of Fame. Their awards, plus a post-humous induction for Uncle Jim Christie, known for his nightly country show on Mexico's XEG in the '40s and '50s, were presented at FI-CAP's annual awards banquet at the Opryland Hotel. The event climaxed a week of festivities connected with the DJ Convention and the Grand Ole Opry's 57th Birthday Celebration.

Mack, formerly with KENS and WBAP Fort Worth, hosted a nightly country show on WBAP as that station grew over the years into a major outlet. He plans to return to the airwaves by producing shows in Fort Worth for XERF in Mexico. The station, tucked across the Rio Grande from Del Rio, Tex., will attain at least a 250kw power when it activates a new tower, he says. Station operators plan to replace religious and Spanish programming with cour.try (Billboard, Aug. 14). Smith was a DJ at WREN Law-

rence, Kan. and at KSON San Diego. A pioneer in country concert promotion, he was one of the first to book Waylon Jennings and Faron Young, and now runs Smokey Smith Enterprises in Des Moines for booking. Smith also contracts his familiar

w americanradiohi

voice for radio and ty commercials.

Christie's award was accepted by Len Ellis of WJLE Valparaiso, Ind. Ellis was a student in Christie's broadcasting school. Christie won the posthumous award over two other nominees-Buck Richey, who pioneered country radio in the Northwest, closing his career at KAYO Seattle; and Hap Wilson, a DJ on numerous Alabama stations and later a country comic performer, songwriter and publisher.

In the living category, Mack and Smith finished ahead of Joe Rumore, most recently a DJ at WVOK Birmingham

About 100 DJs were among the

quet. Entertainment featured Warner Bros. artists the Wright Brothers, Karen Brooks and David Frizzell and Shelly West. For FICAP's radio seminar in the

450 who attended the Friday ban-

hotel from 10 a.m.-12 noon earlier that day, about 60 of the convening DJs turned out. Panel/audience discussions covered three-in-a-row record play, commercial clusters and on-air personality.

Nearly half of those present chimed in with comments over a roving microphone, forming a general consensus against three-in-arow play (because of risks to identi-(Continued on page 43)



FICAP FAMERS-Smokey Smith and Bill Mack share their DJ Hall of Fame awards at the recent FICAP awards banquet held during DJ Convention in Nashville. Presenting Smith and Mack with plaques (the first time there has been a tie for this honor) are Chuck Chellman, left, and Georgia Twitty, FICAP's executive director.

Vox Jox Sonny Taylor Joins WRKS joins the urban station Nov. 15 and

Sonny Taylor sheds his choir robe for a pair of boogie shoes next month when the former PolyGram a&r director takes over as assistant program director for WRKS-FM New York. He has been playing contemporary and traditional gospel across town at inspirational WWRL since July.

"A good DJ can program any for-mat," says Taylor. "Radio is my first and only love, and being out of it almost killed me. I was ready to play Chinese gongs-anything to come back. A&r just wasn't what I ex-

He credits WWRL air personality Bobby Jay for "bringing me back" and says he "jumped at the chance" when Barry Mayo, the new WRKS program director (succeeding Don Kelly), invited him to host a weekend show earlier this month. He

will continue as an air personality there.

The Bronx-born Taylor, who joined Polydor in 1980 as vice president of promotion, says inspirational music by artists such as the Commodores, Gladys Knight, Teddy Pendergrass and Stevie Wonder "makes gospel programming easy, but I feel more comfortable in a contemporary setting.'

* * *

Robert May has replaced Jerry Atchley as president of FirstCom Broadcast Services. The appoint-ment is effective Nov. 1. May has been general sales manager for KMGC-FM Dallas since 1979. Rich Guest and David Gorman will split that post for the Shamrock Broad-

(Continued on page 23)

WLS To 'Cut Fat' After **Drop In Summer Ratings**

By MOIRA McCORMICK

CHICAGO-A drop in the summer Arbitron ratings which left AM rock giant WLS here in 11th place and WLS-FM at 17 is prompting general manager John Gehron to "cut away some fat"-program more new music and work on promos for teen time periods.

"You don't completely revamp your flavor just because someone else comes out with a different one," he says, referring to the success of WBBM-FM's new "Hot Hits" format, which pushed that station up to third place in the market. WLS-AM fell to a 3.6 from 4.8 in the spring book, and the FM sank to 2.7 from

4.1. "'BBM broke when the kids were out of school," says Gehron. "It's a great teen format." He adds, "The teen audience is important to WLS, but not at the expense of the adults. We want a broader audience base.

Gehron points out that the AM/ FM simulcasting, which began Oc-tober, 1980, is also partly responsible for the reduced numbers. AM jock

Larry Lujack's 5:30 to 10 a.m. show is simulcast on FM, as is Brant Miller's 7 to 11 p.m. shift. "The simulcasting has both helped and hurt each station," says Gehron. "It's given the FM identity, but drained the AM audience." He

notes that Lujack lost two audience shares from AM to FM in the last book.

Gehron intends to keep up the simulcasting, however, as it reinforces the "package" image WLS wants to project. "You can't look at the stations separately anymore," he says, pointing out that their combined shares would give WLS a 6.3. "What the buyers think is the most important, and that's the way we sell it-as a combination.'

The AM and FM are targeted slightly differently, adds Gehron, with FM aimed at the 12-34 age range and AM at 12-44. "The FM's music is more current than the AM's," he says.

Radio

____National Programming____ CBS Net To Drop 'Mystery Theater'

"The CBS Mystery Theater," which is number one in its time period on CBS-owned stations in Chicago and Los Angeles and is heard by 3.5 million people each week, will be dropped from the CBS Radio Network by the end of the year.

"We're in a time of bad business. It's part of a corporate cutback," says creator and executive producer Hi Brown. "The program has become a spot carrier." The show, which used to be totally sponsored by advertisers such as Buick and Budweiser, is now sold in a package of spots. The five which are built into the one-hour five-days-a-week show have not been fully sold of late.

Brown is hoping to sell the show to the 285 stations now carrying it or find a national advertiser and barter the show. "I received 110,000 letters when I began this. Can you imagine what would happen if I went off the air?" Brown asks. "This show has become a fixture on the stations which carry it. The 3.5 million people who listen each week are a cult."

Brown notes that the "nine years of 'Mystery Theater' have created 1,700 one-hour dramas. This is something that has never before happened in all the years of radio. The renaissance of radio theater by CBS in 1974 was one of the decade's most important events in the radio industry."

Radio networks senior vice president Dick Brescia explains that "for 1983, the CBS Radio Network will focus its programming efforts and resources on providing expanded news and information broadcasts, like our new business updates, midday features and live sports."

The last "Mystery Theater" to be broadcast on the CBS network will be Dec. 31.

Jack Ainslie, former promotion director at WXKS-FM (Kiss 108) and WXKS-AM Boston, who spent two years working on promotional material for the syndicated "Music Of Your Life," has formed All Hit Radio in Malden, Mass. to syndicate an oldies format under the same title.

Ainslie has put together 1,200 pieces of music mostly from the 1960s and '70s on 60 reels to appeal to 25 to 40-year-olds. But the format,

Out Of The Box_ HOT 100/AC

ST. LOUIS—The success of "Baby, Come To Me," Patti Austin's duet with James Ingram (Qwest), comes as no surprise to Mike Walker, music director for KSD-FM. "We tested the record last May on the strength of Ingram's chart performances," he notes, "but the record wasn't doing anything nationally. And now that 'General Hospital' is behind it, our phones haven't stopped ringing. It's so emotive." He adds that Joe Jackson's "Steppin' Out" (A&M) "reminds me so much of New York—I love the percussive, Latin tinge. The lyrics don't exactly fit the music, but the melody line really flows. It jumps right out on the radio." "On The Wings Of Love" by Jeffrey Osborne (A&M) is also new at the station. "There's a touch of Johnny Mathis in his voice that's just perfect. And I love the orchestration. He's a fine balladeer."

AOR

MONTREAL—"Shock The Monkey," the new Geffen single from Peter Gabriel's "Security" LP, is garnering "unbelievable requests" at CHOM-FM, says program-music director Robert Braide. "It's great to see an eclectic performer find mass success," he notes. "Peter's a true *artiste.*" Braide is also enthused about "Don't Pay The Ferryman," a cut from Chris De Burgh's forthcoming A&M album, "The Getaway." "He's always nurtured the 25-34 group, and this album and track should improve his awareness with 18-24-year-olds. There's lots of energy, and his writing is strong." For his pick of the week, Braide points to "Pat Travers' Black Pearl" and the cuts "I'd Rather See You Dead" an "I La La La Love You" (PolyGram). "It's exactly what AOR needs right now—creative rock'n'roll. The formulas are minimal, the guitar playing virtuouso—a hometown boy with an international rock sound."

BLACK/URBAN

WASHINGTON, D.C.-Donnie Simpson, program-music director for WKYS-FM, has "no idea" what Grace Jones is singing about on her new Island single, "Nipple To The Bottle," but he says he really doesn't care. "The beat is great, the groove, fantastic-I give it a 95," he states. "The key line, 'Put the nipple to the bottle and the cow must die,' makes no sense to me. It's right out of left field. But isn't that what Grace calls home?" The programmer is impressed with the new Charlene and Stevie Wonder 45 called "Used To Be" (Motown) because the ballad is such "a positive message song, so thoughtprovoking. Is it our fault if our kids fail, or should we take the blame?" And he can't say enough about Lionel Richie's self-titled Motown collection. "It's 'Off The Wall,' every cut deserves airplay, especially 'You Are,' 'Wandering Stranger' and 'Serves You Right.'"

COUNTRY

TUPELO, Miss.-WELO program director Tom Mead says he's spinning "the country music duet of the year." The record is "You And I," a new Elektra single that pairs **Eddie Rabbitt and Crystal Gayle** for the first time. "They have the makings of a super duet, and I know that a lot of folks around here feel the same way," he says. "It's a gorgeous ballad." Mead also likes **Marty Robbins'** "Tie Your Dream To Mine" (Columbia), as well as "The Bird," a new single by **Jerry Reed and Friends** (RCA), which he calls "another wild novelty record. Jerry's imitations of George Jones, Merle Haggard and Willie Nelson doing 'On The Road Again' are fantastic." **LEO SACKS** which is designed for automation and live assist, includes a few hits from the 1950s as well as four current AC hits per hour. Sprinkled through this are '60s and '70s news and entertainment actualities and tv themes. "We have everyone from Mickey Mouse to Carroll O'Connor and once-an-hour feature sets on personalities from the man who creates the voice of Donald Duck to Roberta Flack."

* * *

TM Productions plays a major role in RKO Radio Networks' 1983 lineup. From TM comes the 52-hour "Royalty Of Rock" and the 30-hour "The Beatles: The Days In Their Life." Another new long-form series will be "Countdown America," which replaces Drake-Chenault's "Weekly Music Magazine," which is being dropped because of poor clearance. "Countdown America" is being produced by IS Inc, which stands for Jo Interrante and Rob Sisco.

"Royalty Of Rock," produced by Goodphone Communications' Mike Harrison is being offered with the option for stations to run 30 hours of the show May 22 through Labor Day with a 30-hour Labor Day broadcast. The show is available as self-contained hours or scripted for local hosting.

The Beatles show, which contains every song recorded by that group, is being offered March 18 through Memorial Day with a 30-hour Memorial Day option.

Also from Interrante and Sisco comes "The Hot Ones," now going into its third year of production. "The Hot Ones" is being offered on a 52-week basis. Currently, the show runs 26 weeks, alternating with "Musicstar Specials."

"Musicstar Specials." "Captured Live" is being revamped to 90 minute concert presentations from the current one-hour formats. There will be 14 rock concerts recorded live for broadcast on a monthly basis beginning in February with three bonus concerts for summer holiday weekends-Memorial Day, July 4 and Labor Day. (Continued on page 25)

Cash Giveaway Causes WHYW Phone Woes

PITTSBURGH–WHYW (Y97) here got some extra publicity mileage out of a \$100,000 cash giveaway. The contest created problems for the phone company, which resulted in extensive local media coverage.

The station awarded a prize to the 97th caller after Men At Work's "Who Can It Be Now" was played Oct. 13. That song was the signal to start the contest, which was heavily promoted via television spots.

Each non-winning call was answered on the air, slowing down the process and jamming phone lines. Several phone exchanges were overloaded, knocking out service for some customers.

Bell Telephone asked the station to speed the process along to ease the crunch, and calls were then answered off the air. The station maintained it wanted to air all calls to insure the credibility of the giveaway.

The interruption of service lasted only about 25 minutes, according to

Bell Telephone officials. JOHN MEHNO

www.americanradiohistory.com

Pro-Motions Stations Scaring Up Ideas

The WGBS Miami Pumpkin Patrol will take to the streets of South Florida this Halloween to protect young witches and goblins from the real "spooks" in their neighborhoods.

The Patrol, a Halloween safety program established by the AC station last year, is being coordinated by Citizen Crime Watch groups in Dade and Broward Counties, which have organized volunteers to patrol neighborhoods where children will trick-or-treat. Homes and cars will display the official Pumpkin Patrol identification sign to alert children of their presence. WGBS is also providing trick-or-treat bags to children in participating crime watch communities.

In other Halloween promotions, **KJIM Ft. Worth** is sponsoring a costume contest at North East Mall for children aged 3-12. Winners will receive bicycles from the country station, which is also supplying a magician and a face-painting demonstration for the kids.

Haunted houses are planned for listeners to urban WDMT Cleveland and AC WKSQ-FM Ellsworth, Me. The former will be represented by air personality Freddie James, who will appear at the Hudson Haunted House. Meanwhile, the KSQ airstaff will team up with the Ellsworth JayCees, who have filled an empty warehouse with the usual coffin/ graveyard fare.

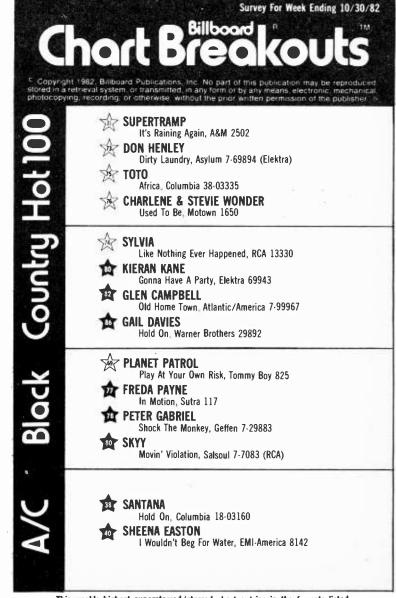
"We're emphasizing the physical stimulus," says program director Tim Moore, who drank cans of Budweiser beer on the air last Friday afternoon (22) as part of promotion designed to discourage drunken driving.

He conceived of "Project Point O-One" specifically to scare kids. "If cops find alcohol in your blood here, you spend an automatic two days in the slammer," says Moore, who drank under the watchful eye of Hancock County Sherriff Bill Clark. "We wanted to catch kids who might not have thought twice about drinking and driving that night."

* * *

Some of the nation's top bands, including Donnie Iris & the Cruisers, will participate in the second annual WLS Rockfest at the Arlington Park Exposition Hall in Chicago later this month. Air personalities from the AOR station will broadcast live from the meet Oct. 29-31. . . Charlie Daniels makes a rare solo appearance at the Checkerdome in St. Louis Oct. 29 to help AOR KSHE-FM celebrate its 15th anniversary at a concert that will also feature groups headed by Greg Kihn, Michael Stanley and Johnny Van Zant.... The first 1,200 persons to finish the "Great Crazy Eight Pumpkin Race," sponsored by KMEL-FM San Francisco and Runner's World Magazine, receive a black-and-orange T-shirt to commemorate the Halloween Day race through downtown Mountain View. * * *

KTTI Yuma, Az., celebrated its first anniversary as a country station earlier this month with a "Kitty Kountry Kitten" party. Bob Kingsley, host of Drake-Chenault's "Great American Country" format, was a guest. LEO SACKS



16



Radio

Washington Roundup **RKO License Cases Still In Limbo**

Six months after the Supreme Court refused to hear a case upholding the 1980 FCC decision which stripped RKO General Inc. of a \$150 million major market tv station, the future of RKO's other radio and tv licenses is still unclear. But continued legal activity by RKO has put them in limbo for the time being in the FCC's general counsel's office.

Last week, in separate actions by the general counsel's office, the license renewal case of 12 of RKO's radio stations was extended by granting RKO's "petition to amend"

several of the station renewal cases. In one case, RKO was granted leave to amend a sex-discrimination charge filed by Shannon O'Brien, former disk jockey at KFRC in San Francisco. In another, RKO had argued that RKO Radio Sales, Inc., its in-house sales arm, had begun representation of KLIF-AM and KLIF-FM, in Ft. Worth-Dallas.

The other stations affected in the license renewal hearing are WOR/ WKRS-FM New York, WRKO/ WROR-FM Boston, KHJ/KRTH-FM Los Angeles, WGMS-AM-FM Washington, WAXY-FM Fort Lauderdale, WFYR-FM Chicago and WHBQ-AM-TV Memphis.

In a separate action, the FCC also granted a petition by RKO to amend a renewal case facing WOR-TV New York in order to show that RKO Radio Sales had begun representation of its two Dallas-Ft. Worth radio stations and of its Los Angeles television station, KHJ-TV

And with an estimated half-billion dollars' worth of assets at stake, RKO can afford to be slow and careful in the ongoing FCC hearings.

When the cases are finally settled, FCC sources say, chances are "good" that the Commission will not strip RKO of any more of its broadcast properties for the reasons cited in the initial 1980 decision-the improper overseas business dealings of RKO's parent company, General Tire and Rubber Co., and RKO's lack of candor during the original hearings. However, RKO, by taking a conservative legal course in the hearings, wants to make sure that every detail in the hearings of the individual stations is fully covered-in a sense, slowing down the momentum of the renewals as RKO makes clear to the Commission its well-intentioned past performance and business dealings. BILL HOLLAND

Fritts Asks Action On Cuba

In a strongly worded letter dated Oct. 15, new National Assn. of Broadcasters president Ed Fritts has asked FCC chairman Mark Fowler to express NAB's objections to an international broadcasters' organization "in the strongest possible terms" about the impact of Cuban radio interference. Fritts, underscoring a recommen-

Fritts' letter said that Cuban interference is not a recent problem, writ-

ing: "As you are well aware, the history of Cuban interference with U.S. radio stations transcends the recent media publicity. AM broadcasters in the Southeast have complained for approximately 15 years" about it.

Fritts said that recent Cuban jamming on 570, 670, 1040, 1160 and 1380 kHz "illustrates Cuba's capacity to cripple more than 200 stations in 34 states," and "cannot be ignored" by the ITU.

NAB Asks For Delay On DBS

The National Assn. of Broadcasters (NAB) filed a notice of appeal with the U.S. Court of Appeals here Oct. 15 concerning the recent FCC permit to allow the Satellite Television Corp. (STC) to build a direct broadcast system (DBS).

The NAB has long been opposed to the FCC's course of action with DBS systems, stating that authorization of the systems was a matter for Congress to resolve. The broad-

caster organization's position is that DBS is "inconsistent with the locally-based system of tv and radio service" developed under the Communications Act.

On Oct. 8, the NAB had asked the FCC to stay its grant (put a hold on its action) until the appeal was filed. NAB has stated that the approval of what it calls an "interim" DBS service would be "duplicative" and therefore harmful to its television and radio members.



HIS FUN WAS POSTPONED-Elektra/Asylum's Glenn Frey is back on the road again to promote his new LP, "No Fun Aloud," after a strep throat forced him to cancel some dates. He is pictured after a recent show at the Capitol Theatre In Passaic, N.J., with Jim Monaghan, left, music director for WNEW-FM New York.

Format Turntable_ **Disco Lives Again On WNTN**

A new disco station? In a throwback to 1979, that's pretty much what Vinnie Perruzzi is programming on WNTN Newton, Mass., just outside of Boston.

"We're like Kiss-108 was in 1979. We're bringing back those disco oldies and enhancing them with new stuff," Perruzzi says. He calls it "hot and heavy dance music" and bifls the station as "Boston's Daytime Nightclub" (WNTN is a daytime station).

Perruzzi, who worked at Kiss-108 (WXKS-FM) and WBOS Boston when both were thumping to the disco beat, also handles the 2 p.m. to sign-off shift. His on-air staff is rounded out with Patti Delaney in morning drive and Mark Tripoli from 11 a.m. to 2 p.m. Perruzzi's "Daytime Nightclub" is closed on weekends, as he has not yet convinced the management of the merits of the new format, which replaced oldies. The station is block programmed weekends with public affairs, ethnic shows and a big band program.

* * *

WSNI Philadelphia has fine tuned its AC format and has a new jock lineup. With new promotional catch phrases that include "Sunny 104 and a half: it's the half that makes the difference," the station has an expanded list of currents, recurrents and oldies. Hi Lit has moved from his spot at WRCP Philadelphia to handle morning drive. Tony Mann remains in the 10 a.m. to 2 p.m. slot. Don Cannon comes over from WIFI Philadelphia to work the 2 to 6 p.m. shift. Chris Guetta is on from 6 to 10 p.m., Viv Roundtree is on from 10 p.m. until 2 a.m., and Fern works overnight.

The Annals Of Broadcasting **Terror From** Tales Of

By ROLLYE BORNSTEIN

As Halloween rolls around again this year, the time is right for annual tales of terror, for horror stories to make any general manager shudder. For instance, we all know the one about the afternoon drive jock who forgot to record the winner's reaction after awarding her \$10,000-the biggest prize in the station's history but did you hear about KNX-FM Los Angeles, which decided to launch a billboard campaign a few years ago? Looking for a suitable mellow male model to place in the ads, they happened upon one guy they all liked. The fellow's agency (glad for the commission) and the model (happy to be working) neglected to inform the station that he was doing afternoon drive across town on KUTE.

While that was an accident, the competition has been known to sabotage even the best of campaigns, such as the one in Cleveland about 18 months ago which centered on the phrase "Follow The Leader-WGAR." Boards, ads, on-air mentions all instructed listeners to "follow the leader," which was just fine until rival station 3WE proudly proclaimed itself "The Leader."

But sometimes competing stations are a bit more subtle. The following act of sheer genius dates back to 1964 in Miami, when WQAM had WFUN, they were quite proud of "Pamela." Her sole duty was to drive leans, located in the Sheraton But sometimes competing stations

worked out a deal for receiving "Beatles Exclusives" on tape, sometimes as much as a week before WFUN would receive the new release. This practice drove the competing p.d. to distraction until he sent a telegram to WQAM ordering it to "cease and desist playing unauthorized releases until further notice" and signed it Capitol Records. Two days later, WFUN received the release and was on the air with it for quite some time before his pals across the street realized they'd been had.

By then, WOAM should have been used to it, especially after the Burdine's department store window incident. This one happened so long ago in the '50s, I really can't substantiate it, but as legend has it, promos all week announced that listeners could view their favorite WQAM jock broadcasting live from the downtown display window. Came the big day, and so did the competition, with Mary Carter Paint uniforms and 10 gallons of flat black one coat. One coat was all it took.

When man invented the car. he never realized he'd just invented the mobile radio promotion. Bumper strips, rear window stickers, not to mention 'tenna toppers, have all been the focal point of countless around town looking good while awarding prizes on the air to listeners with the station's logo on their cars. She was young and lovely and she couldn't drive a mile. So here she was on the air during afternoon rush hour saying, "Well, Richard, I'm following a blue Chevy license number IW, well I can't make out those numbers too well, I'll get a little closer. That was 1W." About then the full audio effects of her front end collision became painfully apparent as she wailed, "Well, Dick, I guess we have a winner.

Then there was the guy in Salem, Ind. who sent the FCC a postcard saying "We're putting on a radio station here next Sunday, thought you might like to know.'

At least, it had a location. One station licensed to New Albany, Ind. didn't. It was an AM daytimer housed in a trailer, which was quite economical until vandals hooked it up and drove it off late one night. New Albany did without local service for several days until police located the station abandoned by the side of the road.

But even major stations face location problems, like WNOE New Orleans, which had studios in the Sheraton Charles as part of a great trade-out agreement. Jimmy Noe Charles Hotel." Unfortunately, this great agreement had two years to go when the station moved, so for the next two years listeners contemplated this announcement twice an hour: "WNOE New Orleans, located just three blocks from the Sheraton Charles Hotel.'

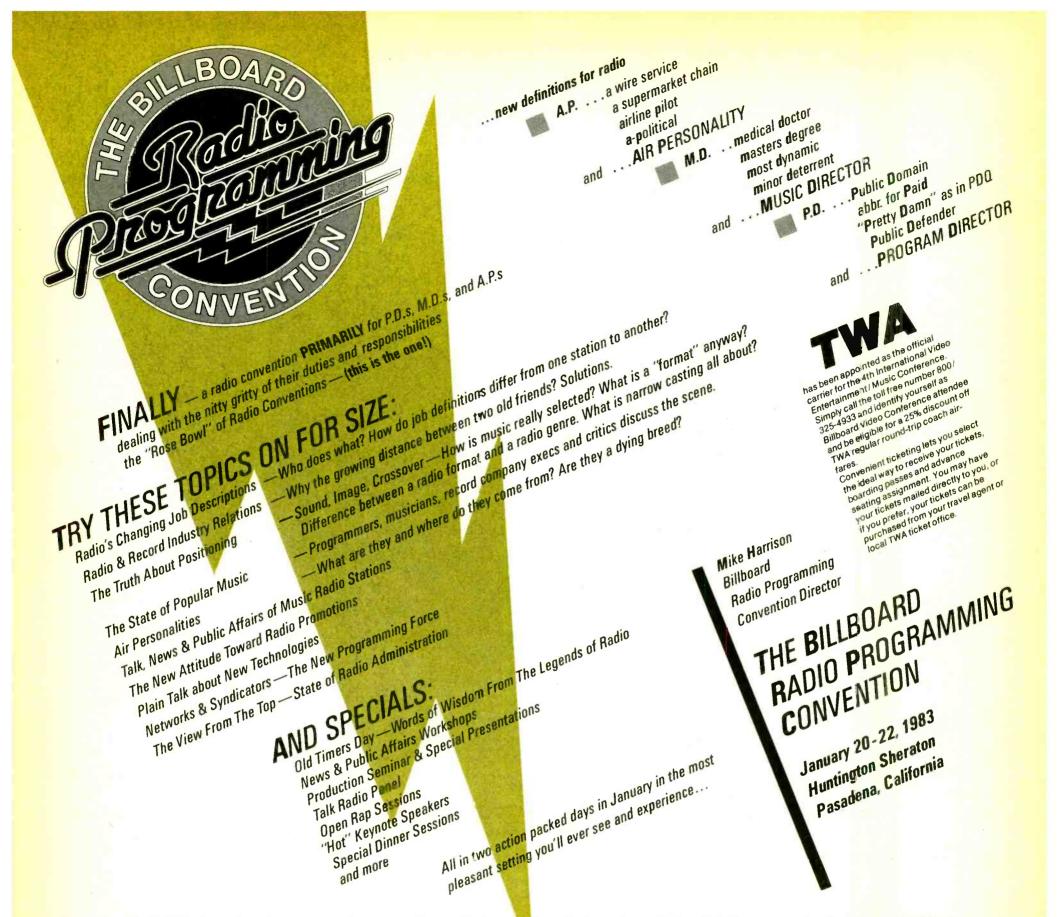
Deregulation is great, but even with the new leniency there are still some rules to be followed, as KUTE Los Angeles learned recently. It seems its AM sister station, KGFJ, moved to a new location last month, and the FM was slated to join them in early October. As the staff was packing up the equipment and leaving the building for the last time, the g.m. turned to the p.d. and said, "So you've got the FCC authorization?" Replied the p.d., "No, I thought you had it." Nobody had it, or had even applied for it, and that oversight caused them a minor delay and major embarrassment.

But at least the listeners were unaware of their little mix-up. Not so with KHJ, which promoted its contest a couple of years ago as "Cheap Trip To Cheap Trick." Winners phoned in and won two tickets to the group's San Diego concert including round-trip transportation. Several busloads were on hand at the station when it became frightfully obvious that the person who was supposed to charter the buses hadn't. Subduing

the listeners with the longest radio station tour in the history of broadcasting provided enough time to call in replacement buses, but by this point the staffer assigned to escort the group was so confused he forgot to take a head count. To this date, rumors abound about the lone fan still waiting for the bus ride home.

And finally from television's annals of disaster, a little Halloween ditty. I'll let this poor guy rest in peace anonymously, and you'll soon see why. Working as a production director for a network affiliate in a major Eastern seaboard city, his weekend duties included hosting the "creature feature" as your basic balding overweight Dracula in tennis shoes. And if that wasn't enough to drive him to drink, one hot October he was ordered to appear at several locations of a well-known fast food chain, arriving inside a coffin in a hearse.

Things went well at the first six locations; his pallbearers would open the coffin and out he'd pop with prizes for the kiddies. But eventually the heat-mixed with an occasional nip-got to the guy, so out come the pallbearers as they arrive at the last location, up goes the coffin and out rolls Drac looking realistically white as he regurgitates over all the unsuspecting kiddies and their horrified mommies. Trick or treat, anyone?



To register, simply fill in the registration coupon and return it with your check or credit card information to: Billboard Radio Programming Convention, 9107 Wilshire Blvd., Suite 700, Beverly Hills, California 90210. For information on registration, trevel and hotel accommodations, please contact Kris Sofley at (213) 859-5319.

<u> </u>	January 20-22, 1983, Huntington She	•	7
`\	REGISTRATION FEES: \$\begin{bmatrix} \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	I am enclosing a check in the amount of \$ I wish to charge my registration to: American Express I Diners Club BankAmericard/Visa MasterCharge CARD NUMBER EXP. DATE	
<u> </u>	the door will be an additional \$50. Absolutely no refunds after December 20, 1982. Cancellations before December 20, 1982 must be in writing and will be subject to a 10% cancellation fee. Information on hotel accommodations will be mailed to you upon receipt of your completed registration form.	SIGNATURE MAIL COMPLETED Billboard's Radio Programming Convention 9107 Wilshire Boulevard, Suite 700 Beverly Hills, California 90210 Telephone (213) 859-5319	Ĺ
	LAST NAME		
Ň.	TITLE FIRS	T NAME OR NICKNAME FOR BADGE	1
	COMPANY ADDRESS PHON		L _ 7
	CITY STATE ZIP	Billboard.	/
`\		BRPC 1202283	/

Billboard, Singles Radio Action Playlist Top Add Ons • ulist Prime Movers

PRIME MOVERS-NATIONAL

JDE COCKER AND JENNIFER WARNES-Up Where We Belong (Island) SYLVIA-Nobody (RCA) TONI BASIL - Mickey (Chrysalis)

*PRIME MOVERS-those records registering good upward movement on the station's playlist as determined by station personnel. ****KEY PRIME MOVERS**-the two records registering the greatest proportionate

upward movement on the station's playlist as determined by station personnel. •ADD-ONS-All records added at the stations listed as determined by station personnel

••KEY ADD-ONS-the two key records added at the stations listed as determined by station personnel. BREAKOUTS-Billhoard Chart Department summary of Add On and Prime Mover information to reflect greatest record activity at regional and national levels.

ENTRY SYMBOLS-N-Night Part, D-Day Part, H-Hit Bound, L-LP Cut, X-Extra, K-Key Add,

A-Add, B-Debut, P-Prime Mover, Q-Key Prime Mover, RU-Reused Playlist From Last Week

Pacific Southwest Region

■★ PRIME MOVERS JOE COCKER AND JENNIFER WARNES-Up Where We Belong (Island)

20

STRAY CATS-Rock This Town (EMI-America) MEN AT WORK-Who Can It Be Now (Columbia)

TOP ADD ONS

SUPERTRAMP-It's Raining Again (A&M) CHILLIWACK—Whatcha Gonna Do (Midsong) DONALD FAGEN—I.G.Y. (What A Beautiful World) (WB)

BREAKOUTS

LEVEL 42-Turn It On (Polydor)

BOARD

m

30.

OCTOBER

KKXX-FM—Bakersfield

- 1982. (Doug DeRoo-MD) * * TONI BASIL-Mickey 11-2 * * CROSBY, STILLS AND NASH-Southern Cross 14-6

 - ** CROSBY, STILLS AND INASH-Southern Cross 14-6 * BILLY SQUER-Everybody Wants You 15-9 * PAT BENATAR-Shadows Of The Night 22-11 * THE CLASH-Rock The Casbah 24-12 •• SUPERTRAMP-It's Raining Again •• CHILLIWACK-Whatcha Gonna Do JOE COCKER AND JENNIFER WARNES-Up Where We

KIMN-AM-Denver

- KIMN-AM Denver (Gloria LaPerez-MD) * AMERICA-You Can Do Magic 1-1 * ¢ LELIM FREY-The One You Love 4-2 * LELIMOD MAC-Gyoys 6-3 * SANTANA-Hold On 7-6 * CROSEY, STILLS AND NASH-Southern Cross © SUPERTRAMP-It's Raining Again © LAURA BRANICAM-Gloria © DARYL HALL & JOHN OATES-Maneater B © PAT BENATAR-Shadows Of The Night B © DARY CHALL & JOHN OATES-Maneater B © PAT BENATAR-Shadows Of The Night B © DARY CHALL & JOHN OATES-Maneater B © DARYL HALL & JOHN OATES-Maneater B © DARYL HALL & JOHN OATES-Maneater B © DARYL HALL & JOHN OATES-Maneater B © DON HENLEY-Dirty Laundry A © IEFFERSON STARSHIP-Be My Lady X © STRAY CATS-Rock This Town X © IDONNE WARWICK-Heartbreaker X © THEF POINTER SISTERS-I'M Sexiced X © NUSH-New World Man X

- RUSH—New World Man X
 SYLVIA—Nobody X
 DIANA ROSS—Muscles X

KOAQ-FM-Denver

- (Alian Sledge MD) * * FLEETWOOD MAC–Gypsy 8-2 * * OLIVIA NEWTON-JOHN-Heart Attack 11-5 * NELD DAMOD Hearting II 2-6 * CROSEY, STILLS AND NASH–Southern Cross 18-12 MC MINGER Extension 24-212

- CROSBY, STILLS AND NASH—Southern Cross 18-12
 CIDE JACKSON—Steeppin Out 24-18
 UIDA RONSTADT-Get Closer
 DIONNE WARWICK—Heartbreaker
 DONALD FAGEN—I.G.Y. (What A Beautiful World) B
 DIANA FOSS—Muscles B
 SUPERTRAMP—II'S Raining Again A
 PAT BENATAR—Shadows Of The Night A
 PONNA SUMMER—State OI Independence A
 ABG_The Look OI Love A
 INE WHOL-Y Young Love X
 TIMOTHY B. SCHMIT—So Much In Love X
 TIMOTHY B. SCHMIT—So Much In Love X
 ITHE WHO_Athena X

- THE WHO-Athena X STRAY CATS-Rock This Town X RUSH-New World Man X PAUL CARRACK-I Need You X JEFFERSON STARSHIP-Be My Lady X BILLY JOEL-Pressure X
- KLUC-FM-Las Vegas
- * * JOE COCKER AND JENNIFER WARNES-Up Where
- We Belong 14-8 * DONALD FAGEN—I.G.Y. (What A Beautiful World)
- + DOMALD FAGEN I.G.Y. (What A Beautitum mo 24.15 + JOE JACKSON Steppin' Out 14.8 + DARYL HALL & JOHN GATES Maneater 26-22 + DARY FOELBERG Missing You 27-23 SUPERTRAMP It's Raining Again CHILLYMACK Whatch Gona Do LIONEL RICHTE Truly B PAT BERMATAR Shadows Of The Night B JEFFERSON STARSHIP Be My Lady B SURVIVOR American Hearbeat A LAURA BERMIGAM Gloria A PAUL CARRACK -- I Need You X TONI BASIL -- Mickey X

KFI-AM-Los Angeles

(Roger Collins-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where We Belong 8-12

* * TAVARES — A Penny For Your Thoughts 20-13 * GLENN FREY — The One You Love 10-6 * THE POINTER SISTERS — I'm So Excited 23-15 THE POINTER SISTENS—I mis of Excited 23-15
 to UDER (RCHE—Truly 28-22
 e LEVEL 42—Turn It On
 e SUPERTRAMP—It's Raining Again
 LATIMORE—Let The Doorknob Hit You A
 DON HENLEY—Dirty Laundry A
 PATTI AUSTIN AND JAMES INGRAM—Baby Come To PATTI AUSTIN AND JAMES INGRAM—Baby Con Me A
 DIONNE WARWICK—Heartbreaker B
 JEFFERSON STARSHIP—Be My Lady B
 TONI BASIL—Mickey B
 UIANA ROSS—Muscles B
 UIANA ROSS—Muscles B
 SUBRIVOR-American Heartbeat B
 THE EQ-GOTS—Get Up And Go B
 RUSH—New Word Man B
 CHICAGO—Love Me Tomorrow B
 CHICAGO—Love Me Tomorrow B
 OTOTO—MICTICE B
 NOWING PICTURES—What About Me X
 KENNY ROGERS—A Love Song X
 DOMNIE IRIS—Tough World X
 PATU BECATINEY—Low Mont About Me X
 KENNY ROGERS—A Love Song X
 DONNIE IRIS—Tough World X
 PATU BECATINEY—Log UWar X
 THACHTVET N= DOWNIE INIS—Tough World X
 PETER GARRIEL—Shock The Monkey X
 TIMOTIVE S-CHMAIT - So Much In Love X
 EDDIE MONEY—Shakin' X
 ENDERNORS—Destination Unknown X
 THE FIXX—Stand OF Fail X
 KIOO_FM—Los Angeles KIQQ-FM-Los Angeles (Robert Moorhead-MD) • BANANARAMA-He Was Really Sayin' Something B PRINCE-1999 B LEVEL 42-Turn It On B

DONALD FAGEN -1.G.Y. (What A Beautiful World) B DONALD FAGEN -1.G.Y. (What A Beautiful World) B SUPERTRAMP -11's Raining Again A SHOOTING STAR-Heartache A LUTHER VANDROSS-Bad Boy/Having A Party A

TOTO -Africa A BILLY SOUTER-Everybody Wants You A MARYIN GAYE—Sexual Healing A
 CLIFF RICHARD—The Only Way Out X
 ALESSI—AS Far As I'm Concerned X
 AL JARREAU AND RANDY CRAWFORD—Your Precious

Love X MOVING PICTURES—What About Me X LANI HALL – Who's That Guy X
 KENNY ROGERS – A Love Song X
 MARSHALL CRENSHAW – There She Goes Again X BILL MEDLEY — Right Here And Now X
 JEFFERSON STARSHIP — Be My Lady X THE WHO—Athena X
 DARYL HALL AND JOHN OATES—Private Eyes X JOHN COUGAR—Hand To Hold On To X SHEENA EASTON—I Wouldn't Beg For Water X

 JACK MACK – Wonderful Girl A
 ADRIAN GURRITY – Your Dream A
 GOLDEN EARRINGS – Twilight Zone A
 MICHAEL JACKSON AND PAUL McCARTNEY – The Girl Is Mine A

KRLA-AM-Los Angeles

- RIKLA-AMM -LOS ARIGETES (Rick Stancatto-MD) * * JACKSON BROWNE-Somebody's Baby 10-6 ** STRAY CATS-Rock This Town 11-4 * JOE JACKSON-Steppin' Out 19-10 * JOE COCKER AND JENNIFER WARRES-Up Where We Belong 17-11 * OLVIA NEWTON-JOHM-Heart Attack 21-12 COMBIN BECEPL IC (Wheth & Beautiful World) ★ OLIVÄ HENTON-JOHN – Heart Attack 21-12
 • DONALD FAGEN – I.G.Y. (What A Beautiful World)
 • DAN FOGLBERG – Missing You
 LUTHER VANDROSS-Bad Boys/Having A Party A
 HAIRCUT ONE HUNDRED – Love Plus Done X
 DARYL HALL & JOHN OATES – Maneater X
 LINDA RONSTADT – Get Closer X
 PATTI AUSTIN WITH JAMES – Baby Come To Me X
 CHICAGO – Love Me Tomorrow X
 CHEAP TRICK – She's Tight X
 SURVIVOR – American Heartbeal X
 RAY PARKER IR. – It's Our Affair X
 THE CLASK – Rock The Casbah X
- THE CLASH—Rock The Casbah X
 AIR SUPPLY—Young Love X
 REO SPEEDWAGON—Sweet Time X
- BILLY JOEL Pressure X
 ABC The Look Of Love X

KRTH-FM-Los Angeles

- (David Grossman-MD) * * MEN AT WORK-Who Can It Be Now 2-1 * * STRAY CATS—Rock This Town 6-2 HICHAEL MCDONALD-I Keep Forgettin' 8-6
 MICHAELMCDONALD-I Keep Forgettin' 8-6
 MILL DIAMOND-Heartlight 10-8
 JOE COCKER AND JENNIFER WARNES-Up Where We
- Belong 15-11 SUPERTRAMP—It's Raining Again JEFFREY OSBORNE—On The Wings Of Love
- DON HENLEY—Dirty Laundry A LATIMORE—Let The Doorknob Hit You A
- ONTIMURE -Let the Dourknoo Hit Tod A
 OTOTO-Artica A
 MARYIN GAVE-Sexual Healing B
 DONNA SUMMER-State Of Independence B
 OAN FOGELBERG-Missing You B
 DONALD FAGEN-I.G.Y. (What A Beautiful World) B
 - KOPA-FM-Phoenix
 - (Chaz Kelley-MD) * * MEN AT WORK-Who Can It Be Now 8-2 * * JOE COCKER AND JENNIFER WARNES-Up Where
 - We Belong 12-6 + SYLVIA-Nobody * SYLVIA-Nobody 19-11 * FLEETWDOO MAC-Gypsy 18-13

Based on station playlists through Tuesday (10/19/82)

DARYL HALL & JOHN OATES—Maneater B
 PATTI AUSTIN WITH JAMES INGRAM—Baby Come To

Pacific Northwest Region

RIME MOVERS

TOP ADD ONS

BREAKOUTS

(Steve MacKelvie – MD) * * JOE COCKER AND JENNIFER WARNES – Up Where

We Belong I-1 ** GLENN FREY-The One You Love 2-2 * NELL DIAMOND—Heartlight 4-3 * CHCAGO-Love Me Tomorrow 8-5 * CHCSBY, STILLS AND NASH—Southern Cross 10-6

* CROSBY, STILLS AND NASH – Southern Cross 1 • SUPPERTRAMP – It's Raining Again • LEVEL 42 – Turn It On KENNY ROGERS – A Love Song B • DAN FOGELBERG – Missing You B • SHEEVA EASTON – I Wouldn't Beg For Water B • NANCY MARTIN – Can't Believe B • BILL CONTI- The Finemer From Dynasty A • ELVIS PRESLEY – The Elvis Presley Medley A • CHNIS CHRISTIAM – The Last Goodbye A • POCD – Ghost Town X

POCD -Gnost Town X
 BILL MEDLEY -Right Here And Now X
 PATTI AUSTIN WITH JAMES INGRAM -Baby Come To

JESSE COLIN YOUNG/CARLY SIMON—Fight For It X

(Richard Harker - MD) (Richard Harker - MD) * * FLEETWOOD MAC-Gypsy 3-1 * GLENN FREY - The One You Love 4-2 * JOE JACKSON - Steppin' Out 11-8 * NEL DIAMOND - Heartlight 16-11 * JUICE NEWTON - Break II' To Me Gently 12-5 • CROSBY, STILLS AND NASH-Southern Cross B REO SPECDWAGON - Sweet Time X • RICK SPRINGFIELD - I Get Excited X

(Jim O'Neil—MD) * * OLIVIA NEWTON-JOHN—Heart Attack 15-11 * * JOE COCKER AND JENNIFER WARNES—Up Where

* JOE COCKER AND JENNIFER WARNES-UP Who We Belong 21-17 * STRAY CATS-Rock This Town 17-14 * CHICAGO-Love Me Tomorrow 22-18 * MICHAEL MURPHEY-What's Forever For 26-22 • LEVEL 42-Turn II On • SUPETRAMP-It's Raining Again • LIONEL RICHIE-Truly B • DARYL IHALL & JOHN OATES-Maneater B • PAT BEMATAR-Shadows O'The Night B • DON HENLEY-Dirty Laundry A • PTETE CABREL-Shock The Monkey X • THE STEVE MILLER BAND-Cool Magic X • HAIRCUT ONE HUNDRED-Love Plus One X

NST MP-TM — Sactalitettio (Mark Preston – MD) ** FLEETWOOD MAC – Gypsy 7.2 ** JOE COCKER AND JENNIFER WARNES – Up Where We Belong 13-7 * OLIVIA NEWTON-JOHN – Heart Attack 15-12 * EVELYN KING – Love Come Down 19-13 * LIONEL MCHLE – Truly 22-18 •• DOIONEL WARWICK – Heartbreaker ■ LEEDEPL OSE MEM – On the Wards Of Love B.

DIGNNE WARWICK – HeartDreaker
 JEFFREY OSBORNE – On The Wings Of Love B
 DAN FOGELBERG – Missing You B

KHKC-AM — San Francisco (Kate Ingram — MD) ** JACKSOM BROWRE – Somebody's Baby 9-4 ** GLENN FREY – The One You Love 11-6 * DIANA ROSS-Muscles 21-10 * LIONEL RICHIE – Truly 26-11 * STEEL BREZE – You Bon't Want Me Anymore 19-13 •• EDDIE MORTY – Shakin' •• LACK MACK & THE HEARTATTACK – True Loving Woman

KFRC-AM—San Francisco

Woman • LEVEL 42-Turn It On A • LATIMORE-Let The Doorknob Hit You A • MARVIN GAYE-Sexual Healing A • NEIL DIAMOND-Heartlight A

e B

(Greg Cook – MO) * AIR SUPPLY – Young Love 11-8 * JEFFREY OSBORNE – On The Wings Of Love 14-10

* FLEETWOOD MAC-Gypsy 6.3 * STEPHEN BISHOP-If Love Takes You Away 15-11 • KENNY ROGERS-A Love Song

DIANA ROSS-Muscles B EDDIE RABBITT WITH CRYSTAL GAYLE-You And I B

QUARTERFLASH—Critical Times B BILL MEDLEY—Right Here And Now B

BIFFERSON STARSHIP-Be My Lady B
 DARYL HALL & JOHN OATES-Maneater B
 DAN FOGELBERG-Missing You B
 CLIFF RICHARD-The Only Way Out B

TONI BASIL—Mickey B

ARC The Look Of Lo

KPLZ-FM—Seattle

BILLY JOEL—Press

TOTO-Africa

www.americanradiohistory.com

KSFM-FM—Sacramento

KCNR-FM-Portland

KCBN-AM-Reno

LEVEL 42-Turn It On (Polydor)

KRLC-AM—Lewiston

SUPERTRAMP-It's Raining Again (A&M) THE CLASH-Rock The Casbah (Epic) DARYL HALL AND JOHN OATES-Maneater

GLENN FREY-The One You Love (Asylum)

JOE COCKER AND JENNIFER WARNES-Up

Where We Belong (Island)

SYLVIA-Nobody (RCA)

(RCA)

BILLY JOEL—Pressure X

BREAKOUTS-NATIONAL

CROSBY, STILLS AND NASH—Southern Cross
 SUPERTRAMP—It's Raining Again
 STEEL BREZZE—You Don't Want Me Anymore X
 PAT BENATAR—Shadows Of The Night X
 LINDA RONSTADT—Get Closer X
 DAN FOGELBERG—Missing You X
 DARYL HALL & JOHN OATES—Maneater X

CKLW-AM-Detroit

(Rosalee Trombley-MD) **LIONEL RICHIE-Truly 13-1

WKJJ-FM-Louisville

WBZZ-FM-Pittsburgh

* * SYLVIA-Nobody 24-10 * A FLOCE OF SEAGULLS-I Ran 19-13

* A FLOUG OF SEAGULS -- I Kan 19-13 * AMERICA-YOU Can Do Magici 8-14 * DIANA ROSS--Muscies 22-18 • DIONNE WARWICK -- Heartbreaker • SUPERTRAMP-It's Raining Again • DARYL HALL & JOHN OATES--Mancater B • CROSBY, STILLS AND MASH-Southern Cross B

CROSBY, STILLS AND NASH-Southern Cross B DAR FOGELBERG-Missing You A DONALD FAGEN-IG, Y. (What A Beautiful World) X BILL MEDLEY-Right Here And Now X SURVIVOR-American Heartbeat X CHILLIWACK-Whatcha Gonna Do X THE POINTER SISTERS-I''' No Sc kxited X CHICAGO-Love Me Tomorrow X

(Dave McCann-MD) * * NEL DIAMOND-Heartlight 4-2 * * GELNI FREY-The One You Love 8-5 * STLVIA -Nobody 9-6 * CROSBY, STILLS AND NASH-Southern Cross 12-9 * STEDUEE BISION - If Low Takes You Away 12-14

* STEPHEN BISHOP-If Love Takes You Away 18-14 • JOE JACKSON-Steppin' Out • EDDIE RABBITT WITH CRYSTAL GAYLE-You And I

LIONEL RICHIE - Truly B
 LAURA BRANIGAN -- Gloria A
 DONALD FAGEN -- I.G.Y. (What A Beautiful World) X
 DAN FOGELBERG -- Missing You X

(Chuck Tyler-MD) * CLIVIA NEWTON-JOHN-Heart Attack 1-1 * MICHAEL McDONALD-I Keep Forgettin' (Every

Time You're Near) 2-2 * MEN AT WDRK—Who Can It Be Now 5-3 * GLENN FREY—The One You Love 9-4 * KENNY LOGGINS AND STEVE PERRY—Don't Fight It

* REENTLUGGINS AND STEPE FERRI COLLEGE 6-5
 ODNNIE IRIS—Tough World A
 STEEL BREEZE—Let The Doorknob Hit You A
 STEEL BREEZE—You Doon't Want Me Anymore A
 SUPERTRAMP—It's Ranning Again A
 PAT BERATAR—Shadows Of The Night X
 JOE JACKSOM—Steppin' Out X
 JOE JACKSOM—Steppin' Out X
 OKLI DAMOND—Heartinght B
 ODN HENLEY—Dirty Laundry B
 CHICAGO—Love Me Tomorrow B

WXKX-F M — Pittsburgh (Craig Jacksen – MD) * KAMSAS – Chasing Shadows 9-5 * A MERICA – You Can Oo Magic 13-7 * MERIAT WORK – Yhou Can It Be Now 11-8 * RICK SPRINGFIELD – What Kind Of Fool Am 1 19-14 * STEEL BREEZE – You Don't Want Me Anymore 22-15 • ODNINE IRINS–Glad All Over • SUPERTRAMP-HI's Raining Again • WALTER MURPHY – Theme From E.T. B 0 2001E – Li'l Suzy B • PETER GABRIEL – Shock The Monkey A • POINT BLANK–On A Roll A

WXKX-FM—Pittsburgh

POINT BLANK-On A Roll A

RUSH—Analog Kid X RUSH—New World Man X

ASIA—Time Again X

(WB)

KHFI-FM—Austin

FLEETWOOD MAC-Wish You Were Here A

STEPHANIE WINSLOW—In Between Lovers X TALK TALK—Talk Talk X

PRIME MOVERS

JOE COCKER AND JENNIFER WARNES--- Up

NEIL DIAMOND-Heartlight (Columbia) • TOP ADD ONS

SUPERTRAMP-It's Raining Again (A&M)

KENNY ROGERS-A Love Song (Liberty)

STEPHEN BISHOP-If Love Takes You Away

MARVIN GAYE-Sexual Healing (Columbia)

BREAKOUTS

LATIMORE - Let The Doorknob Hit You (Malaco)

(Ed Volsman—MD) ** NEIL DIAMOND—Heartlight 10-2 ** DONALD FAGEN—I.G.Y. (What A Beautiful World)

(Continued on opposite page)

Copyright 1982, Billboard Publi-cations. Inc. No part of this publi-cation may be reproduced, stored

in a retrieval system, or trans-mitted, in any form or by any means, electronic, mechanical, photocopying,recording,orother-wise, without the prior written permission of the publisher.

12.4 ★ THE POINTER SISTERS – I'm So Excited 20-12 ★ LIONEL RICHIE – Truly 24-13

FLEE IWOOD MAC—Wish You Were H
 STEVE WINWOOD—Valerie X
 MEN AT WORK—Down Under X
 LARRY CARLTON—Song For Katie X
 THE WHO—Eminence Front X
 CHILLIWACK—Whatcha Gonna Do X
 DUPU A CALE VICE VICE

Southwest Region

Where We Belong (Island) FLEETWOOD MAC-Gypsy (WB)

MARVIN GAYE-Sexual Healing (Columbia)

LEVEL 42-Turn It On (Polydor)

(Tom Hutyler-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

** JÓE COCKÉR AND JÉNNIFER WARNES-U We Beiong 10-7 * SYLVIA-Nobody 20-19 * JOE JACKSON-Steppin' Out 15-11 * DIANA ROSS-Muscles 20-15 * TOMI BASIL-Mickey 29-19 • STRAY CATS-Rock The Casbah •• DARYL HALL & JOHN OATES-Maneater • LIOMEL RICHIE -Truly A • THE POINTER SISTERS-I'm So Excited B • LUNDA RONSTADT-Get Closer B • DAN FOGELBERG-Missing You B

KYYX-FM — Seattle (Evin Ichiyama – MD) * THE CLASH – Rock The Casbah 4-1 * STRAY CATS – Rock This Town 5-4 * 0-FEEL – Dancing In Heaven (Orbital Bebop) 16-9 * PFTER CARRELL-Shock The Money 21-10 * RUSH – New World Man 19-11 • SUPERTRAMP – It's Raining Again • DON HENLEY – Dirty Laundry B • DUANA ROSS – Muscles B • MAIRCUT ONEH UNDRED – Love Plus One B • MAIRCUT ONEH UNDRED – Love Plus One B • MAIRCUT ONEH UNDRED – Love Plus One B • MAIRCUT ONEH UNDRED – Love Plus One B • MOERN ENGLSK–I – Melt With You B • DONNE IRIS – Togh World B • CONDERN ENGLSK–I – Melt With You B • DONNER INS – Togh World B • CHILLIWACK–Whatcha Gonna Do B • ALE – Nov On Rever X • WET PICNIC – Cocklavis Sky X • THE DURES – Thank You For The Party X • THE DURES – Thank You For The Party X • THE DURES – Thank You For The Party X • THE OURSE – Thank You For Sire X • MAGAZINE – About The Weather X • MAGAZINE – About The Weather X • SAGA–On The Loose X • FRIDA–I Know There's Something Going On X • FLASH AMD – SDOKA ne

(Brian Gregory – MD)
 (Brian Gregory – MD)
 * ★ GLENN FRET – The One You Love 5-2
 * ★ ASC – The Look OI Love 9-5
 * ★ ASC – The Look OI Love 9-5
 * KEL DIAMOD – Hearting II 12-7
 * CROSBY, STILLS AND NASH – Southern Crcss 14-9
 * DORALD FAGEN – I.G.Y. (What A Beautiful World)
 BILLY JOLE – Pressure B
 KENNY ROGERS – A Love Song B
 STRAY CATS. – Rock This Town B
 SURVIVOR – American Heartbeat B
 EDDLE RABBIT WITH CRYSTAL GAYLE – You And 1A
 LEVEL 42–Turn II On A

KUBE-FM-Seattle

KYYX-FM—Seattle

KJRB-AM-Spokane

LEVEL 42-Turn It On A

TOTO – Africa A
 QUARTERFLASH – Critical Times A
 SUPERTRAMP – It's Raining Again A

North Central Region

RIME MOVERS

JOE COCKER AND JENNIFER WARNES-- Up

Where We Belong (Island)

LIONEL RICHIE-Truly (Motown)

MICHAEL McDONALD-I Keep Forgettin' (Every Time You're Near) (WB)

TOP ADD ONS

SUPERTRAMP-It's Raining Again (A&M)

JOE JACKSON-Steppin' Out (A&M)

KANSAS-Chasing Shadows (Kirshner)

WKRQ-FM-Cincinnati

WYSS-FM-Cincinnati

•• DAN FOGELBERG-Missing You

WNCI-FM-Columbus

WXGT-FM—Columbus

DIONNE WARWICK - Heartbreaker (Arista)

BREAKOUTS

(Tony Galluzzo, M.D.) ** GLENN FREY-The One You Love 4 1 ** MICHAEL MCDONALD-I Keep Forgettin' (Every Time You're Near) 9-5 * STEEL BREZE-You Don't Want Me Anymore 11-7 * TOTO-Make Believe 10-8 * JACKSON BROWNE-Somebody's Baby 17-24 ** DF LACKSON-Steppin' Out

•• JOE JACKSON-Steppin' Out
 •• PAT BENATAR-Shadows Of The Night
 • BRUCE SPRINGSTEEN-Meet The Flintstones X
 • CLEAN CUT-Take Me Out To The Ballgame X

(Barry James-MD) * LIONEL RICHIE-Truly 14-5 * JOE COCKER AND JENNIFER WARNES-Up Where We Palema 0.6

We Belong 9-6 * MICHAEL McDONALD-I Keep Forgettin' (Every Time You're Near) 4-3 * CHICAGO-Love Me Tomorrow 27-24 • JEFFREY OSBORNE-On The Wings Of Love

(Steve Edwards-MD) * * MICHAEL McDONALD-I Keep Forgettin' 1-1 * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 4.3 * GLENN FREY-The One You Love 5.4 * STEPHEN BISHOP-II Love Takes You Away 11-9 * CROSBY, STILLS AND NASH-Southern Cross 14 10

OAN FOGELBERG-Missing You
 STEEL BREEZE-You Don't Want Me Anymore X

(Teri Nutter-MD) * * A FLOCK OF SEAGULLS-1 Ran 14-9 * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 16:10 OLIVIA NEWTON-JOHN-Heart Attack 15:11 JOE JACKSON-Steppin' Out 21:17 CHICAGO-Love Me Tomorrow 25:20

TOTO – Africa A

LATIMORE-Let The Doorknob Hit You (Malaco)

TOP ADD ONS -NATIONAL

SUPERTRAMP-It's Raining Again (A&M) **DDN HENLEY**-Dirty Laundry (Elektra) DDNALD FAGEN-I.G.Y. (What A Beautiful World) (WB)

* CROSBY, STILLS AND NASH—Southern Cross 24-21 • SUPERTRAMP—It's Raining Again CRUSBT, STILLS AND RASH—Southern C SUPERTRAMP—It's Raining Again DARYL HALL & JOHN OATES—Maneater JEFFERSON STARSHIP—Be My Lady A JEFFERSUM STARSHIT - DC my Lagy A
 BILLY JOEL - Pressure B
 RICK SPRINGFIELD - I Get Excited B
 DIONNE WARWICK - Heartbreaker B
 JEFFREY OSBORNE - On The Wings Of Love X

KGGI (99-1-FM)-Riverside (Steve O'Neil-MD) MICHAEL McDONALD-I Keep Forgettin' 2-1

- ** MICHAEL MEDURALD--1 Reep Forgert * AMERICA-You Can Do Magie 4.2 * FLEETWOOD MAC-Gypsy 6.3 * GLENN FREY-The One You Love 7.4 * EVELYN KING-Love Come Down 20-14 SUPERTRAMP-11's Raining Again TOTO. Attin-11's Raining Again
- TOTO-Africa
 DARYL HALL & JOHN OATES-Maneater B

 DIART: HALL & JUHN UAIE3—Maneater B LINDA RONSTADT-Get Closer B DIONNE WARWICK—Heartbreaker B OAN FOGELBERG—Missing You B TAVARE3—Remny For Your Thoughts B DONALD FAGEN—I.G.Y. (What A Beautiful World) X MOVING PICTURES—What About Me X
 DONNA SUMMER—State Of Independence X

DONNIE IRIS—Tough World X
 STEEL BREEZE—You Don't Want Me Anymore X

KCPX-AM-Salt Lake City

(Gary Waldron – MD) * * JOE COCKER AND JENNIFER WARNES–Up Where We Belong 15-5 * * JOE JACKSON-Steppin' Out 16-11 * # JUE JACKSOM - Steppin Vol 16-11 * CHCAGO - Love Mc Tomorrow 21-15 * CHCOSEN STILLS AND MASH - Southern Cross 25-16 * LIONER INCHE - Truly 29-17 * DIONNE WARWICK - Heartbreaker • LURAR BRANIGAM - Gloria B • DARYL HALL & JOHN OATES - Maneater B DART CHALL & JOHN ON ES-Maneater B SURVIVOR-American Heartbeat B DAR FOGELBERG-Missing You B UINDA RONSTADT-Get Closer B THE WHO-Athena B MISSING PERSONS-Destination Unknown X SHEENA EASTON-I Wouldn't Beg For Water X BERTIE HIGGINS-Casablanca X SETS-Chan't Say Condhwa X BERLE Price Transformer Constraints A
 SPYS – Don't Say Goodbye X
 Rick JAMES – Teardrops X
 TAVARES – A Penny For Your Thoughts X
 BILL CONTI-The Theme From Dynasty A
 MOTELS – Forever Mine A

KRSP-AM-Salt Lake City

(Lorraine Windgar—MD) MICHAEL McDONALD—I Keep Forgettin' 3-1

ODE LOGART AND JENNIFER WAARLS-OP HIL WE Belong
 CROSBY, STILLS AND NASH-Southern Cross
 DARY HALL & JOHN ONTES-Manceater B
 DAN FOGELBERG-Missing You B
 STRAY CATS-Rock This Town A
 SURVIVOR-American Heartbeat A
 ABC-The Look Of Love A

KFMB-FM (B100)—San Diego

CHICAGO-Love Me Tomorrow 20-16 DARYL HALL & JOHN OATES-Maneater B

CROSBY, STILLS AND NASH-Southern Cross B JEFFREY OSBORNE – On The Wings Of Love B
 DAN FOGELBERG – Missing You X
 DIONNE WARWICK – Heartbreaker X

(Jim Richards-MD) * * OLIVIA NEWTON-JOHN-Heart Attack 4-1 * * KENNY LOGGINS AND STEVE PERRY-Don't Fight

* JOE COCKER AND JENNIFER WARNES-Up Where We

JOE COCKER AND JERNIFER WARKES-UP Where W Beiong 9-6 MAC-Gypsy 10-8
 * FLEETWOOD MAC-Gypsy 10-8
 * JOE LACKSOM -Steppin' Out 13-10
 • OOM HENLEY-Dirty Laundry
 • SUPERTRAMP-It's Raining Again
 THE GO-GO'S-Get Up And Go X
 EODIE MOREY-Shakin' X
 DOWNA SUMMER-State Of Independence X
 K.C. AND THE SUMSHINE BAND-(You Said) You'd
 Gimme Some More X
 IEFFERSON STARSHIP-Be My Lady A
 DIONNE WARWICK-Heartbreaker A

(Zapolian/Hart-MD) **STRAY CATS-Rock This Town 9-3 **JDE JACKSON-Steppin' Out 10-4 * OLIVIA NEWTON-JOHN-Heart Attack 17-11 *TOM BASIL-MICKey 18-15 •• MELL DIAMOND-Heart fight •• CHLLIMACK-Whatcha Gonna Do • TOTO-Africa B

(Glen McCartney-MD) * FLEETWOOD MAC-Gypsy 7-3 * JOE JACKSON-Gypsy 12-7 * LIONEL RICHIE-Truly 19-10 * DIMAN ROSS-Muscles 15-13 CHICACO. Land Marcon 200

XTRA-AM-San Diego

KRQQ-FM-Tucson

TOTO-Africa B
 LIONEL RICHIE-Truly B

SUPERTRAMP-It's Raining Again A GLENN FREY-I Like II A

SURVIVOR – American Heartbeat X
 MOVING PICTURES – What About Me X

THE WHO—Athena X DARYL HALL & JOHN OATES—Maneater X

OON HENLEY—Dirty Laundry X
 FRIDA—I Know There's Something Going On X
 ROXY MUSIC—More Than This X

(Bobby Rivers-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 11-6 *
DONALD FAGEN-1.G.Y. (What A Beautiful World)

20-14 CROSBY, STILLS AND NASH—Southern Cross 12-8

DAN FOGELBERG – Missing You 24-16 DIONNE WARWICK – Heartbreaker 25-19

LEVEL 42—Turn It On
 SUPERTRAMP—It's Raining Again
 LAURA BRANIGAN—Gloria A

DAN FOGELBERG-Missing You X DONALD FAGEN-I.G.Y. (What A Beautiful World) X

HAWKS-Stick Together X PAUL CARRACK-I Need You X

THE GO-GO'S—Get Lin And Go X

MEN AT WORK-Down Under X

KTKT-AM-Tucson

Bilboard Bingles Radio Action Novers + Playlist Top Add Ons Based on station playlists through Tuesday (10/19/82)

MOVING PICTURES—What About Me B
 DIANA ROSS—Muscles B
 SHEENA EASTON—I Wouldn'I Beg For Water A
 EDDIE RABBITT WITH CRYSTAL GAYLE—You And I A
 TOTO—Africa A

TOTO-Africa A
 TIMOTTY B. SCHMIT-So Much In Love A
 JEFFREY OSBORNE-On The Wings Of Love X
 STEPHEN BISHOP-II Love Takes You Away 3
 STRAY CATS-Rock This Town X
 JEFFRESON STARSHIP-Be My Lady X
 KENNY ROGERS - A Love Song X
 DIONNE WARWICK-Heartbreaker X

(Michael Stone-MD) * * KENNY LDGGINS AND STEVE PERRY-Don't Fight

II 7-1 * GLENN FREY—The One You Love 8-2 * MICHAEL MCDDMALD—I Keep Forgettin (Every Time You're Near) 10-7 \$ STRAY CATS—Rock This Town 14-8 * JOAN JETT AND THE BLACKHEARTS—Do You Wanna Vanchart

* JOAN JETT AND THE BLACKHEARTS-Do You Wanne Touch Me 6-11 • DONNE IRIS-Tough World • THE FIXX-Stand Or Fall SURVIVOR-American Heartbeat X CLIFF RCHARDS-The Only Way Out X DIANA ROSS-Muscles X DAM FOGELERGE-Missing You X • DONALD FAGEN-I.G.Y. (What A Beautiful World) X • JEFFERSON STARSHIP-Be My Lady X • DARYL HALL AND JOHN DATES-Maneater X • PAT BENATAR-Shadows Of The Night X • JOE COCKER AND JENNIFER WARNES-Up Where Wi Belong X

Belong X OLIVIA NEWTON-JOHN-Heart Attack X

DLIVIN REWIDE-JUNE-HEAT ATTACK X
 DTHE GO-GO'S-Get U PAN dG oN
 PETER GABRIEL-Shock The Monkey A
 TIMOTHY B. SCHMIT-So Much In Love A
 MISSING PERSONS—Destination Unknow
 DON HENLEY—Dirty Laundry A
 THE CLASH—Rock The Casbah A

(Jay Stevans-MD) * * AMERICA-You Can Oo Magic 12-9 * * JOE COCKER AND JENNIFER WARNES-Up Where

SURVIVOR-American Heartheat X © CROSEV, STILLS AND MASH-Southern Cross B © DARYL HALL & JOHN OATES-Maneater B ABC-The Look Of Love B » RUSH-New World Man X

WNAP-FM — Indianapolis (Paul Mendenhall—MD) ** MENATWORK—Who Can It Be Now 3-1 ** JACKSON BROWNE—Somebody's Baby 5-3 *MICHAEL MCDONALD—I Keep Forgettin' (Every Time You're Near) 7-4 * AMERICA—You Can Do Magic 9-6 * SANTANA—Hold On 13-10 ** NEIL DIAMOND—Heartlight ** THE WHO—Athena ** JOE JACKSOM—Steeppin' Out A ** BILLY JOEL—Pressure A ** SUPPERTRAMP—It's Raining Again A ** CROSBY, STILLS AND MASH—Southern Cross X ** KOOL AND THE GANG—Big Fun X

(Maja Britton - MD) * * OLIVIA NEWTON-JOHN – Heart Attack 7-2 * * MEN AT WORK – Who Can It Be Now 5-3 * GLENN FRAY – The One You Love 8-6 * KENNY LOGGINS AND STEVE PERRY – Don't Fight It

(Matt Hudson-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 2-1 * GLENN FREY—The One You Love 6-3 * THE WHO—Athena 11-8 * KENNY LOGGINS AND STEVE PERRY—Don't Fight It

* RENAY LONGING AND STEVE PENKY—Uon Tright II 8-6 * REO.SPEEDWAGON—Sweet Time 10-8 • SUPERTRAMP—I's Raining Again • ROD STEWART—Guess I'll Always Love You • DON HENLEY—Ourly Laundry B • LUNCEL RICHIE—Truly B • LUNCEL RICHIE—Truly B • DAN FOGELBERG—Missing You B • LINDA RONSTADT—Get Closer B • TOMI BASIL—Mickey A • DONAYL HALL JOHN OATES—Maneater X • FRIDA—I Know There's Something Going On X • DONAL –I Know There's Something Going On X • DONAL AL GOME —Ribon In The Sky X • JUICE NEWTON—Love's Been A Little Bit Hard On Me X

* JOE CUCRER AND JERMIN & MINISTRATING STATUS
 Belong 5-3
 * CHICAGO-Love Me Tomorrow 9-6
 * SANTANA-Hold On 11-9
 * DONAL DE FAGEN-L.G.Y. (What A Beautiful World) B
 * BILTY SQUIER-Everybody Wants You B
 • LUURA BRANICAM-Gloria A
 • DAN FOGELBERG-Missing You A
 * SUPERTRAMP-II's Raining Again A

LUWD-AM — MINNE ADDIS (Karen Anderson – MD) ** A FLOCK OF SEAGULLS – I Ran 11-6 ** BILL CARCOK – Need You 10-11 * KOOL AND THE GANG-Big Fun 17-12 * DIONNE WARWICK – Heat You 10-11 * DOE JACKSON – Steppin' Out * AGC – The Look OI Love T ONI BASIL – Mickey A > JOE COCKER AND JENNIFER WARNES – Up Where We Belong X

JOE COURTER AND JERNIFER MARKES—OF When Belong X
 SURVIVOR—American Heartbeat X
 LAURA BRANIGAN—Gloria X
 CROSBY, STILLS AND NASH—Southern Cross X
 CHICAGO—Love Me Tomorrow X

(Phi Huston-MD) * AMERICA-You Can Do Magic 3 1 * GLENN FREY-The One You Love 6-2 * CHICAGO-Love ME Tomorrow 11-6 * JOE COCKER AND JENNIFER WARNES-Up Where We Belong 18-10

Belong 18-10 DAN FOGELBERG-Missing You 20-13

•• TOTO -Africa
 •• DON HENLEY-Dirty Laundry
 •• STRAY CATS-Rock This Town B
 •• MOVING PICTURES-What About Me B
 • JEFFERSON STARSHIP-Be My Lady B

WLOL-FM-Minneapolis

WIKS-FM-Indianapolis

WE BEOR 19-13 * LAURA BRANIGAN-GIORIA 20-17 • DON HENLEY-Dirty Laundry • JOHN COUGAR-Hand To Hold On To SUPERTRAMP-It's Raining Again A JEFFRSON STARSHIP-Be My Lady A

WNAP-FM-Indianapolis

KBEO-FM-Kansas City

14-10 * A FLOCK OF SEAGULLS-I Ran 17-11 • DAN FOGELBERG-Missing You

LIONEL RICHIE—Truly
 LEVEL 42—Turn it On A

WZEE-EM -- Madison

WKTI-FM-Milwaukee

KDWB-AM-Minneapolis

KMGK-FM-Des Moines

MARSHALL CRENSHAW—The Only Way Out A
 JOHN WAIFE—Going To The Top A
 HE CLASH—Rock The Casbah X
 BILLY SQUIER—Everybody Wants You X
 CHILLIWACK—Whatcha Gonna Do X
 PRINCE—1999 X
 STEVE WINWOOD—Valerie X
 DOMNE IRIS—Tough World X
 THE FIXX—Stand Of Fall X
 NOVO COM BO—Too Long Gone X
 DUANA ROSS—Muscles X
 MISSING PERSONS—Destination Unknown X
 TIMOTHY B. SCHMIT—So Much In Love X
 SURVIVOR—Heartbeat X

SURVIVOR—Heartbeat X
 DONNA SUMMER—State Of Independence X
 PETER GABRIEL—Shock The Monkey X

(Chuck Napp-MD) * * CROSBY, STILLS AND NASH-Southern Cross 13-

** CHOSOF; STILLS AND NASH-Soldineri Closs 13'
 10
 ** LIONEL RICHIE-Truly 20-13
 ** CIENN FRY-The One You Love 5-4
 ** CHICAGO-Love Me Tomorow 10-9
 OAM FOGELBERG-Missing You A
 AIR SUPPLY-Young Love X
 OBJ AGCSIM-Steppin 'Out X
 * KENNY LOGGINS AND STEVE PERRY-Don't Fight It X
 MEM AT WORK-WHO Can It Be Now X

(Brad Fuhr/Marie Stage-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

** JOE COORE AND JENNIE & MARKES-OF MIETE We Belong I-1 ** TONI BASIL-Mickey 10-2 * FLEETWOOD MAC-Gypsy 5-3 * KEIL DIAMOND-Heartlight 7-4 * CROSBY, STILLS AND MASH-Southern Cross 19-10 mos SUPPETFAMP-Life Bailton & Bailton

HEIL DIAMONDO-Hearitight 7-4
 CROSBY, STILLS AND NASH – Southern Cross 19-10
 SUPERTRAMP-II's Raiming Again
 THE BLASTERS–So Long Baby Goodbye
 LIONEL RICHIE-Truly B
 DONNIE IRIS-Tough World B
 DANF JOELBERG-Missing You B
 DARY HALL & JOHN OATES-Maneater B
 TOTO-Africa A
 CHILLIWACK-Whatcha Gonna Do A
 PAT BENATAR-Shadows O'I The hight X
 DOFALD FAGEM-IG.Y. (What A Beautiful World)X
 DORALD FAGEM-IG.Y. (What A Beautiful World)X
 DONALD STARSHIP-Be My Lady X
 DOMALD STARSHIP-Be My Lady X
 DOMALD STARSHIP-Be My Lady X
 JEFFERSON STARSHIP-Be My Lady X
 DOMALD FAGEM-IG.Y. (What A Beautiful World)X
 DONALD STARSHIP-Be My Lady X
 JURG ROWEN-Down Under X
 THE STEVE MILLER BAND-Cool Magic X
 JUICE NEWTON-Love's Been A Little Bit Hard On Me
 L

L • FOREIGNER—Luanne L • JOAN JETT AND THE BLACKHEARTS—Do You Wanna Touch Ma L

(Dan Pearman-MD) * * NEIL DIAMOND-Heartlight 11-7 * * JOE COCKER AND JENNIFER WARNES-Up Where

rn Cross 20-14

Touch Me L • CHEAP TRICK—She's Tight L • BILLY SQUIER—Everybody Wants You L

* * JOE COCKER AND JENNIFER WARNES-L WE BEIONE 16-10 * LINDA RONSTADT-GEt Closer 18-13 * CROSEY, STILLS AND NASH-Southern Cri * JOE JACKSON – Steppin' Out 23-15 • LIDNEL RICHLE-Truly • SUPPERTRAMP-H's Raining Again • DON HEMLEY-Dirty Laundry A • DIANA ROSS-Muscles A • DIONNE WARWICK-Heartbreaker A • THE CLASH-Rock The Casbah A • ABC-The Look Of Love X • TIMOUTHY B. SCHIMT-SO Much In Love X • THE WIG-Athena X

THE WHO – Athena X
 RUSH – New World Man X
 THE POINTER SISTERS – I'm So Excited X

Northeast Region

JOE COCKER AND JENNIFER WARNES-Up

TOP ADD ONS

SUPERTRAMP-It's Raining Again (A&M)

DONALD FAGEN-I G Y (What A Beautiful World) (WB) KENNY LOGGINS AND STEVE PERRY-Don't

BREAKOUTS

(Jack Lawrence – MD) * * NEIL DIAMONO – Heartlight 11-5 * * JOE COCKER AND JENNIFER WARNES – Up Where We Belong 21-14 * LAURA BRANGAN-Gioria 19-15 PULY JOEL Powerwe 25 20

* LAURA BRANGAN – Gloria 19:15 * BILLY JOEL – Pressure 25:20 * DIANA ROSS – Muscles 28:23 • SUPERTRAMP – It's Raining Again • LEFFERSON STARSHIP – Be My Lady • DARYL HALL AND JOHN OATES – Maneater B • OOMALD FAGEN – I.G.Y. (What A Beautiful World) B • ABC – The Look Of Love B • DIONNE WARWICK – Heartbreaker A • THE CLASH – Rock The Casbah X • LIOMEL RICHIE – Truly X • LINDA RONSTADT – Get Closer X • TOMI BASIL – Mickey X • SURYIVOR – American Heartbeat X

WIKT-AMM — AID AITY (Bill Cahill — MD) * 10HN COUGAR — Jack And Diane 1-1 * FLEETWOOD MAC—Gypsy 7-5 * STLVIA — Noodoy 13.8 * BILLY JOEL—Pressure 17-11 * CHCAGO—Love Me Tomorrow 16-12 • LEVEL 42-Turn It On • SUPERTRAMP—It's Raining Again • LAURA BRANIGA—Gioria B • DIONNE WARWICK—Heartbraaker B • CROSBY, STILLS AND NASM—Southern Cross B

(Michael O'Hara-MD) * DAN FOGELBERG-Missing You 35-30 * DARYL HALL & JOHN OATES-Maneater 39-34 MICHAEL MCDONALD-I Keep Forgettin' (Every '

DON HENLEY-Dirty Laundry (Elektra)

Fight It (Columbia)

WFLY-FM-Albany

WTRY-AM-Albany

WACZ-AM-Bangor

You're Near) 7-3 * SYLVIA-Nobody 12-6

adiobistory c

Where We Belong (Island) LAURA BRANIGAN-Gloria (Atlantic) THE CLASH-Rock The Casbah (Epic)

KEYN-FM-Witchita

WSPT-FM-Stevens Point

KSTP-FM—St. Paul

* TONI BASIL-Mickey 13-8 • CROSBY, STILLS AND MASN-Southern Cross B • BILLY SQUIER-Everybody Wants You B • LIONEL RECHIE Truly B • PAT BENATAR-Shadows Of The Night B • CHILLWACK-Whatcha Gonna Do B • DON HENLEY-Dirty Laundry A • SUPERTRAMP-It's Raining Again A • ROD STEWART-Guess 'I'I Always Love You A

WGUY-FM-Bangor

WIGY-FM-Bath

WGUY-FM—Bangor (Im Randall-MO) * & EVELYN KING-Love Come Down 2-1 * MICHAEL McDONALD-I Keep Forgettin' 5-2 * THE CLASH-Rock The Casbah 7-3 * DIANA ROSS-Muscles 15-10 * TAVARES-A Penny For Your Thoughts 30-16 * STACY LATTISAM-Attack Of The Name Game * PRINCE-1999 MELBA MOORE-Love's Comin' At Ya A BILLY SQUIER-Everybody Wants You A UNDAR DONSTADT-Get Closer X BILLER BAND-Cool Magic X SURVIVOR-American Heartbeat X DONALD FACEM-L.S.Y. (What a Beautiful World) X WIGY-FM-Bath

(Willie Mitchell-MD) * * FLEETWOOD MAC-Gypsy 4-1 * LAURA BRANIGA-Gioria 8-4 * CHICAGO-Love Mc Tomorrow 16-9 * JOE COCKER AND JENNIFER WARNES-Up Where We Reland 30-Up Where We

TIM OTHY B. SCHNIT – So Much In Love X SYLVIA – Nobdy X STRAY CATS – Rock This Town X FIREFALL – Body 'N Soul X MARSHALL – Body 'N Soul X MARSHALL – Berk SHAW – There She Goes Again X SCANDAL – Goodbye To You X RICK JAMES – Teardrops X JULDAS PRIEST – You've Got Another Thing Coming X ABC – The Look Of Love X DIONNE WARWICK – Heartbreaker X DIONNE WARWICK – Heartbreaker X DIANA ROSS – Muscles X

LIONEL RICHIE – Truly
 DONALD FAGEN – I.G.Y. (What A Beautiful World) A
 HERB ALPERT – Fandango A

WXKS-FM -- Boston (bey Carzello-MD) * THE CLASH-Rock The Casbah 2-1 * TWARES-A Penny For Your Thoughts 8-6 * BGC-The Look Of Love 10-7 * DONNA SUMMER-State Of Independence 16-11 * LIONEL RICHIE -- Truly 24-20 • DLIVIA NEWTON-JOHN-Heard Attack B • USURVIG-American Hearbbeat B • MISSING PERSONS-Destination Unknown B • FFIED A-Merican Hearbbeat B • MISSING FERSONS-Destination Unknown B • FFIED A-Merican Hearbbeat B • MISSING FERSONS-Destination Unknown B • FFIED A-Merican Hearbbeat B • MISSING FERSONS-Destination Unknown B • FFIED A-Merican Hearbbeat B • FRIDA-I Know There's Something Going On A • THE SPINNERS-Magic In The Moonlight A • LINDA ROWSTADT-Get Closer A • BLLV SQUIER-Everybody Wants You A • EDDIE RABBITT WITH CRYSTAL GAYLE-You And I A • TALK TALK-Talik Talik A • PRINCE-1999 X • GLENN FREY-The One You Love X • EDDIE MOEHY --Shain 'X • THE STEVE MILLER BAND-Cool Magic X • THE GO-GS-Get Up And Go X

(Roger Christian-MD) * * JOE COCKER AND JENNFER WARNES-Up Where

* + JOE COCKER AND JENNFER WARNES-Up Where We Belong 5-2 * DORALD FAGEN-I.G.Y. (What A Beautiful World) 30-25 * DORAN SUMMER-State Of Independence 32-29 * DAN FDGELBERG-Missing You * CHICAGO-Love Me Tomorrow 38-33 • SUEPRTRAMP-It's Raining Again • DON HENLEY-Dirty Laundry • DIONNE WARVICK-Hearbreaker B • DAT BERNATAR-Shadows Of The Night B • LAURA BRANIGAN-Gioria B • DONNE WARVICK-Hearbreaker B • DAT BERNATAR-Shadows Of The Night B • LAURA BRANIGAN-Gioria B • DONNA SUMMER-State Of Independence B • DEFFERSON STARSNIF-Be My Lady B • TONI BASIL-Mickey B

WTSN-AM -- Dover (im Sebastian-MD) * LAURA BRANKGN-Gloria 10-1 ** JARSON BROWNE-Somebody's Baby 3-2 * GLENN FREY-The One You Love 7-5 * SANTANA-Hold On 9-8 * NEL DIAMOND-Heartlight 13-12 • PAT BETATAR-Shadows O'The Night • JEFFERSON STARSNIP-Be My Lady • THE STEVE MILLER BAND-Cool Magic B • ABC-The Look O'Love B • ABC-The Look O'Love B • DOIE RABBIT WITH CRYSTAL GAYLE-You And I A • JOE COCKER AND JENNIFER WARNES-Up Where Wo Belong A

Belong A Willie HUTCH—In And Out A TIMOTHY B. SCHMIT—So Much In Love X MARSHALL CRENSHAW—There She Goes Again X

WTIC-FM-Hartford

WILLO-FM — Hartlord (Wike west-MD) ** NEL DIAMOND-Heartlight5-1 ** JOHN COUGAR-Jack And Diane 10-2 * EVELTM KING-Love Come Gown 13-4 * JOE JACKSON-Steppin" Out 15-9 * DIANK ROSS-Muscles 26-22 • UIONEL RICHE-Truly • DIONE WARVICK-Heartbreaker • LATIMORE-Let The Doorknob Hit You A

(Bill Terry – MD) ** MICHAEL McDONALD – I Keep Forgettin' (Every Time You're Near) 3-1 ** MENAT WORK – Who Can II Be Now 4-3 * OLIVIA NEWTON-JOHN – Heart Attack 10-5 * AMERICA – You Can Do Magic 7-6 * JACKSON BROWNE – Somebody's Baby 8-7 • CROSEY, STILLS ARD MASH – Southern Cross • BILLY JOEL – Pressure X

WBLI-FM-Long Island

WVBF-FM-Boston

WXKS-FM-Boston

WBEN-EM-Buffalo

WTSN-AM-Dover

(Reg Johns-MD) •• PAUL McCARTNEY-Tug Of War

LIONEL RICHIE—Truly X
 JOE JACKSON—Steppin' Out X
 CHICAGO—Love Me Tomorrow X
 SYLVIA—Nobody X
 DIONNE WARWICK—Heartbreaker X

WKCI-FM—New Haven

WKTU-FM-New York City

TWT.IU-FM — New York City (Michael Elis—MD) ★ ILEVEL-Sice Me 12-5 ★ ★ MEN AT WORK—Who Can It Be Now 17-16 ★ EVELYM KING—Love Come Down 1-1 ★ LUNR BRANCAM—Gioria 8-4 ★ MICHAEL MCDONALD—I Keep Forgettin' 19-19 >> WEATHER GIRLS—It's Raining Men >> WRAP 3-Nunk

WARP - Nunk
 WARP - Nunk
 UOHEL INCHE - Truly B
 MARVIN GATE - Sexual Healing B
 VANITY 6 - Nasty Girl B
 AXE - Rock 'N' Roll Party In The Street B
 PRINCE - 1999 A
 JOE JACKSON - Night And Day A

WNBC-AM-New York City

WHEB-FM—Portsmouth

WPJB-FM-Providence

(Nick Dean – MO) • LINDA RONSTADT – Get Closer B • SUPERTRUAR – It's Raining Again A • EFFERSON ESTARSHIP – Be Wy Lady A • THE STEVE MILLER BAND – Cool Magic A • SHEENA EASTON – I Wouldn't Beg For Water A • SURVIVOR – American Heartbeat X • ABC – The Look Of Love X

(Todd Chase-MD) ★ MICCAREL MCDONALD-I Keep Forgettin' 2-1 ★ PAUL CARRACK-I Need You 15-11 ★ THE STEVE MILLER BAND-Cool Magic 19-16 ★ JOE COCKER AND JENNIFER WARNES-UP Where We Balong 21-10

WPRU-FNM--PTOVICENCE (Tom Caddy-MO) ** LAUBA BRANIGAN-Gloria 11:8 ** STEEL BREEZE-You Don't Want Me Anymore 13:9 * LIOMEL ROKIE-Truly 23:10 * JOE LACKSOM-Steppin' Out 15:12 * STRAY CATS-Rock This Town 20:13 • JOE COCKER AND JENNIFER WARNES-Up Where We Belong 0

JOE COCKER AND JERRIFER WARNICK – Heartbreaker B Bolong B OLONIKE WARWICK – Heartbreaker B TONI BASLI, – Mickey B EVELYN KING – Love Come Down B BILLY JOEL – Pressure B DARYL HALL AND JOHN OATES – Maneater A CHICAGO – Love Me Tomorrow A SURVIYOR – American Heartbeat A DAN FOGELBERG – Missing You A THE STEVE MILLER BAND – Cool Magic X

(Mate Vickers-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

WHFM-FM — Rochester (Marc Cronin – MD) ** LJURG BRAINGAM – Gioria 17-9 ** JOE COCKER AND JENNIFER WARNES – Up Where We Belong 20-12 * CHCAGO – Love Me Tomorrow 21-15 * LJONGL MCHE – Truly 26-20 * DARYT HALL & JOHN OATES – Maneater 34-24 ** THE CLASH – Rock The Casbah ** SUPERTRAMP – I's Raining Again ** PETER GABRIEL – Shock The Monkey A ** STEVIE WONDER – Ribbon In The Sky A ** OTMI BASIL – Mickey B ** DONNA SUMMER – State Of Independence B ** TIMOTHY B. SCHMIT – So Much In Love X ** THE STEVE MILLER BAND – Cool Magic X

HILLEY BAND-COOL MARIC X
 BILLY SQUIER-Everybody Wants You X
 JEFFREY OSBORNE-On The Wings Of Love X
 KENNY ROGERS-A Love Song X

(Tom Taylor – IT PILLOTI (Tom Taylor – MD) * * STRAY CATS – Rock This Town 24-14 * b0E COCKER AND JENNIFER WARNES – Up Where We Belong 14-20 * OLIVIA NEWTON-JOHN – Heart Attack 15-9 * DAYRT, HALL AND JOHN OATES – Maneater 37-24 PAT BEMTAR – Shadows In The Night 38-26 • CHILLWACK – Whatcha Gonna Do B • DON HEMLEY – Drity Laundry B • DTOI – Africa B

DON MERLET-LITY Launary o TOTO-Akrica B STEVE WINWOOD-Valerie B MISSING PERSONS-Destination Unknown A SUPRETRAMP-HT's Raming Again A DONNE WARWICK-Heartbreaker A ROD STEWART-Guess I'll Always Love You A

(Nm Reitz - MD) ** KENNY LOGGINS AND STEVE PERRY - Don't Lose That Feeing 2:1 * FLEETWOOD MAC-Gypsy 6:3 * JOE JACKSON-Steppin 'Out 17-10 * RUSM-New World Man 13-11 * STELL BREZE - You Don't Want Me Anymore 20-14 • SUPERTRAMP - It's Raining Again

(Continued on page 22)

WRCK-FM-Utica, Rome

WPST-FM-Trenton

We Belong 9-3 • KENNY ROGERS—A Love Song • CROSBY, STILLS AND NASH—Southern Cross • JOE JACKSON—Steppin' Out

WBBF-AM-Rochester

WHFM-FM-Rochester

* JOE COCKER AND JENNIFER WARNES-L Belong 21-19
 * LONBEL PHCHIE-Truly 28-24
 STRAY CATS-Rock This Town A
 UTIMORE-Let The Doorknob Hit You A
 JEFFERSON STARSHIP-Be My Lady A
 SUPERTRAMP-H'I's Raining Again A
 BILLY JOEL-Pressure A
 JOE JACKSON-Steppin' Out X
 OLOWNE WARWICK-Heartbreaker X
 TAVARES-A Penny For Your Thoughts X

WPRO-FM-Providence

OCTOBER

<u>зо</u>,

, 1982,

BILLBOARD

(Babette Stirland-MD) * * LAURA BRANIGAN-Gloria 5-3 * * JOE CDCKER AND JENNIFER WARNES-Up Where

** JOE COCKER AND JENNIFER WARNES-Up where We Belong 15-9 * MICHAEL MCDONALD - I Keep Forgettin' (Every Time You're Near) * GLENN FREV-The One You Love 11-8 * STEEL BREZZ-You Don't Want Me Any More 13-11 * DONAL D'AGEN-1.6.Y. (What A Beauliful World) * KENNY LOGGINS AND STEVE PERRY-Don't Fight It

WR.CI-FM — New Haven (Oanny Lyons-MD) ** LAURA BANIGAN - Gloria 11.7 ** LIOMEL RICHLE - Truby 24-15 * DANF FOELBERG-Missing You 27.23 * DANF TO ELBERG-Missing You 27.23 * DANFU. HALL & JOHN DATES-Maneater 28-24 * DONALD FAGEN-I.G.Y. (What A Beautiful World) 22-18 *• SUPERTRAMP-II's Raining Again *• DONAL SUMMER-State Of Independence * KENNY ROGERS-A Love Song B • LUTHER VANNROSS-Bad Boy/Having A Party A • THE POINTER SISTERS-I'm So Excited X * JEFREY GSBORNE-On The Wings Of Love X

• Continued from opposite page

- CONTINUE OF STATE OF STAT

WFMF-FM-Baton Rouge

- (Wayne Watkins-MD) * CHICAGO-Love Me Tomorrow 14-10 * DONALD FAGEN-I.G.Y. (What A Beautitul World)
- + OLIVIA NEWTON-JOHNSDN-Heart Attack 2-1 LIONEL RICHIE—Truly 11-4 JDE COCKER AND JENNIFER WARNES—Up Where We
- to ECOCKER AND JEŃNIFER WARNES-Up Whe Beiong 1:29
 DARYL HALL & JOHN OATES-Maneater B CRNOBY, STILLS AND MASN-Southern Cross B JEFFERSON STARSHIP-Be My Lady B LAURA BRANIGAN-Gioria B EVELYN KING-Love Come Down X ABC-The Look Of Love X STEVIE WONDER-Ribbon In The Sky X JEFFREY DSBDORNE-On The Wings Of Love X DONNA SUMMER-State Of Independence X

KZFM-FM – Corpus Christi

- KZFM-FM Corpus Christi (Jackie Robbins-MD) * # FLEETWOOD MAC-Gypsy 5-2 * OLIVA NEWTON-JOHM-Heart Attack 4-3 * OLIVA NEWTON-JOHM-Heart Attack 4-3 * OUAN ROSS-Muscles 15-8 * UONEL RICHTE-Truly 17-10 TAVARES-A Penny For Your Thoughts EODER RABBITW THI CHRYSTAL GAYLE-You And 1 KENNY ROGERS-A Love Song X SUPPYURG-American Heartheat X THE CLASH-Rock The Casaba X LEVEL 42-Turn It On X YAZ-Situation X
- KLVII-EM-Dallas (Rivers/Morgan-MD) * * SYLVIA-Nobody 8-6 * * CROSBY, STILLS AND NASH-Southern Cross 11-
- 10 * DIONNE WARWICK—Heartbreaker 20-14 * LIONEL INCHE—Truly 25-19 * DAN FOGELERG—Missing You 26-20 LEVEL 42—Turn It On SUPPERTRAMP—It's Raining Again
- SPYRO GYRA—Soho Mojo A
 CHRIS CHRISTIAN—The Last Goodbye A

KEGI -EM--Et. Worth

- KEGL-FM Ft. Worth (6811 Hayes—MD) * STELL BREZE—You Don't Want Me Anymore 11-6 * STRAY CATS—Rock This Town 15-11 * BILLY SQUIER—Everybody Wants You 18-15 * TRIO-Da Da You Don't Love Me Any More 29-20 * PAT BENATAR—Shadows Of The Night 35-24 ADMA AND THE ANTS—Goody Two Shoes A YAZ—Situation A SCANDAL—Goodbye To You A SUPERTRAM—H'ts Raning Again A SUSPERTRAM—H'ts Raning Again A SUSPERTRAM—H'ts Raning Again A MISSING PERSONS—Destination Unknown B THE 6-527—Mesopolamina B GANG OF FOUR—I Love A Man In Uniform B DAM FOGELBERG—Missing You X MYCHELIC FURS—Goodbye X ROCKER'S REVENGE —Walking On Sunshine X LATIMORE—Let The Doorknob Hit You X THE FXX—Stand Or Fall X JUDAS FREST—You've God Another Thing Coming X WILE AM—Calveston

- KILE-AM-Galveston
- (Scott Taylor MD) * * EVELYN KING-Love Come Down 13-5 * * OLIVIA NEWTON-JOHN-Heart Attack 11-6 * SYLVIA-Nobody 18-8 * CHICAGO-Love Me Tomorrow 16-10 * JOE COCKER AND JENNIFER WARNES-Up Where We Belong 21-11
- JOE COCKER AND JENNIFER WARNES—Up Wh Belong 21-11
 SUPERTRAMP—It's Raining Again
 OARYL HALL & JOHN OATES—Maneater
 LINDA RONSTADT—Get Closer B
 TERRY GREGORY—You Don't Own Me B
 LIDNEL RICHIE—Truly B
 SURWIDR—American Heartbeat B
 STRAY CATS—Rock This Town B
 CHLLIWACK—Whatcha Gnona Do A
 SHEEMA EASTOM—I Wouldn't Beg For Water A
 BILLY SQUIER—Everybody Wants You X
 THE GO GO'S—Get Up And Go X
 RUSIN—New World Man X
 TAVARES—A Penny For Your Thoughts X
 MISSING PERSONS—Destination Unknown X
 LURA BRANIGAN—Gloria X

- KEMK-EM-Houston

- nrmn-rmi-rM-HOUSION (Kik Patrick-MD) * SYLVIA-Nobody 1-1 * k LIONEL RICHE-Truly 17-15 * KENNY ROGERS-Love Will Turn You Around 2-2 * JUICE NEWTON-Break IF One Gently 4-3 * NEIL DIAMOND-Heartight 5-4 DIARA ROSS-Muscles JOE COCKER AND JENNIFER WARNES-Up Where We Belong B

KVOL-AM-Lafavette

- (Phil Rankin-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where * + 10E COCKER AND JENNIFER WARNES-Up Where We Belong 13-4 * THE HUMAN LEASUE-Don't You Want Me 9-6 * JOE JACKSON-Steppin' Out 15-11 * CROSBY, STILLS AND NASH-Southern Cross 18-13 * PAUL CURRACK-I Need You 27.22 • LATIMORE -Let The Doorknob Hit You • CHILLWAKA-Whatcha Gonna Do # JEFFREY OSBORNE-On The Wings Of Love B • LETHWACK-Whatcha Gonna Do # JEFFREY OSBORNE-On The Wings Of Love B # TAVARES-A Penny For Your Thoughts B # SURPYUOR-American Heartbeat B # PAUL McCARTINEY-Tug Of War A @ QFEEL-Dancing In Heaven A # NAIRCUT ONE HUMORED -Love Plus One A # STEVE WINWOOD-Valerie A # NOVO COMBO Too Long Gone A # RICK JAMES-Teardrops A # DIONNE WARPYICK-Heartbreaker A * OVERTINE HEAVENDE HUM RED-DONG FOR A

- PRINCE 1999 A
 DIONNE WARWICK Heartbreaker A
 SHEENA EASTON I Wouldn't Beg For Water A
 BLLY SQUIER–Everybody Wants You A
 KENNY ROGERS–A Love Song A
 SCANDAL–Goodbye To You A
 BILL MEDLEY–Right Here And Now A
 MELBA MOORE–Love's COMIN'AI YA A
 DONNA SUMMER–State Of Independence A
 STACY LATTISAW–Attack Of The Name Game A

- THE STEVE MILLER BAND—Cool Magic A
 FRIDA—1 Know There's Something Goin' A
 - WEZB-FM New Orleans
 - (Jerry Lousteau-MD) * * LIONEL RICHIE-Truty 6-1 * * JOE COCKER AND JENNIFER WARNES-Up Where

 - * * JOE COCKER AND JENNIFER WARNES-We Belong 8-5 * GLENN FREY-The One You Love 14-10 * TOMI BASLI- Mickey 21-14 * LAURA BRANIGAN-Gloria 28-24 MARVIN GAYE-Sexual Healing JUPE TRAMP-It's Raining Again JOE JACKSON-Steppin' Out A OHICAGD-Love Me Tomorrow X DIDNNE WARWICK-Heartbreaker X

- WOUE-FM-New Orleans
- (Chris Bryan-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

- * 1 DE COCKER AND JENNIFER WARNES-Up W We Belong 3.1 * * OLIVIA NEWTON-JOHN-Heart Attack 7-4 * NELL DIAMOND-Heartlight 14-10 KENN K TORK-Who Can It BE Now 16-12 * CHICAGO-Love ME Tomorrow 20-16 KENNY ROGENS-A Love Song A JOE LACKSON-Steppin' Out A DARYL HALL & JOHN DATES-Maneater A CROSBY, STILLS AND MASH-Southern Cross B LAURA BRANIGAN-Gloria B
- WTIX-AM New Orleans

- WTIX-AM New Orleans (Gary Franklin-MO) * * FELEETWOOD MAC-Gypsy 2:1 * * NELL DIMAMOD-Heartlight 16-6 * JOE COCKER AND JENNIFER WARNES-Up Where We Beiong 25-15 * STRAY CATS-Rock The Casbah 26-17 * LIOMEL RICHE Truly 36-18 LATIMORE-Let The Doorknob Hit You SUPERTRAMP-It's Raining Again LATIMORE-Let The Doorknob Hit You SUPERTRAMP-It's Raining Again LATIMORE Let The Doorknob Hit You SUPERTRAMP-It's Raining Again LATIMORE LET The Doorknob Hit You SUPERTRAMP-It's Raining Again LATIMOR CONSTADT-Get Closer A LINDA RONSTADT-Get Closer A LINDA RONSTADT-Get Closer A EDDIE RABBITT WITH CRYSTAL GAYLE-You And 1X EDDIE RABBITT WITH CRYSTAL GAYLE-You And 1X KARLA BONOFF-Please Be The One X

- - KOFM-FM-Oklahoma City
- (Dave Duquesne MD) * TOTO Africa 5-2 * FLEETWOOD MAC Gypsy 6-3 JDE COCKER AND JENNIFER WARNES Up Where We
- Belong 10-7 DONALD FAGEN-I.G.Y. (What A Beautiful World) 23-15
- 15 DIDNE WARWICK-Heartbreaker 28-17 KENNY ROGERS-A Love Song LIONEL RICHE-Truly CROSBY, STLLS AND MASH-Southern Cross B DAN FOGELBERG-Missing You B

Midwest Region

AMERICA-You Can Do Magic (Capitol) A FLOCK OF SEAGULLS-I Ran (Jive/Arista)

JOE COCKER AND JENNIFER WARNES-Up Where We Belong (Island)

TOP ADD ONS

CROSBY STULS AND NASH-Southern Cross

BREAKOUTS

IOHN COUGAR-Hand To Hold Onto (Riva/

Mercury) ROD STEWART-Guess I'll Always Love You

THE BLASTERS-So Long Goodbye (Slash)

KFYR-AM - Bismarck (Oan Brannan - MO) * OLIVIA NEWTON-JOHN-Heart Attack 5:2 * KENNY LOGGINS AND STEVE PERRY-Don't Fight II 13:8 * THE CLASH-Rock The Casbah 14:10 * PAUL CARRACK-I Need You 17:12 * AFLOCK OF SEAGULLS-I Ran 16:13 • CROSBY, STILLS AND MASM-Southern Cross B • DONALD FAGEN-I.G.Y. (What A Beautiful World) B • LINDA RONSTADT-Get Closer B • THE POINTER SISTERS_I'm So Excited X • JOE JACKSON-Steppin' Out X • PAT BENATAR-Shadows Of The Night X • LAURA BRANIGAM-Gioria X • DARYL HALL & JOHN ONTES-Maneater X • KENNY ROGERS-A Love Song X • JEFFERSON STAPSINP-Be My Lady X • DUNNA ROSS - Muscles X • PAUL MCCARTNEY-Tug Of War X • SUPERTREME - Tig Roimg Again A SUPERTREME - Chica go

(Dave Denver – MO) * * AFLOCK DF SEAGULLS – I Ran 7-5 * AMERICA – You Can Do Magic 10-6 * JDE JACKSON – Steppin' Out 22-1 * GLENN FREY – The One You Love 21 15 * FLEETWOOD MAC – Gypsy 32-22 • CROSBY, STILLS AND MASH – Southern Cross

WLS-FM --LTICago (Dave Denver-MD) * AFLOCK OF SEAGULLS-I Ran 7-5 ** AMERICA-You Can Do Magic 10-6 * 10E JACKSOM -Steppin' Out 22-10 * FLEETWOOD MAC-Gypsy 32-22 * CHICAGO-Love Me Tomorrow 42-25 • DOMALD FAREN-IG 5, (Wink A Beautiful World) B • JUDAS PRIST-You've Got Another Thing Coming B • PAT BENATAR-Shadows Of The Night B • LINDA ROMSTADT-Get Closer A • SUPERTRAMP-It's Raining Again A • DOM HENLEY-Dirty Laundry A

(A. W. Pantoja – MD) * * JUICE NEWTON-Break It To Me Gently 13-5 * JOE JACKSON – Steppin' Out 15-9 * JOE COCKER AND JENNIFER WARNES– Up Where We

F JOE LOURER AND JENNIFER MAINES → OF MILES → OF Belong 18:10
 CROSBY, STILLS AND NASH – Southern Cross 22:13
 OLIVIA NEWTON-JOHN – Heart Attack 24:14
 JUANEL RICHTE-Truly B
 DAN FOGELBERG – Missing You B
 DONALD FAGEN-1.G.Y. (What A Beautiful World) B

(WB)

Warner)

KFYR-AM—Bismarck

WLS-AM-Chicago

WLS-FM-Chicago

KIOA-AM-Des Moines

(Atlantic) SUPERTRAMP-It's Raining Again (A&M) DON HENLEY-Dirty Laundry (Elektra)

Billboard Singles Radio Action. Playlist Prime Movers * Playlist Top Add Ons Based on station playlists through Tuesday (10/19/82)

* JOE COCKER AND JENNIFER WARNES-Up Where We

* JOE COCKER AND JENNIFER WARNES—Up wi Beiong 15-11 • TONI BASIL—Mickey B • BILLY JOEL—Pressure B • LAURA BRANKGAN—Gloria B • DARYL HALL AND JOHN OATES—Maneater B • THE wHO—Athena A • STRAY CATS—Rock This Town A • SUPERTRAMP—It's Raining Again A • LIOMER INCHE—Truly A • JOE JACKSON—Steppin' Out X

WQXA-FM-York

WQXA-FM — York (Dan Steele - MD) * * NEL DIAMOND - Heartlight 13-6 * JOE COCKER AND JENNIFER WARNES - Up Where We Belong 20-10 * THE POINTER SISTERS - I'm So Excited 18-15 * THE EO-GO'S --Get Up And Go 21-18 * CHICAGO-Love Me fomorrow 19-16 • SUPERTRAMP - H's Naming Again • CHILLIMACK - Whatcha Gonna Do • DARYL HALL AND DHM CATES -- Maneater B • DAM FOGELBERG -- Missing You B • JEFFERY OSBORNE --On The Wings Of Love B • MOVING PICTURES -- What About Me A LEVEL 42 - Turn It On A STELE BREZE -- You Don't Want Me Anymore X • UDSH--New World Man X • PAUL McCARTNEY - Tug Of War X • DOMALD FAGEN -- I.G.Y. (What A Beautiful World) X • KEMNY ROGERS -- A Love Story X • JEFFERSON STARSHIP -- Be My Lady X

Southeast Region

PRIME MOVERS

JOE COCKER AND JENNIFER WARNES-Up

CROSBY, STILLS AND NASH-Southern Cross

DAN FOGELBERG-Missing You (Full Moon/

SUPERTRAMP-It's Raining Again (A&M)

DON HENLEY-Dirty Laundry (Elektra)

PAT BENATAR-Shadows Of The Night

TOTO-Africa (Columbia)

(Chrysalis)

TOP ADD ONS

BREAKOUTS

LATIMORE-Let The Doorknob Hit You (Mataco)

MARVIN GAYE-Sexual Heating (Columbia)

WANS-FM-Anderson/Greenville

KENNY LOGINS AND STEVE PERRY-OC 8-5
 FLEETWOOD MAC-Gyps (10-6
 A FLOCK OF SEAGULLS-I Ran 13-9
 DON HENLEY-Dirty Laundry
 SUPERTRAMP-II's Raining Again
 LAURA BRANKGAM-Gloria B
 JEFFERSON STARSHIP-Be My Lady B
 DONNIE NETS-Tough World A
 DONNIK BR-CTURES-What About Me X
 BILLY SQUIER-Everybody Wants You X
 DANY HALL & JOHN ONTES-Managatar C LILIWACK-What Cha Gona Do X
 CHORT CHALL & JOHN ONTES-Managatar X
 THE LIWACK-What Cha Gona Do X
 THE POINTER SISTERS-I'M So Light X
 THE POINTER SISTERS-I'M So Excited X
 WISE-AM - Achevilla

(John Stevens-MD) * JOE COCKER AND JENNIFER WARNES-Up Where

SYLVIA—Nobody 19-10 CROSBY, STILLS AND NASH—Southern Cross 23-12

CRUSSP; SILLS AND WASH—Southern Lross DAR FGGELBERG—Missing You 24-19 ● PAT BERATAR—Shadows 01 The Night ● SUPERTRAMP—It's Raining Again LIONEL RICHIE—Truly B SURVIYOR—American Heartbeat B OLARA ROSS—Muscles B JEFFREY OSBORNE—On The Wings Of Love B TOTO—Africa A

JEFFREY OSBORNE—On The Wings Of Love B
 JEFFREY OSBORNE—On The Wings Of Love B
 TOTO—Africa A
 DON HENLEY—Dirty Laundry A
 SHEERNA EASTON—I Wouldn't Beg For Water A
 JOHNE WARWICK—Heartbreaker A
 DIONNE WARWICK—Heartbreaker A
 KENNY ROGERS—A Love Song X
 BELTIE HIGGINS—Casablanca X
 MOVING PICTURES—What About Me X
 BILL MEDLEY—Right Here And Now X
 CHILLIWACK—Whatcha Gonna Do X
 BILL CONTI—Theme From Dynasty A

(John Young-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

** JOE LOCARE AND JENNIFER WARMES- Up Where We Belong 2-1 ** JUICE NEWTON-Break II To Me Gentiy 14-6 * JOE JACKSON -Steppin' Out 15-9 * CROSEY, STILLS AND NASH-Southern Cross 17-10 * LIONEL RICHIE - Truty 23-15 DON HEMLET- Drity Laundry A

DONALD FAGEN—I.G.Y. (What A Beautiful World) B
 DARYL HALL & JOHN OATES—Maneater B

(Jeff McCartney—MD) * ★ LIONEL RICHIE-Truly 14-2 * ★ LAURA BRANIGAN—Gloria 12-7 * \$TRAY CATS—Rock This Town 18-13 * DONALD FAGEN—I.G.Y. (What A Beautiful World) 21-17

1/ ★ DIANA ROSS—Muscles 29:22 ● SUPERTRAMP—It's Raining Again ■ DIONNE WARWICK—Heartbreaker B ■ DARYL HALL & JOHN OATES—Maneater B

SUPERTRAMP-It's Raining Again A

DAN FOGELBERG—Missing You B
 THE POINTER SISTERS—I'm So Excited B

SURVIVOR—American Heartbeat X MOVING PICTURES—What About Me X

(J.J. Jackson-MD) • DIONNE WARWICK-Heartbreaker B • JOE JACKSON-Steppin' Out B

TON! BASIL-Mickey A TOTO-Arica A

ARC-The Look Of Love X

RUSH—New World Man X

WOXI-AM-Atlanta

WQXI-FM-Atlanta

WZGC-FM—Atlanta

WISE-AM-Asheville

We Belong 1-1 * * NEIL DIAMOND-Heartlight 28-11

(Rod Metts-MD) (Rod Metts-MD) * MICHAELM HCDONALD-I Keep Forgettin' 1-1 * GLENN FREY-The One You Love 5-3 * KENNY LOGGINS AND STEVE PERRY-Don't Fight It 9.5

Where We Belong (Island)

(Atlantic)

Epic)

OON HENLEY - Dirty Laundry A
 PATTI AUSTIN WITH JAMES INGRAM-

WBBO-FM-Augusta

Me A • SURVIVOR-American Heartbeat X • JEFFERSON STARSHIP-Be My Lady X • THE POINTER SISTERS-I'm So Excited X

(Bruce Stevens-MD) * CROSBY, STILLS AND NASH-Southern Cross 23-

15 * * TONI BASIL-Mickey 28-18 * JOE COCKER AND JENNIFER WARNES-Up Where We Belong 2-1 * OLIVIA NEWTON-JOHN-Heart Attack 5-2

Belong 2-1 + OLIVIA NEWTON-JOHN—Heart Attack 5-2 + LIONEL RICHIE — Truly 26-11 • SUPERTRAMP — It's Raiming Again • PAT BEMARTA—Shadows Of The Night • DOM HENLEY—Dirty Laundry A • TOTO—Atrica A ROD STEWART—Guess I'll Always Love You A • INDA RONSTADT—Get Closer B • JOE JACKSON—Steppin' Out B • DIANA ROSS—Musicles B • JOE JACKSON—Steppin' Out B • DANA TALL & JOHN OATES—Maneater B • DONNA SUMMER—State Of Independence X • JIEFREY OSBORNEC—On The Wings Of Love X • JOENNARWICK—Heart Dreaker X • JEFREY OSBORNE—On The Wings Of Love X • DONNA SUMMER—On The Wings Of Love X • JEFREY OSBORNE—On The Wings Of Love X • JEFREY OSBORNE—On The Wings Of Love X • JEFREY OSBORNE—On The Wings Of Love X • DOWAL DAGEN—IG X. • JEFREY OSBORNE—On The Wings Of Love X • DOWAL DAGEN—IG X. • JEFREY OSBORNE—On The Wings Of Love X • DOWAL DAGEN—IG X. • JEFREY OSBORNE—On The Wings Of Love X • DOWAL DAGEN—IG X. • JEFREY OSBORNE—ON THE WING X • CHILLIWACK—What About Me X • CHILLIWACK—What Cha Gonan Do X • GEORGE NATCHER—Coming Home X • DAN FOGELBERG—MISSing You X WCSC-AMM—Chazileeton

(Chris Bailey-MD) * FLEETWOOD MAC-Gypsy 4-2 * NEIL DIAMOND-Heartlight 8-4 * JOE COCKER AND JENNIFER WARNES-Up Where We

** # REL DUMMORU -Hearlight 5-4 * JOE COCKER AND JENNIFER WARNES-U JP Wh BEIong 21-8 * STRAY CATS-Rock This Town [3-9 * JOE JACKSOM-Steppin Out 16-12 • SUPERTRAMP-H's Raining Again • ROD STEWART-Guess 11 Mays Love You • DARYL HALL & JOHN OATES-Maneater B • LAURA BRANIGAN-Gloria B • LAURA BRANIGAN-Gloria B • LAURA BRANIGAN-Gloria B • LAURA BRANIGAN-Gloria B • DEFFERSON STARSHIP-Be My Lady B • DON HENLEY-Dirty Laundry A • PRINCE-1999 A • TOTO-Atrica X • PAI BENATAR-Shadows Of The Night X • CHILLURAC-Whatcha Gonna Do X • DONNIE IRIS-Tough World X • THE STEVE MILLER BADD-Cool Magic X • THE GO-GO'S-Get Up And Go X • DIANA ROSS-Muscles X • MISSING PERSONS-Destination Unknown X WBCY CEM - Charlotto

(Bob Kaghan – MD) * CROSBY, STILLS AND NASH – Southern Cross 10-6 * JOE COCKER AND JENNIFER WARNES – Up Where

* * JOE COCKER AND JENRIFER WARNES- UP MICH We Belong 14-7 * JOE JACKSON - Steppin' Out 12-9 * LAURA BRANGAN-Gloria 22-16 * DORNA SUMMER-State Of Independence 19-13 • SUPERTRAMP-It's Raining Again

WBCY-FM-Charlotte

SUPERTRAINP-ITS Raining Again
 ABC-The Look Of Love
 LIONEL RICHE-Truly B
 THE 60-60'S-Get Up And Go B
 SURVIVOR-American Heartbeat B
 OON HENLEY-Dirty Laundry A
 YOTO Heime A

WSKZ-FM-Chattanooga

JDE CUCKER AND JENNIFER WARNES-I BEIOR 7-7 BILLY 10EL-Pressure 18-15 LAURA BRANIGAN-Gloria 25-16 ODN HENLEY-Dirty Laundry OUPERTRAMP-II'S Raining Again CHALLWACK-Whatcha Gona Do A SURVIVOR-American Heartbeat A JEFFERSON STARSHIP-BE MY Lady A PAT BENATAR-Shadows OI The Might A ABC-The Look OI Love A

(Jon Van Pett-MD) * + LIONEL RICHIE-Truly 4-1 * MICHAEL McDONALD-1 Keep Forgettin' (Every

Time You're Near) 7-3 * JOE COCKER AND JENNIFER WARNES-Up Where We

BOID CUCKER AND JENNIFER MARKES-Up Write W Belong 8-4
 FLEETWOOD MAC-Gypsy 12-8
 OLIVIA NEWTON-HOME-Heart Attack 16-9
 DOMAL D FAGEN-I.G.Y. (What A Beautiful World) X
 OARVI HALL & JOHN OATES-Manceler X
 OIDONE WARWICK-Heartbreaker X
 PAT BERATAR-Shadows Of The Night X
 SVI MA-Nobrdy X

(Charles Duval—MD) * + FLEETWOOD MAC-Gypsy 5-3 * + CROSBY, STILLS AND NASH-Southern Cross 8-6

W DIVINE WARWIGA - Heartbreaker 17-11
 CHICAGO - Love Me Tomorrow 20-12
 DAN FOGELBERG - Missing You
 THE POINTER SISTERS -- I'm So Excited
 LIONER. ICHIE --Truly B
 DOWALD FAGEN -- I.G.Y. (What A Beautiful World) B

EDDIE RABBITT WITH CRYSTAL GAYLE-You And I E MARVIN GAYE—Sexual Healing B
 TAVARES—A Penny For Your Thoughts A
 STRAY CATS—Rock This Town X

(Larry Canon-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 8-2 * KENNY LOGGINS AND STEVE PERRY-Don't Fight

it 10-4 * LIONEL RICHIE—Truly 27-16 * DONALD FAGEN—I.G.Y. (What A Beautiful World) 27

DOMALD FAGEM-I.G.Y. (What A Beautiful World) 27-16
 DOMNE WARWICK-Heartbreaker 38-32
 OLD THE WARWICK-Heartbreaker 38-32
 OLD THE WARWICK-Heartbreaker 38-32
 OLD THE VIEWARM PL'I'S Raining Again
 DARYL HALL & JOHN OATES-Maneater B
 SHEEMA EASTOM-I Wouldn't Beg For Water B
 PAT BENATAR-Shadows Of The Night B
 STRAY CATS-Rock This Town B
 PALU McCARTIVET-ING Of War B
 THE STEVE MILLER BAND-Cool Magic B
 CHILLIWACK-Whatcha Gonna Do A
 MOVING PICTURES-WAIA About Me A
 JUDAS PRIEST-You've Got Another Thing Coming D
 GRAND MASTER FLASH AND THE FURIOUS FIVE-The
 Message D

GRAND MASTER FLASH AND THE FURI Message D
 RICK JAMES—Teardrops D
 SCANOAL—Goodbye To You A
 BILL MEDLEY—Right Here And Now X
 CLIFF RICHARD—The Only Way Out X

www.americanradiohistory.com

SYLVIA—Nobody 10-7
 DIONNE WARWICK—Heartbreaker 17-11

WFLB-AM-Fayetteville

WDCG-AM-Durham

SYLVIA—Nobody X WHBQ-AM-Memphis

OARYL HALL & JOHN OATES—Maneater X
 TONI BASIL—Mickey X

(David Carrell-MD) * 10E JACKSON-Steppin' Out 17-9 * CHICAGO-Love Me Tomorrow 16-11 * JOE COCKER AND JENNIFER WARNES-Up Where We REInon 7.2

TOTO-Africa A

WCSC-AM-Charleston

-Baby Come To

THE FIXX—Stand Or Fall X
 BERTIE HIGGINS—Casabianca X
 BILLY SQUIER—Everybody Wants You D
 MISSING PERSONS—Destination Unknown D
 PRIMCE—1999 D
 RUSH—New World Man D
 SURRYIVOR—Heartbeat D
 SURRYIVOR—Heartbeat D

* SANTANA-Hold On 4-3 JOE COCKER AND JENNIFER WARNES- Jp Where We

+ JOE COCKER AND JENNIFER WARNES-Jp Where We Belong 18-7
 + JOE JACKSON-Steppin' Out 21 18
 + DIONAE WARWICK-Heartbreaker 28 19
 • DAN FOGELBERG-Missing You
 • MARVIN GAYE-Sexual Healing
 * STLVIA-Nobody B
 DONALO FAGEN-I.G.Y. (What A Beautiful World) B
 LINDA RONSTADT-Get Closer B
 LIVEL 42-Turn It On A
 SUPERTRAMP-II'S Ranning Again A
 • PATTI AUSTIN WITH JAMES INGRAM-Baby Come To Me A

(Lou Rodriguez-MD) * * GLENN FREY-The One You Love 1.1 * * JOE COCKER AND JENNIFER WARNES-Up Where

We Belong 12-4 * STEEL BREEZE-You Don't Want Me Anymore 11-6 * DONALD FAGEN-I.G.Y. (What A Beautiful World 16-

■ CROSBY, STILLS AND NASH— Southern Gross 29-20

INE SCHOU'S-CEU OPANG GO A
 JUDAS PRIEST-YOU've Got Another Thing Coming X
 MEM AT WORK-Down Under X
 DOM HENLEY-Dirty Laundry X
 BILLY SQUIER-Everybody Wants You X

(Leo Davis-MD) ** CHICAGO-Love Me Tomorrow 15-10 ** PAUL CARRACK-1 Need You 17-11 * NEIL DIAMOND-Heartlight 18-14 * TOM BASIL-Mickey 20-15 * DOWNA SUMMER-State Of Independence 21-16 •• SUPERTRAMP-It's Raining Again •* TOTO-Africa

TOTO-Africa
 BILLY SQUIER-Everybody Wants You B

KENNY ROGERS—A Love Song B
 THE POINTER SISTERS—I'm So Excited B
 MOVING PICTURES—What About Me B

WJDX-AM — JaCkSON (Bit Crews-MD) ** JEFFREY OSBORNE-On The Wings Df Love 22:16 ** JOE JACKSON -Steppin' Out 28:21 * DONNA SUMMER-State Of Independence 14-11 * CHCAGO-Love Me Tomorrow 17-12 * DIANA ROSS-Muscles 26:00 ** KENNY ROGERS-A Love Song ** CHILLIWACK-Whatcha Gonna Do * SUPERTRAMP-Ir's Raining Again A * THE GO-GO'S-Get Up And Go A

(Andy Taylor – MD) ** JOE COCKER AND JENNIFER WARNES – Jp Where

CROSEY, STILLS AND NASH—Southern Cross 18-10
 * CROSEY, STILLS AND NASH—Southern Cross 18-10
 * FLEETWOOD MAC—Gypsy 23-16
 • KENNY ROGERS—A Love Song
 • STEPHEN BISHOP—If Love Takes You Away
 DIDMETHENDER II. Love Takes You Away

DIONNE WARWICK—Heartbreaker A
 EDDIE RABBITT WITH CRYSTAL GAYLE—You And I A

(Dave Scott – MD) * * JOE COCKER AND JENNIFER WARNES—Up Where

We Belong 11-3 * * JUICE NEWTON-Break It To Me Gently 19-7

DON HENLEY—Dirty Laundry A
 CHILLIWACK—Whatcha Gonna Do

WJDX-AM-Jackson

KEEL-AM-Shreveport

WIVY-FM-Jacksonville

each week.

ABC Audit Statement

Advertising Research

WAXY-FM-Ft. Lauderdale (Rick Shaw-MD) * MICHAEL McDONALD-1 Keep Forgettin' 3-1

PAILI NUSLING
 Me A
 DIANA ROSS—Muscles X
 BILL MEDLEY—Right Here And Now X

WYKS-FM-Gainesville

AMERICA – You Can Do Magic
 TOTO – Africa
 STRAY CATS – Rock This Town A

RUSH-New World Man X EDDIE MONEY-Shakin' X THE GO-GO'S-Get U p And Go X

SOEN-FM-Gasden

DOLLY PARTON – I Will Always Love You A DONNIE IRIS – Tough World A CHILLIWACK – Whatcha Gonna Do A

We Belong 12-4

DARYL HALL & JOHN OATES – Maneater
 SHEENA EASTON – I Wouldn't Beg For Water

WQUT-FM-Johnson City (0ave Adams-MD) * \$MTANA-Hold On 8-4 * STELL BREEZE-You Don't Want Me Anymore 15-7 * REO SPEEDWAGON-Sweet Time 14-9 * RICK SPINGFELD-16 EL Scited 21-16 * JDE COCKER AND JENNIFER WARNES-Up Where We Belong 27-18 • SUPERTRAMP-It's Raining Again • STEVE WINWOOD-Valerie • DAN FOGGLEBRG-Missing You B • THE POINTER SISTERS-I'm SO Excited B • SUBVIVIOR-American Heartbeat B • CHILLIWACK-Whatch Gona Do A • STUVA-Nobody A • HEIL DIAMOND-Heartlight A • LINDA ROMSTADT-Get Closer X • PAT BEMATAR-Shadows Of The Hight X • JEFFERSON STARSHP-Be My Lady X

WOKI-FM --- K TO XVIIIE (Gary Adkins -- MD) * * JOE COCKER AND JEWNIFER WARNES--- Up Where We Belong 3-1 * # JOE JACKSOM -- Steppin' Out 15-11 * MELL DJAMOND -- Hearlight 26-19 * CHICAGO-- Love Me Tomorrow 17-13 * LAURA BRANIGAM -- Gloria 37-26 • SUPERTRAMP -- H'S Raining Again • TOTO-- Arrica • PAT BERNATRA-Shadows Of The Night B • DAM FORGELBERG--Missing You B

WMC-FM (FM-100)-Memphis

(Tom Prestigiacomo–MO) * \$TUVIA-Nobody 12.7 * JEFFREY OSBORNE-On The Wings Of Love 13-8 CHICAGO-Love Me Tomorrow 17-11 * DORALD FAGEN-I.S.Y. (What A Beautiful World) 19-

13 TORANA ROSS-Muscles 21-14 BILL MEDLEY-Right Here And Now B LIONEL RICHE—Truby B PATT AUSTIN WITH JAMES INGRAM—Baby Come To

Me B • SUPERTAMP-It's Raining Again A • MOVING PICTURES -- What About Me A • STEVE WINWOOD--Valerie A • JEFFERSON STARSMIP--Be My Lady X • IHE POINTER SISTERS -- IT's So Excited X • LINDA RONSTADT--Get Closer X • STEVE WONDER--Ribbon in The Sky X • STEVE WONDER--Ribbon in The Sky X

ABC-The Look Of Love X
 KARLA BONOFF-Please Be The One X

WITTI-TMI-MIAIIII (Colleen Cessidy-MD) * * TONE BASIL-Mickey 3.1 * EVELYN KING-Love Come Down 7-3 * LIONEL RCHE-Truly 14-7 * GLENN FREY-The One You Love 15-11 • MARYIN GAVE-Sexual Heaving • SUPPERTRAMP-It's Raiming Agam • JOE JACKSOM-Steppin' Out B • DARYI, HALL & JOHN OATES-Maneater B • K.C. AND THE SUNSHINE BAND-(You Said) You'd Gimme Some More B

Gimme Some More B GRAND MASTER FLASH AND THE FURIOUS FIVE—The

(Continued on opposite page)

GUARNO DIRACIENT CLASS IN AND THE FUNCTION OF THE AMESSAGE A
SACKSON BROWNE – Somebody's Baby X
RUSH – New World Man X
CHCAGO – Love Me Tomorrow X
BILLY JOEL – Pressure X
IONCIUN CREW – Pack Jam X
PAT BENATAR – Shadows 01 The Night X
STEEL BREEZE – You Don't Want Me Anymore X

WHYI-FM-Miami

... is the time to back your promotion team

with a Billboard RADIO ACTION

DECISION AD in this section! There's

specific impact here through the special

radio reach that only Billboard provides.

subscribe to Billboard and more than

Passalong readership study by McGraw-Hill Laboratory of

There's more to

33.000⁺ radio pros read Billboard

More than 5500° radio station professionals

WQUT-FM—Johnson City

WOKI-FM-Knoxville

• Continued from page 21

- OON HENLEY-Dirty Laundry
 DARYL HALL AND JOHN ON TES-Maneater B
 DARYL HALL AND JOHN ONTES-Maneater B
 DARL BENATAR-Badows Of The Night B
 DOMALD FAGEN-I.G.Y. (What A Beautiful World) B
 THE BLASTERS-So Long Baby Goodbye A
 CHILLIWACL-Whatha Ghorna Do A
 JEFFERSON STARSHIP-Be My Lady X
 DOMNLE IRIS-Tough World X
 JIDDAS PRIEST-You've Got Another Thing Coming X
 DAN FOGELBERG-Missing You X

Mid-Atlantic Region

JOE COCKER AND JENNIFER WARNES-Up Where We Belong (Island) SYLVIA-Nobody (RCA)

OLIVIA NEWTON-JOHN-Heart Attack (MCA)

TOP ADD ONS

JEFFERSON STARSHIP-Be My Lady (Grunt) BILLY SQUIER-Everybody Wants You (Capitol) ABC-The Look Of Love (Mercury)

BREAKOUTS

LEVEL 42-Turn It On (Polydor)

WAFB-AM -- Allentown

- (Jefferson Ward-MD) * DONNE WARWICK-Hearbreaker 24-13 * LIONE KICHE-Truly 25-16 # JOE JACKSON-Steppin' Out * KENNY ROGERS-A Love Song 27-24 * IFFERSON STARSHIP-Be My Lady 29-25 STEVIE WONDER-Ribbon in The Sky BRC-The Jonk Of Love

- ABC—The Look Of Love
 THE POINTER SISTERS—I'm So Excited B
- THE PUINTLEY SISTENS -- I'' DO EXCITE D DANF GOELBERG-MISSING YOU B CROSEY, STILLS AND NASH-Southern Cross B THE ALAN PARSONS PROJECT-Eye In The Sky X ELTON JOHN-Blue Eyes X ROMINE MILSAP-HE GOI YOU X THE DUKES-Mystery Girl X DOLLY PARTON --I Will Aways Love You X MELISSA MANCHESTER-YOU Should Hear How She Table X

- Talks X

 MICHAEL MURPHY—What's Forever For X
- mHCHARLE MURPHY—What's Forever for X
 THE DURES—Mystery Gir X
 PHILLY PRESTON—I'm Never Gonna Say Goodbye X
 PHILLY PRESTON—I'm Never Gonna Say Goodbye X
 PHILLY PRESTON—I'm Never Gonna X
 MICHARLE MURPHY—What's Forever For X
- WFBG-AM-Altoona

BILLBOARD

1982,

30,

OCTOBER

- (Tony Booth-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

- hing Coming B

- (Tony Booth-MU) ★ JOE COCKER AND JENNIFER WARNES-Up W) We Belong 15-7 ★ JOE JACKSON-Steppin' Out 16-10 ★ CHICAGO-Love M & Tomorrow 22-11 ★ UIDCE NEWTON-Break II To Me Gently 24-14 ★ LIONEL IICHE -Truly 28-19 SURVIYOR-American Heartbeat 8 JUDAS PRIEST-You've Got Another Thing Comit SUPERTRAMP_IT's Raining Again B CHILLTWARC-Whatchan Gonna Do A PAT BEINATAR-Shadows Of The Night A DOM HENLEY-Dirty Laundry A SHEENA EASTON-I Wouldn't Beg For Water X JEFFERY OSBORE-On The Wings Of Love X KICK JAMKES-Teardrops X SCANDAL-Goodbye To You X THE STEVE MILLER BAND-Cool Magic X MISSING PERSONS-Destination Unknown X WYDE AM-American

WYRE-AM-Annapolis

- (Mike O'Meara-ND) * * JOE COCKER AND JENNIFER WARNES-Up Where
- We Belong 8-1 * CROSBY, STILLS AND NASH—Southern Cross 20-12

- CROSBY, STILLS AND MASH—Southern Cross
 STLVIA—Nobody 21-13
 CHICAGO—Love Me Tomorrow 24-18
 FILVIA—Nobody 21-13
 CHICAGO—Love Me Tomorrow 24-18
 FILVIARES—A Penny For Your Thoughts
 CHILLIWACK—Whatcha Gonna Do A
 PAUL MCCARTNEY—Tug DI War X
 DONNA SUMMER—State Of Independence X
 DART HALL & JOHN OATES—Manaeter B
 DART OBCLEBERG—Missing YOU B
 JEFFERSON STARSHIP—Be My Lady B

- WBSB-FM-Baltimore
- VIDJD-FINI-DBILIMOFE (Rick James/Jan Jeffries-MD) * CARL CARLTON-Baby I Need You Loving 14-9 * t ORE CARLTON-FINITER WARNES-Up Where We Belong 23-18
- Bolog 23-BAND AREA BENDER 23-BAND ATES Maneater 28-19
 DANTH HALL & JOHN DATES Maneater 28-19
 DONNE WARWICK Heartbreaker 27-24
 ONN BASIL Mickey B
 DAN FOGELBERG Missing You B
- SUPERTRAMP-It's Raining Again X
- WFBR-AM-Baltimore
- (Andy Szulinski-MD)
- * * GLENN FREY-The One You Love 2-1 * SYLVIA-Nobody 3-2
- * JOE COCKER AND JENNIFER WARNES-Up Where We
- BElong 6-5 ★ IEFEREY OSBORNE-On The Wings Of Love 9-7
- DIONNE WARWICK-Heartbreaker 23-18
- SUPERTRAMP-It's Raining Again
 JEFFERSON STARSHIP-Be My Lady

- SHEEM EASTON -- Wouldn't Beg For Water A
 GLEN CAMPBELL-Old Home Town X
 DAN FOGELBERG-Missing You B
- TOTO-Africa B
- WCIR-FM-Beckley, W. Va.
- (Jim Martin-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where
- We Belog 2:1 ** ABC-The Look Of Love 9:4 * LIONEL RICHIE-Truly 17:5 * PAUL CARACK-I-Need You 14:6 * THE POINTER SISTERS-I'm So Excited 19:10 or 7000 PBCID. Michoe WROX-FM-Washington, D.C. (Dallas Cole-MD) * FLEETWOOD MAC-Gypsy 4-2 * CHICAGO-Love ME Tomorrow 12-8 * CHICAGO-Love ME Tomorrow 12-8 * LINDA RONSTADT-Get Closer 14-10
- •• TONI BASIL—Mickey
 •• DON HENLEY—Dirty Laundry
 DONNA SUMMER—State Of Independence B

 DAN FOGELBERG -- Missing You B
 IFFFERSON STARSHIP -- Be My Lady B
 OIANA ROSS-- Muscles B
 STRAY CATS--Rock This Town B
 LEVEL 42-Turn It On A
 MEN AT WORK--Down Under A
 SUPERTRAMP--It's Raining Again A
 SUPERTRAMP--It's Raining Again A
 PAT BENATRA--Shadows Of The Night X
 DONALD FAGAN--Ito's Cong X
 PAT BENATRA--Shadows Of The Night X
 DONALD FAGAN--Ito's Cong X
 OUARTERFLASH--Critical Times X
 STEVE WINWOOD--Valerie X
 STEVE WINWOOD--Valerie X
 STM STEME Lister Multer Band Dia Gong On X
 NOVO COM BO--Too Long Gone X
 THE STEVE MILLER BAND --Cool Magic X
 TOD--Africa X TDTO—Africa X DIDNNE WARWICK—Heartbreaker X

WCCK-FM-Erie

WCCK-FM — Erie (J.L.Sanford — MD) * SYLVIA - Nobody 2:1 * CHEAP TRICK — She's Tight 7:3 * TARE CAIN - Holdin' On 10-7 * LONCE, RCMIE - Truiy 12:8 * STEEL BREZZE - You Don't Want Me Anymore 15:9 • DARYL HALL & JOHN OATES — Maneater • LEVEL 42-Turn II:0 • DON HENLEY — Dirty Laundry B • STRAY CATS. - Rock This Town B • WILLIE HUTCH - In And Out B • THE BLASTERS—So Long Baby Goodbye A • SUPERTRAME — I'l's Raining Again A • KARLA BONOFF — Please Be The One X • CHILLIWACL-Whatcha Gonna Do X • TOTO — Africa X TOTO-Africa X

WGH-AM-Norfolk

(Bob Canada-MD) * * MICHAEL McDONALD-I Keep Forgettin' (Every W WINCHALE WEONNED - I NEEP FORGET Time You're Near) 1-1 ★ ★ SYLVIA-Nobody 10-6 ★ GLENN FREY-The One You Love 11-9 ★ LINDA RONSTADT-Get Closer 12-10 ★ LINDA RICHTE-Truly 20-11 ● LATIMORE-Let The Doorknob Hit You - LINE → LINE → LINE • LEVEL 42—Turn It On THE STEVE MILLER BAND-Cool Magic B DARYL HALL & JOHN DATES-Maneater B SURVIVOR—American Heartbeat 8 EDDIE RABBITT WITH CRYSTAL GAYLE—You And I A CHILLIWACK—Whatcha Gonna Do A SCANDAL – Goodbye To You A THE GO-GO'S – Get Up And Go A TERRY GREGORY—You Don't Own Me X KENNY ROGERS—A Love Song X WILLIE HUTCH-In And Out X THE CLASH-Rock The Casbah) BERTIE HIGGINS—Casablanca X
 THE FIXX—Stand Or Fall X HILE HIXA — Stand UT Fail A
 HAWKS—Nick Together X
 HAWKS—Nick Together X
 GHAWKS—Strikt Together X
 DOW HENLEY — Dirty Laundry X
 GEORGE HATCHER — Coming Home X
 PHIL GARLAND—You Are The One X

WNVZ-FM-Norfolk

(Steve Kelly-MD) * * DARYL HALL & JOHN DATES-Maneater 9-4 * * KENNY LOGGINS AND STEVE PERRY-Don't Fight

- II 10-5 * GLENN FREY—Teh One You Love 18-8 * JOE COCKER AND JENNIFER WARNES—Up Where We
- HOE COCKER AND JENNIFER WARNES—Up Where We Belong 26-10
 MBC—The Look Of Love 17-6
 TOHI BASIL—Mickey B
 DAN FOGELERG—Missing You B
 TIMOTHY B. SCHMIT—So Much In Love B
 DIONNE WARWICK—Heartbreaker B
 THE SPINMERS—Magic In The Moonlight B
 LEVEL 42—Turn It On A
 DON HEAL 42—Turn It On A
 MELBA MOORE—Love's Comin' At Ya A
 PATTI AUSTIN WITH JAMES INGRAM—Baby Come To Me A

Me A • STACY LATTISAW—Attack Of The Name Game X • JEFFREY OSBORNE—On The Wings Of Love X

WCAU-FM-Philadelphia

(Gien Katina – MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

* * JOE COCKER AND JENNIFER WARNES-Up Where We Belong 15.5 * * STRAY CATS-Rock This Town 24-18 * THE CLASH-Rock The Casbah 25-15 * FLEETWOOD MAC-Gypsy 26-21 * LIONEL IRCHIE-Truly 38-26 • DONNIE IRCS-Tough World • BILLY SQUIRE-Everybody Wants You • PATT AUSTIN WITH JAMES INGRAM-Baby Come To MaA

KENNY ROGERS—A Love Song A

- KENINY ROGERS—A Love Song A
 DIONNE WARWICK—Heartbreaker A
 TOTO—Artic A
 DAN FOGELBERG—Missing You X
 THE STEVE MILLER BAND—Cool Magic X
 PAT BENATAR—Shadows Of The Night X
 IEFFREY OSBORE—On The Wings Of Love X
 MASSING PERSONS—Destuation Unknown X
 BAD COMPANY—Electricland X
 IEFFRESON STARSINP—Be My Lady X
 DONAL OF ACM—I.G.Y. (What A Beautiful World) X
 LINDA RONSTADT—Get Closer X
 PAUL McCARTMEY—Tug Of War X
 SURVYOR—American Heartbeat X
 - SURVIVOR—American Heartbeat X TIMOTHY B. SCHMIT—So Much in Love X MOVING PICTURES—What About Me X
- CHICAGO—Love Me Tomorrow X WIFI-FM-Philadelphia (Don Cannon/Verna McKay-MD) + JACKSON BROWNE-Somebody's Baby 6-4 + JOE COCKER AND JENNIFER WARNES-Up Where Wa Palare 10, 10

* DIG COCKER AND JENNIFER WARNES Up Where We Belong 19:10
 Velock LINCHLE -Truly 26:15
 * UJUCK INCHTON-Break IT To M Gently 20:16
 * UDKLE NICKOM -Steppin Out 24:20
 JEFFERSON STARSHIP-Be My Lady
 * ABC-The Look Of Love
 THE SENNIKES-Magic In The Moonlight B
 'Hts STEVE MILLER BAND-Cool Magic A
 STEEL BREEZE -You Don't Want Me Anymore X
 CROSBY, STILLS AND NASH-Southern Cross X
 CHICAGO-Love ME Tomorrow X
 DARYL HALL AND JOHN OATES-Maneater X
 DOMALD FAGEN-L.G.Y. (What A Beautiful World) X

WPCG-FM-Washington, D.C.

Belong 13-6 AIR SUPPLY—Young Love 12-10

* LIONEL RICH!E-Truly 16-13 • KENNY ROGERS-A Love Song B

(Bruce Kelly—MD) * * SYLVIA—Nobody 1-1 * * OLIVIA NEWTON-JOHN—Heart Attack 10-5

* JOE COCKER AND JENNIFER WARNES-Up Where We



YesterHits_

HITS FROM BILLBOARD 10 AND 20 YEARS AGD THIS WEEK.

POP SINGLES-10 Years Ago

1. My Ding-A-Ling, Chuck Berry, Chess

3. Nights In White Satin, Moody Blues,

5. I Can See Clearly Now. Johnny Nash.

6. Freddie's Dead, Curtis Mayfield, Curtom

7. Garden Party, Rick Nelson & the Stone Canyon Band, Decca

2. Burning Love, Elvis Presley, RCA

4. Use Me. Bill Withers, Sussex

8. Ben, Michael Jackson, Motown

9. Everybody Plays The Fool, Main Ingredient, RCA

Danny O'Keefe, Signpost

2. He's A Rebel, Crystals, Philles

5. Sherry, Four Seasons, VeeJay

7. Patches, Dickey Lee, Smash

9. Gina, Johnny Mathis, Columbia

1. Superfly, Curtis Mayfield. Curtom

2. Carney, Leon Russell, Shelter

3.

7.

8.

1.

2.

3.

6.

7.

9.

2.

4.

5.

9.

10.

2.

3.

4.

5.

6

7

8.

Verve

Paramount

Deram

Mercury

5. Chicago V. Columbia

Pitney, Musicor

3. Do You Love Me, Contours, Gordy

4. Only Love Can Break A Heart, Gene

6. All Alone Am I, Brenda Lee, Decca

8. Ramblin' Rose, Nat King Cole, Capitol

10. I Remember You, Frank Ifield, VeeJay

TOP LPs-10 Years Ago

Days Df Future Passed, Moody Blues,

4. Never A Dull Moment, Rod Stewart,

6. All Directions, Temptations, Gordy

9. Honky Chateau, Elton John, Uni

10. Ben, Michael Jackson, Motown

West Side Story, Columbia

The Music Man, Warner Bros.

Hatari, Henry Mancini, RCA

1. Funny Face, Donna Fargo, Dot

3. Oney, Johnny Cash, Columbia

6. I Ain't Never, Mel Tillis & the

7. The Class Of '57. Statler Brothers.

8. Pride's Not Hard To Swallow, Hank

Don't She Look Good, Bill Anderson,

The Lawrence Welk-Hee Haw Counter Revolution Polka, Roy Clark, Dot

SOUL SINGLES-10 Years Ago

Freddie's Dead, Curtis Mayfield, Curtom

Woman Don't Go Astray, King Floyd,

Good Foot, Part I, James Brown, Polydor

One Life To Live, Manhattans, Deluxe

1. I'll Be Around, Spinners, Atlantic

Use Me, Bill Withers, Sussex

Ben, Michael Jackson, Motown

Everybody Plays The Fool, Main

10. (It's The Way) Nature Planned It, Four

9. Baby Sitter, Betty Wright, Alston

My Man. Tammy Wynette, Epic

Haggard, Capitol

Wallace. Decca

Statesiders, MGM

Williams Jr., MGM

rcury

Decca

Chimnevville

Ingredient, RCA

Tops, Motown

Ray Charles Greatest Hits, ABC-

Something Special, Kingston Trio, Capitol

COUNTRY SINGLES-10 Years Ago

It's Not Love But It's Not Bad. Merle

If You Leave Me Tonight I'll Cry, Jerry

Rock Df Ages, The Band, Capitol

London Session, Chuck Berry, Chess

TOP LPs-20 Years Ago

Modern Sounds in Country & Western Music, Ray Charles, ABC-Paramount

Ramblin' Rose, Nat King Cole, Columbia

I Left My Heart In San Francisco, Tony Bennett, Columbia

Jazz Samba, Stan Getz & Charlie Byrd,

Peter, Paul & Mary, Warner Bros.

10. Good Time Charlie's Got The Blues,

POP SINGLES-20 Years Ago

Monster Mash, Bobby (Boris) Pickett and the Crypt Kickers, Garpax

Deram

Epic

• Continued from opposite page

WHHY-FM-Montgomery

- WHHY-FM MONTGOMERY (Mark SL John MD) ** LIONEL RCHLE Truly 10-1 ** JEFREY OSBORKE On The Wings Of Love 19-12 * TONI BASIL Mickey 26-19 * CHICAGO Love Me Tomorrow 25-20 * DARTH HALL & JOHN OATES Maneater 30-24 SUPERTRAMP It's Raining Again TOTO Africa PATTI AUSTIN WITH JAMES INGRAM Baby Come To Mark R
- PATT RUSTIN WITH YAMES HARKAM Daily Culter to Me B
 DOMALD FAGEN I.G.Y. (What A Beautiful World) B
 DOM HENLEY Dirty Laundry A
 ABC The Look Of Love A
 EUDE RABBETT WITH CRYSTAL GALE You And I A
 RUSH New World Man X
 SURVIYOR American Heartbeat X
 LUNDA RONSTADT Get Closer X
 MOVING PICTURES What About Me X
 DOM FORELBREG Missing You X
 JEFFERSON STARSHIP DB My Lady X
 DIONING WARWICK Heartbreaker X
 BILLY JOLL Pressure X
 KENRY ROGERS A Love Song X

WWKX-FM-Nashville

- (John Anthony-MD) * * JOE COCKER AND JENNIFER WARNES-Up Where

- * + JOE COCKER AND LENNIFER WARNES—Up Where We Belong 5-1 * + THE GAP BAND—You Dropped A Bomb Dn Me 4-2 + LIOWEL MICHE—Truly 15-5 + LAURA BRANIGAN—Gloria 13-10 * CHICAGO—Love Me Tomorrow 20-14 SUPERTRAMP—I'rs Raining Again LATIMORE—Let The Doorknob Hit You DIAMA ROSS—Muscles 8 KENNY LOGGINS AND STEVE PERRY—Don't Fight It B JEFREY OSBORNE—On The Wings Of Love B DHONNE WARWICK—Heartbreaker B CHILLIWMCK—Whatcha Gonna Do A PATTI AUSTIN WITH JAMES INGRAM—Baby Come To Me A

- PATTI AUSIIN WILL & JOHN OATES-Maneater X PRINCE-1999 A DARYCHALL & JOHN OATES-Maneater X PAT BENATAR-Shadows Of The Night X DAM FOGEUEBEG-Missing You X DOM HENLEY-Dirty Laundry X RUSH-New World Man D SURWIOR-American Heartbeat D SURWIOR-American Heartbeat D SURWIOR-American Heartbeat D SURWIOR-MENT

- WBJW-FM-Orlando
- (Terry Long_MD) **OLUVIA NEWTON-JOHN-Heart Attack 14-8 * NELLOWANOND-Heartlight 15-9 * JOE COCKER AND JENNIFER WARNES-Up Where We
- NO COCKET AND SENTER A MARKES OF Belong 22-1 Steppin' Out 21-16 * JOE JACKSON --Steppin' Out 21-16 * KIM CARRES-Voyeau 28-22 LIONEL RICHLE-Truly STUTIA-Nobody B DARYGLEBERG-Missing You B DARYL HALL & JOHN OATES-Maneater B

WKXY-AM-Sarasota

- (Tony Williams MD) * * OLUVIA NEWTON-JOHN Heart Attack 8-3 * STUKIA ~ Nobody 18-9 * LIONEL RICHIE Truly 21-17 * GLENN FRET The One You Love 21-17 * TOHI BASIL- Mickey 26-2 CROSEY, STILLS AND NASH Southern Cross B SUBPRYME Amaging Machineth 18

- SURVIVOR—American Heartbeat B KENNY LOGGINS AND STEVE PERRY—Don't Fight It B CHICAGO—Love Me Tomorrow A KENY LOGGINS AND STOLE PERRY—Don't Fight It CHIC460—Love Me Tomorrow A BILLY JOEL Pressure A DONALD FAGEN—I.G.Y. (What A Beautiful World) A BILLY SQUIER—Everybody Wants You A RUSH—New World Man A JOE JACKSON—Steppin' Out X PAT BENATAR—Shadows Of The Night X THE WHO—Athena X UNDA RONSTADT—Get Closer X TOM SNOW—Hungry Night X

WSGF-FM-Savannah

- WSGF-FM -- Savannah (J.P. Hunter-MD) * FLEETWOOD MAC-Gypsy 7-2 * JDE COCKER AND JENNIFER WARNES-Up Where We Belong 15-7 * CHICAGO-Love ME Tomorrow 16-8 * JDE JACKSON-Steppin' Out 21-16 * RUSH-New World Man 24-17 SUPERTRAMP-It's Raining Again DON HENLEY-Dirty Laudry JEFFERSON STARSHIP-Be My Lady B DONALD FACEM-16.5.'', (What A Beautiful World) B DONALD FACEM-16.5.'', Gundard B THE TIME-777-9311 X CARL CART CON-Baby I Need Your Loving X WAY PARKER JR. It's Our Own Affair X THE STEVE MILLER BAND-Cool Magic X CHILTWACK--Whatcha Gonna Do X PAT BEANTAR --Shadows O'T The Night X CHERYL LYNN-IT This World Were Mine X MARVIN GAYE-Sexual Healing X AL JAREBUA AND RANDY CRAWFORD-Your Precious Love X

- Love X GHORNE WARWICK Heartbreaker X SURVIVOR American Heartbeat X PAUL McCARTNEY Tug Of War X
- TOTO-Africa A VANITY 6-Nasty Girl A PRINCE-1999 A
- WRBQ-FM-Tampa
- (Pat McKay MO) ** O(I MSA) MO) ** TOHI BSALL Mickey 13·10 * THE CAP BAND You Dropped A Bomb On Me 15·11 * LIONEL RICHLE Truly 18·13 * AMERICA You Can Do Magic 19·17 •• DON HENLEY Dirty Laundry •• DIONNE WARKVICK Heartbreaker LATIMORE Let The Doorknob Hit You A

- WSEZ-FM-Winston-Salem

- WSEZ-FM Winston-Salem (Bob Mahoney-MD) * #FLEEMODO IMAC-Gypsy 1-1 * # NEL DIAMOND-Hearlight 17-10 * DIAMA ROSS-Muscles 19-14 * ABC-The Look Of Love 27-22 * JEFFERSON STARSHIP Be My Lady 31-12 KENNY ROGERS-A Love Song EDDIE RABBITT WITH CRYSTAL GALE-You And 1 BILL MEDLEY-Right Here And Now A CARL CARLTOM-Baby I Need Your Loving A SUPERTIRAMP-IT's Raining Again A SUPERTIRAMP-IT's Raining Again A SHEEMA EASTOM -I Would The Beg For Water A CHF RICHARD-The Only Way Out X MESSING PERSONS-Destination Unknown X PALU McCARTINEY-Tug OY War X PAL BACARTINEY-Tug OY War X BILLY SQUIER-Everybody Wants You X

Radio

Mike Harrison_ Formats: What Exactly Are They?

now simply calling the D's in their

A friend who programs a rock sta-

tion called me the other day with the

exciting news that, as of the follow-

ing Monday, his station would be

"changing format!" "You are?!" I stated with sur-

prise. "I thought you were happy

with contemporary rock." "No," he responded, "We're not

changing our music. We're changing

our slogans." To him that was a for-

To the record companies and

trade publications, formats equate

to musical genres. To the disk

jockey, a format is a guideline to be followed. To the sales department, it

is a label to be sold. To the program

director, it is a formula to be devel-oped and implemented. To the con-

sultant, it is a mystique to be pro-

jected. To the listener, it's an audio

Just the other day, a major market

air personality confided to me that

her program director is always threatening the jocks with termi-

Dave Logan has been named p.d.

at KFOG San Francisco, which

switches to AOR from beautiful mu-

sic the middle of this month. He

comes from WLAV Grand Rapids

where he was p.d. for two and a half

years. Prior to that he served as pro-

motion and marketing director of

menu-if anything.

WLUP Chicago.

Position Wanted

\$30.00 per inch

Position

Services

Available

WE ACCEPT

ALL MAJOR

CREDIT CARDS

SHE

TIMBERLINE

PRODUCTIONS

Box 9541 So. Station,

Denver, CO 80209

(303) 756-9091

BARGAIN RECORDING TAPE

1 mil, 3600' approx. length. Recorded Once. Recycled Syndication surplus. 10" Reels \$3.98. 10" hubs \$1.39. Minimum order 10 reels or hubs. Price includes shipping, Payment with order.

Bill Taylor COUNTRY CONSULTANTS 1425 E. Orange Grove Pasadena, CA 91104

INSIDE COUNTRY

Designed With The Country DJ In Mind. Current artist bios, Monthly Calendar, Country Trivia. We do the research! You sound informed! Send for FREE sample.

Inside Country

Advertising Brings Results

12-B

6000 Fulton Ave., Suite 1 Van Nuys, CA 91401

Vox Jox

music rotation E's.

mat change.

23

nation if they "break" format-but

the format is so complex and mathe-

matically impossible to execute to

the letter that everybody is con-

stantly "breaking" it. She speculated

that because her program director

isn't ever on the air himself, he has

no real concept of how the format

works and she's confused as to

whether or not he actually knows that it's not happening in reality the

way he seems to think it is on paper.

knows. Most program directors de-

sign their formats too tight to fit and

then seem to turn the other ear when

it's stretched a bit. (That way they've

always got something to fire you on,

in case you get unlucky in the ratings

or something.) The abuse of the word "format" as

a professional term within the radio

community is directly attached to the abuse of the *concept* "format." It

is fueled by the fact that radio is ex-

tremely means-oriented as opposed

to ends-oriented. How you come up with your sound is more important

that what you sound like. And most

of the people who deal with radio stations, other than listeners, hardly

ever actually hear them directly.

They read about them. And they

read about them in a hurry. Thus,

the quick use of the thumbnail terms

that have come to mean the be-all

and end-all of radio, the quintes-

sence of audio expediency, the for-

caster and consultant is president of Goodphone Communications in

Woodland Hills, Calif.

ADDRESS ALL ADS: JEFF SERRETTE Billiosard Job Mart. 1515 Braadway. New York. N.Y. 10036, Phome. (212) 764-7386 (incally) or (800) 223-7524 (Dut of State). Usa any major credit card when calling in your advertisement.

PAYMENT MUST ACCOMPANY ORDER

State

Attention Program Directors

Draw attention to your weekends inexpen-

sively with well-known personality, Chuck

Buell and a strong specialized program. Each

week 3 hours of the hits from the 50's, 60's,

& 70's and the stories behind them. Send or

CURRENT AND

CLASSIC AIRCHECKS!

Special Issue #S-5 features Milwaukee-Detroit-Chicago. with AOR's WLPX& WQFM plus CHR WKTI from Milwaukee, AOR's WRIF, WABX & WLLZ, plus A/C's WNIC & WMJC from Detroit. and AOR's WLLP, WMET & WXRT, plus CHR WLS-FM/Steve

Dahl from Chicago. 90-minute cassettes, \$5.50. Current Issue # 31 features KWST/ London & Engelman with the switch to Magic-106, KUBE-Seattle/Charlie Brown,

KLOS/Frazer Smith, KMPC/Robert W. Morgan, KFI/Bobby Rich, plus KNX-FM & The Mighty 690. Cassettes, \$5.50. Classic Issue # C-24 features KKDJ/Charlie

Classic Issue # C-24 features KKDJ/Charlie Tuna's first show-1973, KFWB/Gary Ovens-1962, KHJ/Don Cox-1977, KPAM/John Sebastian-1973, WMCA/Harry Harrison-1965, WABC /Bob Dayton-1965, plus K100-1975, and 10Q-1976. Cassettes, \$10.50.

CALIFORNIA AIRCHECK

Dept. BB

BOX 4408 SAN DIEGO, CA 92104

Zip_

Mike Harrison, producer, broad-

mat.

BILLBOARD RADIO JOB MART

Name

City

Address

Telephone _

SERVICES

call for your demo tape today.

OCTOBER

30,

1982

ω

ILLBOARD

I told her that the odds are he

The word "format" is truly the "floor mat" of radio terms. It's everywhere. People are always tripping on its holes and tears. And just about everybody who uses it as a descriptive label usually steps all over it and beats it to hell.

It's an ambiguous term with multiple definitions and one of the most abused, overly relied upon concepts in the medium.

means they're going from top 40 to

"contemporary hit radio" (another term for top 40). At others it means

they're bringing in a consultant and their new "format" will bear his

name. At others it means that the D's

in their music rotation will now be

run where the E's used to be, and

vice versa. At others it means they're

casting Group property. Atchley has moved to Little Rock to oversee the

* * *

Neal McNeal has left WLSQ

Montgomery, the nation's lone AM

SuperStars station, to program AC WBAM-FM there. McNeal was also

p.d. at LSQ sister WREZ-FM, a beautiful music outlet, and manage-

ment is looking for a replacement to handle both spots. ... Scott Slade, program director for WAYS Char-

lotte, steps in as full-time p.d. at sis-ter WROQ-FM. He replaces former p.d. J.B. Ballard. ... WMMR-FM

. Philadelphia has a new assistant

music director, Pauline Babikian... Johnny Lyons is the new music di-

rector at KNYN Sante Fe. ... Jeff

Crawford is named music director

for WRKA-FM Louisville, replac-

ing Lee Tobin, who stays on as assist-

ant p.d. Crawford is an overnight air

Viacom has appointed Paul Arnzen

vice president and general manager

exists country KHEY El Paso for

WUSN Chicago. ... Rosiland

Rouse, news director for WGEE-AM/WIXX-FM Green Bay, is the

new president of the UPI Broadcast

Two Bay Area radio vets have

joined KMEL-FM San Francisco

Gene Mitchell, afternoon drive DJ

at KOME-FM San Jose for the past

six years, now hosts the "Beast Of

The Bay" show, weekends from 12-6

p.m. And Bonnie Simmons, the former KSAN-FM San Francisco

program director and air person-

ality, fills in on weekends. During

the week she works for Bill Graham

Presents. ... KLLB-FM Portland

has appointed Rick Johnson music director. ... KIIS-FM Los Angeles has named Mike Schaefer music di-

rector. ... Angela Wright fills that post at KITY-FM San Antonio,

where John Steele is the new pro-

gram director. In Pittsburgh, Terry Caywood, afternoon drive man at WXKX-FM, adds the title of

www.americanradiohistory.com

music director.

+

Advisory Board for Wisconsin.

* *

... Karen Powers

of WNYT Albany.

personality at the Capitol station...

operation of KSSN-FM there.

• Continued from page 15

This semantic inconsistency is particularly evident stations when "change" their formats. At some, a change format means they're going from top 40 to country. At others it ¹⁰ Copyright 1982. Billboard Publications, Inc. No part of this publication may be reproduced stored in a retrieval system, or transmitted, in any form or by any means, electronic, mechanica photocopyring, recording, or otherwise, without the prior written permission of the publisher.

Top Tracks Rock Albums This Week Week Meet Meet ARTIST-Title, Label ARTIST-Title, Label RUSH-New World Man, Mercury WEEKS AT #1 **RUSH-Signals**, Mercury DON HENLEY-I Can't Stand Still, Asylum DON HENLEY-Dirty LAundry, Asylum THE WHO-It's Hard (Warner Bros.) THE WHO-Athena Warner Bros BILLY SQUIER-Emotions In Motion, Capitol PETER GABRIEL-Shock The Monkey, Geffen PAT BENATAR-Shadows_Of The Night, Chrysalis PAT BENATAR-Shadows Of The Night, Asylum (12 Inch) THE CLASH-Rock The Casbah, Epic SAGA-Worlds Apart, Portrait -5 JOE JACKSON-Steppin' Out, A&M STRAY CATS-Built For Speed, EMI-America **BILLY JOEL**-Pressure, Columbia PETER GABRIEL-Security, Geffen BAD COMPANY-Rough Diamonds, Swan Song STEEL BREEZE-You Don't Want Me Anymore, RCA - 5 BRUCE SPRINGSTEEN-Nebraska, Columbia BRUCE SPRINGSTEEN-Atlantic City, Columbia STEVE WINWOOD-Talking Back To The Night, BILLY SQUIER-Everybody Wants You, Island Capito JEFFERSON STARSHIP-Winds Of Change, Grunt JUDAS PRIEST-You've Got Another Thing Coming, BILLY JOEL-The Nylon Curtain, Columbia Columbia SANTANA-Nowhere To Run, Columbia MEN AT WORK-Business As Usual, Columbia STEEL BREEZE-Steel Breeze (RCA) THE WHO-Eminence Front, Warner Bros. - 7 **ROBERT PLANT**-Pictures At Eleven, Swan Song BILLY SQUIER-Learn How To Live, Capitol **KENNY LOGGINS-High Adventure (Columbia)** EDDIE MONEY-Shakin', Columbia THE CLASH-Combat Rock, Epic STEVE WINWOOD-Still In The Game, Island JUDAS PRIEST-Screaming For Vengeance, KENNY LOGGINS AND STEVE PERRY-Don't Fight Columbia It. Columbia SUPERTRAMP-Famous Last Words, A&M NEW ENTER SAGA-On The Loose, Portrait EDDIE MONEY-No Control, Columbia (EP) NEW CATRY **DIRE STRAITS-Industrial Disease, Warner Bros** A FLOCK OF SEAGULLS-A Flock Of Seagulls, Jive/ ILLBOARD BAD COMPANY-Electricland, Swan Song Arista DIRE STRAITS-Love Over Gold, Warner Bros. THE PAYOLAS-Eyes Of A Stranger, A&N SANTANA-Shango **RUSH**-Subdivisions, Mercury MISSING PERSONS-Spring Session M, Capitol AEROSMITH-Lightning Strikes, Columbia SOUNDTRACK-Fast Times At Ridgemont High, PAUL CARRACK-I Need You, Epic 1982, Asylum MEN AT WORK-Down Under, Columbia THE FIXX-Shuttered Room, MCA NEW COTAT **ROBERT PLANT-Far Post, Swan Song (Import)** UTOPIA-Utopia, Network 30, FLEETWOOD MAC-Mirage, Warner Bros. JEFFERSON STARSHIP-Can't Find Love, Grunt NEW ENTRY OCTOBER AEROSMITH-Rock In A Hard Place, Columbia CHILLIWACK-Whatcha Gonna Do, Millennium CHILLIWACK-Opus X, Millennium ROBERT PLANT-Burning Down One Side, Swan MIKE RUTHERFORD-Acting Very Strange, Atlantic Song LINDA RONSTADT-Get Closer, Elektra/Asylum FLEETWOOD MAC-Gypsy, Warner Bros. DARYL HALL AND JOHN OATES-H2O, RCA RUSH-Analog Kid, Mercury PAUL CARRACK-Suburban Voodoo, Epic NEW ENTRY SUPERTRAMP-It's Raining Again, A&M DONALD FAGEN-The Nightfly, Warner Bros. NEW ENTRY PETER GABRIEL-Kiss Of Life, Geffen DONNIE IRIS-The High And The Mighty, MCA NEW ENTRY DARYL HALL AND JOHN OATES-Maneater, RCA JOHN COUGAR-American Fool, Riva/Mercury (Polygram) SANTANA-Hold On, Columbia PAT TRAVERS-Black Pearl, Polydor .38 SPECIAL-You Keep Runnin' Away, A&M BUCK DHARMA-Flat Out, Portrait NEW ENTRY THE WHO-Dangerous, Warner Bros. ...38 SPECIAL-Special Forces, A&M BRUCE SPRINGSTEEN-Open All Night, Columbia THE PAYOLAS-No Stranger to Danger, A&M THE PRETENDERS-Back On The Chain Gang, Real-JOHNNY VAN ZANT BAND-Last Of The Wild Ones, Import Polydo DONALD FAGEN-I.G.Y. (What A Beautiful World), SHERRIFF-Sherriff, Capitol Warner Bros FOGHAT-In The Mood For Something Rude, NEW ENTRY THE PRETENDERS-My City Was Gone, Real Warner Bros. (import) NEW ENTRY TALK TALK-Talk Talk, EMI-America GENESIS-You Might Recall, Atlantic THE ALAN PARSONS PROJECT-Eye In The Sky, Arista A FLOCK OF SEAGULLS-I Ran. Arista HUGHES/THRALL-Hughes/Thrall, Boulevard STEVE WINWOOD-Valerie, Island GENESIS-Three Sides Live. Atlantic WALL OF VOODOO-Mexican Radio, I.R.S. TAXXI-States Of Emergency, Fantasy LINDA RONSTADT-Get Closer, Asylum UTOPIA-Hammer In My Heart, Network Top Adds CONEY HATCH-Devil's Deck, Mercury TAXXI-1'm Leaving, Fantasy SUPERTRAMP-Famous Last Words, A&N JOHN COUGAR-Jack And Diane, Riva/Mercury, FOGHAT-In The Mood For Something Rude, Warner Bros. Polygram .38 SPECIAL-Chain Lightning, A&M PAT TRAVERS-Black Pearl, Polydor JACKSON BROWNE-Somebody's Baby, ROD STEWART-Guess I'll Always Love You, Warner Bros. (12 Asylum (45) inch) MICHAEL STANLEY BAND-In Between The Lines, TALK TALK-Talk Talk, EMI-America **EMI-America** MISSING PERSONS-Spring Session M, Capitol JOHN COUGAR-Thundering Hearts, Riva/Mercury BAD COMPANY-Racetrack, Swan Song JEFFERSON STARSHIP-Winds Of Change, Grunt JOHNNY VAN ZANT BAND-It's You, Polydor BUCK DHARMA-Flat Out, Portrait ROMEO VOID-Never Say Never, 415 CHILLIWACK-Opus X, Millennium PAUL CARRACK-Lessons, Epic GOLDEN EARRING-Twilight Zone, Polydor DONNIE IRIS-The High And The Mighty, MCA

A compilation of Rock Radio Airplay as indicated by the nations leading Album oriented and Top Track stations.

Radio

August/September Birch

Following are the Birch Report figures for Buffalo, Cincinnati, Cleveland, Denver-Boulder, Louisville, Phoenix and Rochester. All figures are for 12 plus. 6 a.m. to midnight, Monday to Sunday.

station	format	Aug./Sept.	July/Aug.	June/July
Buffalo				_
WBEN-AM	AC	12.1	8.7	7.6
WGRQ	AOR	10.9	14.0	16.0
WBEN-FM	AOR	9.2	8.5	7.5
WJYE	beautiful	7.6	8.5	10.1
WKBW	Hot 100	7.4	8.8	7.6
Cincinnati				
WEBN	AOR	16.1	16.2	16.5
WKRC	AC	8.7	9.5	9.1
WLW	MOR	7.8	8.0	9.6
WKRQ	Hot 100	7.7	7.7	8.7
WWEZ	beautiful	7.4	5.0	4.9
Cleveland				
WMMS	AOR	16.8	19.4	18.6
WGCL	Hot 100	7.7	7.6	6.0
WDMT	urban	6.8	6.9	6.4
WMJI	AC	6.0	5.9	3.6
WBBG	MOR	5.7	7.5	7.7
Denver-Boulder				
KPKE	AOR	10.4	8.9	9.3
КВРІ	AOR	8.0	8.3	7.9
KAZY	AOR	7.2	8.1	7.7
КВСО	AOR	6.7	5.7	5.0
KOA	talk	6.4	5.8	5.5
Louisville				
WAMZ	country	12.5	11.7	10.0
WQMF	AOR	11.4	10.2	11.0
WLOU	black	10.7	10.4	9.7
WKJJ	AC	9.2	8.2	6.4
WLRS	AOR	8.5	9.4	8.5
Phoenix				
KDKB	AOR	12.5	15.6	14.4
KUPD	Hot 100	9.8	8.6	9.5
KTAR	news	8.5	8.7	7.5
KNIX-FM	country	7.5	8.4	10.2
KMEO-FM	beautiful	6.7	3.9	4.5
Rochester				
WCMF	AOR	14.1	14.1	13.4
WEZO	beautiful	11.9	13.4	14.0
WMJO	AOR	9.6	10.3	9.5
WHAM	MOR	9.5	9.9	9.4
WVOR	AC	7.5	6.4	7.7

New On The Charts_



VANITY 6

"Vanity 6"

"We're dealing with the real life, how people think and feel," says Susan, one of the three sultry women dressed in frilly lingerie on the cover of the new "Vanity 6" record (Warner Bros.). Susan, 16, grew up in Minneapolis, where she met Prince, who suggested she form her own group. The multi-instrumentalist later introduced her to Vanity, 19, of Niagara Falls, N.Y., and Brenda, 21, who played in a band in her native Boston.

Featuring the accompaniment of the Time, their debut album is a catchy, upbeat party record, moving from synthesizer rock to dance-floor funk on such tunes as "Nasty Girl" and "He's So Dull." "I think it's wonderful to be outrageous, to live out every fantasy onstage," explains Susan. Brenda adds, "The stage is the one place in the world where you can be anything you want and get away with it."

The group is touring this fall with the Time. Vanity 6 is managed by Steve Fargnoli, (213) 473-1564, and booked by Nick Morris of the William Morris Agency, (212) 586-5100.

This feature is designed to spotlight acts making their debut on Billboard's Hot 100 and Top LPs and Tape charts. For newcomers on the Black chart, see page

Radio



SUMMER MEANS FUN-Olympia Lakes in Willingboro, N.J., was the scene last month for WYSP-FM Philadelphia's Rockin' Ramblin' Raft Race. The third annual event drew over 20,000 spectators and participants.

National Programming

• Continued from page 16

These are produced by Patrick Griffith Productions.

The AC overnight music show "Night Time America" is being expanded from five to six nights a week. With the demise of the talk-formatted "America Overnight," 'Night Time America," which is hosted by Bob Dearborn, is being offered to both RKO One and RKO Two affiliates. The live oldies show, "Solid Gold Saturday Night," remains unchanged in its 7 p.m. to midnight slot. It is hosted by Dick Bartley. * * *

TM is also offering, on its own, a Christmas variety show called "Santa's Place," which has been written by Randy Brooks and produced by TM's own Jack Kirk.... Drake-Chenault is offering two Christmas specials, "Christmas At Our House" for AC and MOR sta-tions and "Country Christmas." The AC/MOR show features guests Bob Hope, Dionne Warwick and Johnny Mathis and is hosted by Sonny Melendrez. "Country Christmas" guests include Johnny Cash and Loretta Lynn. It is hosted by Eddie Arnold and Brenda Lee.

* *

Mary Turner has put together a special two-part "Off The Record Special" for Westwood One on the Who, which will air Nov. 8 and 15 on more than 250 stations. Who members Roger Daltrey, Peter Townshend, John Entwistle and Kenney Jones are interviewed. In addition, the group's comments will be heard during the month of Novem-



ber on the weekly short feature also called "Off The Record," marking the first time one group has been featured for four consecutive weeks. This show is cleared on 500 stations.

* * * Johnny Biggs, distribution man-ager of Watermark/ABC Enter-

prises has been promoted to executive in charge of oper-ations of the pro-duction engineering and distri-bution. He joined Watermark in 1976 and will continue to co-produce "American Country Countdown" with Bob Kingsley.... "Soups On," a daily one-minute fea-

ture starring Soupy Sales, is now in production for distribution to begin in January. Co-hosting the show will be New York DJ Jessie Anderson, who uses only her first name on air The show is being offered by Jamison Broadcast of New York, which also produces "The Prevention Health Report," "Inside Family Circle," "The Mother Earth News," "New Age Radio" and "Energy Watch."

* * *

Roxy Myzal, manager of affiliate relations for Rolling Stone Maga-

zine Productions, has moved over to **DIR Broadcasting** to be director of station relations. Before joining Rolling Stone, she worked in promotion departments at Atlan-

Myzal

tic and Chrysalis Records and was music director of WXLO (now WRKS) New York. ... Ben Avery has been appointed station relations vice president at Mutual Broadcasting. He comes to Mutual from the broadcast services division of the Associated Press where he was deputy director. Mutual has added three new affiliates: KTED Fresno, KWTD Lonoke, Ariz. and WGKN Knoxville. ... Progressive Radio Network is offering a 25-week series of vignettes called "Sound Advice," offering audio tips to consumers. Progressive also is offering six fourminute montages celebrating Christmas, Mother's Day, the Fourth of July, Thanksgiving, Memorial Day, Labor Day, St. Valentine's Day and Halloween. This "Holiday Package" is designed for AOR, AC and Hot 100 stations.

Radio Specials

Billboard B

A weekly calendar of upcoming network and syndicated music specials. Shows with multiple dates indicate local stations have option of broadcast time and dates.

- Oct. 25, Steve Winwood, Guest D.J., Rolling Stone Productions, one hour.
- Oct. 25, British Invasion, part two, Continuous History Of Rock And Roll, Rolling Stone Productions, one hour.
- Oct 25 Cleo Laine, John Dankworth, Music Makers, Narwood, one hour. Oct. 25, Don Williams, Country Closeup, Nar-
- wood, one hour. Oct. 25, Eddie Rabbitt, Musicstar Specials,
- RKO Radioshows, one hour. Oct. 25, George Thorogood, Off The Record,
- Westwood One, one hour Oct. 25, Stephanie Mills, Special Edition,
- Westwood One, one hour. Oct. 25, Best Of Gilley's, part two, Live From
- Gilley's, Westwood One, one hour Oct. 25. Kenny Loggins, Billy Squier, Rock Al-
- bum Countdown, Westwood One, one hour Oct. 25. Luther Vandross, Peabo Bryson, The
- Countdown, Westwood One, one hour. Oct. 29, Ted Nugent, the Source, NBC, 90
- minutes. Oct. 29, International Festival Of Country Music, part two, Mutual Broadcasting, six hours.
- 0ct 29-31, Tommy James and the Shondells, Dick Clark's Rock Roll And Remember, United
- Stations, four hours. Oct. 29-31, Waylon Jennings, Weekly Country
- Music Countdown, United Stations, three hours. Oct. 29-31, Crosby, Stills and Nash, the Source, NBC, 90 minutes,
- Oct. 30-31, Ray Bolger, Jule Styne, "Mame,"
- Musical, Watermark, three hours. Oct. 30, Night Moves, RadioRadio, CBS, two
- hours Oct. 30, Mel Torme, Gerry Mulligan, George Shesaring, Jazz Alive, NPR, two hours.
- Oct. 30, David Frizzell & Shelly West, Michael Murphey, Silver Eagle, ABC Entertainment Network. 90 minutes.
- Oct. 31, Santana, King Biscuit Flower Hour, ABC Rock Radio Network, one hour. Oct. 31, Lords Of The New Church, BBC Col-
- lege Concert, London Wavelength, one hour Oct: 31, Lynn Redgrave, June Lockhart, Gary
- Owens, 1982 Halloween Party, Mutual Broad casting, two hours.
- Nov. 1, Rob Halford, Glen Tipton (Judas Priest), Guest D.J., Rolling Stone Productions, one hour
- Nov. 1, Yardbirds, Continuous History Of Rock And Roll, Rolling Stone Productions, one
- Nov. 1. Four Freshmen, Music Makers, Nar-
- wood, one hour. Nov. 1, John Conlee, Country Closeup, Nar-
- wood, one hour Nov. 1, Rush, Off The Record, Westwood One,
- one hour Nov. 1, Barry White, Special Edition, West-
- wood One, one hour. Nov. 1, Pat Benatar, Steve Winwood, Rock Alburn Countdown, Westwood One, one hour.
- Nov. 1. Peabo Bryson, George Brown (Kool & the Gang), The Countdown, Westwood One,
- one hour. Nov. 1, Gene Watson, Live From Gilley's,
- Westwood One, one hour Nov. 1. George Thorogood, Billy Idol, In Con-
- cert, Westwood One, one hour. Nov. 5-7, Rosanne Cash, Weekly Country Mu-
- sic Countdown, United Stations, three hours, Nov. 5-7. Hollies, Dick Clark's Rock Roll And
- Remember, United Stations, four hours. Nov. 6, Jaco Pastorius and Word Of Mouth,
- Jazz Alive, NPR, two hours. Nov. 6, Brenda Lee, Gene Watson, Silver Eagle, ABC Entertainment Network, 90 minutes.
- Nov. 6-7, Dusty Springfield, Morey Amsterdam, Glen Campbell, Soundtrack Of The 60s,
- Watermark, three hours. Nov. 6-7, Anthony Newley, "Singing In The Rain," Musical, Watermark, three hours.
- Nov. 7, Molly Hatchet, Best Of The Biscuit, King Biscuit Flower Hour, ABC Rock Radio Net-
- work, one hour. Nov. 8, Producers Special, Continuous History Of Rock And Roll, Rolling Stone Productions one hour
- Nov. 8, Pat Travers, Guest D.J., Rolling Stone Productions, one hour



☆ Superstars are awarded to those products demonstrating the greatest airplay gains this week (Prime Movers). ★ Stars are awarded to other products demonstrating significant gains. ● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

BILLBOARD

25

Survey For Week Ending 10/30/82

1982 Billboard Publice

www.americanradiohistory.com

Retailing

SCHWARTZ BROS. ELECTRONICS STORE Future Is Now For Tomorrow

By JOHN SIPPEL

26

LOS ANGELES-Six of Schwartz Bros.' Washington, D.C. Harmony Hut outlets are selling home computers, which reflects both a current trend (Billboard, Oct. 16) and the chain's use of a ground-breaking avant-garde electronics unit.

Describing the wider exposure for products such as Sinclair Timex 1000 home computers and an optional random access module, Clyde McElvane, the Lanham, Md.-based firm's retail chief, says, "Our Tomorrow store provides us with longterm contact with the cutting edge of home electronics." The 13-monthold mall outlet is "designed to capture and sustain the interest of the purist, the affluent hobbyist and even the gift-giver who see the future in home entertainment."

Tomorrow is proof that "necessity is the mother of invention," says

Subway Store Serves N.Y.'s Latin Market

By ENRIQUE FERNANDEZ

NEW YORK-Customers may have to pay 75 cents for the privilege of shopping at Record Mart here, but if they're Latin dance music aficionados, the store's likely to have what they want. Jesse Moskowitz has been oper-

ating his retail outlet in the Times Square subway station (literally in the station, hence the 75 cent subway token fee) for the past 20 years, and though he admits business isn't what it used to be, he knows his customers will keep coming back for what the mainstream discount chains can't offer: hard-to-find Latin catalog product. Ironically, this 8,400 square foot

(50% selling space, 50% stock room) store situated in the heart of the world capital of salsa, does not sell much New York salsa. According to buyer/manager Harry Sepulveda, salseros from Puerto Rico, like El Gran Combo, and Venezuela, like Oscar D'Leon, far outsell hot local product from the likes of Conjunto Clasico or Willie Colon and Ruben Blades.

This may be due to Record Mart's location, which draws foreign customers from Latin American neighborhoods in the boroughs who favor Caribbean artists. Sepulveda observes that local artists do well in other New York Latin stores.

Record Mart carries approxi-(Continued on page 50) McElvane of the 3,500 square foot unit in the Columbia, Md. mall which is one of the chain's most productive outlets. Rouse Co., the landlord, approached the diversified industry firm two years ago with an expansion program. Schwartz Bros. had the option of opening a second record/tape/accessories store, or any other type of outlet, or else a competitor could take the extra space.

Schwartz chose to open a home electronics store, with a strong basic inventory of current LPs, and tapes. "We never want to lose our identification with recorded music," McElvane emphasizes. "Tomorrow in other ways is a total departure in image for our chain. When you walk into Tomorrow, you have to be struck by the undulating 30 feet back wall, which is made up of metal circles which constantly jiggle because of a hidden fan. Eight-inch red-tinged Tomorrow lettering brings the name of the store forcibly to the customer."

The store's left wall is devoted to album product, with new releases and the top charted product highlighted. Album catalog price there is about 20 cents under the neighboring Harmony Hut's \$8.98 full list price. No singles are stocked. Audiophile albums are accented. Tomorrow stocks the normal complement of audio accessories, along with video and home computer accessories.

The front of the store is reserved for pertinent product. "Smart telephones," the trade monicker for answering units and cordless phones, currently occupying that slot, McElvane says.

Walkman-type AM, AM-FM radios and combination radio/tape playback units currently get strong display on the right wall. Among brand names on display are Sanyo, Toshiba, Besser, Koss and Airmate.

Home video game cartridges are Tomorrow's solid movers. As is the case with prerecorded audio cassettes, McElvane stresses open display for game cartridges in browsertype fixtures. Schwartz Bros. has created its own paper spaghetti boxes as a security measure. The 12by seven-inch spaghetti box makes it possible to stock the games in regular LP fixtures. Divider cards separate the cartridges by manufacturer. McElvane finds game buyers usually know what they want when they enter Tomorrow. The avant-garde store also handles Atari, Mattel and Coleco game hardware.

"The electronics consumer is apprehensive, sometimes afraid, when entering a store," McElvane says. "Store manager John Kind and longtime employee Ed Bart do a fine job of training our new people. We want that customer in a relaxed atmosphere or he won't be pleased and satisfied with his purchase." To further establish Tomorrow as

To further establish Tomorrow as a home computer source, the store is running a large ad in a Washington daily, carrying a coupon which must be brought into the store for the giveaway of an Atari 4000. Using the names on the coupons together with a customer list, patrons will be mailed invitations to a forthcoming fall computer seminar to be conducted by manufacturers' reps and store personnel.

Because Tomorrow is a single store, ad dollars from manufacturers are not adequate for a consistent ad program. McElvane says home computer makers' marketing dollars and programs are a step behind record labels'. He has worked out several programs with WLMD-AM, a mall neighbor which has effectively staged remotes from Tomorrow. "We are constantly using flyers," McElvane adds.



ROSENTHAL SHOW DEBUTS—Nearly 400 retailers attended the first annual A.I. Rosenthal retail merchandising show earlier this month at the Golden Nugget Hotel in Atlantic City. The two-day meet featured panel discussions with executives from top tape and accessory suppliers. Pictured from left are Recoton's George Calvi, Maxeli's Mike Golacinski; Jon Kelly of Audio Technica; John Maye of 3M Company; and Biliboard's Ron Willman.

Merchandising In The Spotlight In-Store Displays Examined At Mid-America Meet

By CARTER MOODY

OWENSBORO, Ky.-In-store merchandising is fast becoming as important to retailers in generating sales as manufacturers' media advertising and promotion efforts, if attitudes prevailing at the second annual Mid-America Record & Video Show here are indicative.

Some 200 record/tape and video manufacturers and retailers attended the event at the Executive Inn Tuesday and Wednesday (19-20). It was organized by the Wax Works/Video Works distribution outfit, headquartered in Owensboro. At the convention's first seminar Tuesday, creative in-store merchandising got attention from both panelists and registrants on three fronts; where to place materials; how to organize them; and how to get them from manufacturers.

from manufacturers. Panelist Kerry Woo, field sales representative for WEA, emphasized that large displays are about the only way to satisfy the first and crucial question in customers' minds-where to find a product. Small displays, he said, tend to clutter a buyer's attention, rather than direct it.

Prevalent in the comments and questions from registrants was the issue of getting in-store materials on time to coincide with release of new product. Woo said WEA aims at distributing merchandising materials within two weeks of a release. Robert Hoag, sales rep for Activision, explained that company's improvement over recent months in speeding materials to video dealers. Origi-nally some 60 days behind a release date, Activision's displays now reach stores simultaneously with video games, Hoag said. He cited the new Pitfalls game as an example, and said MegaMania and Intellivision were also shipped with materials on time

When a Southern Illinois dealer complained of materials following the Men At Work album several months after release, CBS Indianapolis sales rep Barry Elert, also on the panel, explained that the company had taken a wait-and-see stance with this new group. "That was an album that went up from nowhere," he said, stressing that labels can't af-

www.americanradiohistory.com

ford to merchandise releases they are unsure of at the outset.

Just how to implement in-store materials was the focus of a 20-minute film presented by Woo. The WEA field merchandiser's training film related methods of capturing the customer's point of interest. Since inhabitants of Western nations are said to have built-in subconscious habits-such as reading left-to-right and observing objects top-to-bottom-displays need to utilize those habits. Arranging album flats or jackets horizontally, for example, can make a rack or bin appear much wider than it actually is. Overlapping jacket corners in diagonal displays also help the eye move.

The maximum point of interest in a display should be the record bin, according to the film. A display above records can be arranged in the tried-and-true newspaper format—a headline announcement, explanatory copy or art to the right, and the point of interest at lower left or center.

Keeping art and reading elements clear and concise make all the differ-

ence, the film stated, cautioning that overly symmetrical displays can burden the eyes. A rectangle, for example, was called more interesting than a square.

A lack of efficient video sales aids was lamented by panelist Dick Longwell of Disney Telecommunications. Noting the importance of selling videotapes, instead of renting them, he said Disney successfully boosts sales of cartoons from its catalog with the decorative "American Summer" package, holding seven tapes, priced at \$39.95. Designed to attract children's attention, the box contains a mug with cartoon characters visible through the plastic wrap.

Representatives of Disc Jockey Record outlets of Evansville, Ind. complained of seeing label field salesmen less than once a year. A comment brought home the effect label staff cuts is having on retailers. Terry Woodward, head of Wax Works/Video Works, defended record companies, saying that a reduction in visits to distributors and retailers is unavoidable.

Video Software Firms Boost Sale Over Rental

OWENSBORO, Ky.-Video software customers must be conditioned to buy, not rent. That was the prevailing view of software manufacturers who participated in a panel on video marketing trends at the Mid-American Record & Video Show at the Executive Inn here last week.

Sale is more profitable for video manufacturers than rental, of course, and, they claim, for retailers, too. Panelist Mike Moren of Warner Home Video noted that even the paperwork for sale is easier.

Mike Karaffa of CBS/Fox Video spoke of his company's efforts to boost sales via a "buy three, get one free" program, dictated through its distribution. "Stores typically vary on discount programs, making it one-free-for-four, or just offer a discount on price," he said, "but ours is direct from corporate. They won't be able to tamper with it." Dick Longwell of Disney Telecommunications said stores are not doing enough yet to attract buyers. One retail aid example he cited was Disney's "American Summer" instore promotion package, offering seven cartoons at \$39.95 in a decorative package that includes a children's mug. Stores are also guaranteed a 20% return allowance on unsold Christmas tapes offered later this year.

The rapidity of change in video sales and hardware received attention. Karaffa, stating the CBS/Fox stance of selling and promoting from its video catalog, admitted, "I'm glad I wasn't here one year ago." And Bob Sollee, representing Hitachi, said the past year had dramatically revealed two trends in hardware-quick obsolescence of equipment and declining prices.



Retailing

More Action Urged On Sale Of Promo Copies

HOUSTON - NARM retailers report they are not finding "heavy quantities" of promo records in the marketplace, but say they are not about to let up on a campaign to eradicate this drain on sales.

In a lively presentation at the Oct. 6-8 NARM retail advisory conference here. Lou Fogelman of Show Industries/Music Plus, said that Atlantic, Elektra, MCA and now "Capitol in the last 60 days" are all using a numbered system to identify promo copies. "It's not the total answer, and there may be no one solution," he acknowledged.

Mention was made that some labels using the hole punch-out system may be making the hole too close to the edge, allowing people to obscure it. "In the case of gold embossing, we're finding that it can sometimes simply be rubbed off," said Fogelman, who urged that manufacturers periodically switch systems as further deterrent.

Panelists and delegates seemed to agree that while heavy quantities are not prevalent, a cumula-tive effect is felt. "There's still a lot of promo out there from reviewers and stations, and all new releases, said Fogelman. "It's onesey and twosey, but it sure adds up and definitely plays a part in down sales. We urge manufacturers to start doing more about it." Joe Cohen, NARM executive vice

president, added, "It's especially interesting when you find stacks of one title 60 high in stores. You wonder where they come from."

Tom Keenan of Everybody's Records, Portland, asked if prosecution is a "grey area." He went on, "I have cooperated in many buys around Portland and have never seen one iota of evidence of prosecutions.

MTV Helps Sales, Dealers Told Panel Hears Testimonials To Cable Channel's Power

HOUSTON-Retailers attending NARM's meeting here heard numerous testimonials to the power of Music Television (MTV) in boosting record sales, especially for new artists. One contest mailing reportedly pulled 50,000 entries from stores. The channel now boasts penetration of seven million homes, and will have another million by January.

MTV, in fact, is growing so quickly that it presents a problem for some retailers needing to contact the firm, Houston delegates heard. Western Merchandisers' John Marmaduke told MTV's John Sykes that it took one of his buyers "two days to get someone on the phone." Marmaduke said that while here, he learned three Houston outlets had moved 50 copies of the Duran Duran album in a short period as a result of MTV exposure

Sykes, who recalled that MTV first appeared at NARM in 1981 we only had a concept and 'when

one tape we played over and over," assured the audience that MTV staff would be accessible and that regional offices now function in Atlanta, Denver, Dallas, Los Angeles, Chicago and New York where, he lamented, the telephone listing is still for "Warner Amex Satellite Entertainment Co."

Outward communication is being emphasized, too, as MTV finds more and more circulation for its catalog with 600-700 manufacturer firms and stores now subscribing.

Most dramatic, Sykes pointed out, was the reaction to a Fleetwood Mac contest involving 500,000 mailing pieces that pulled 200,000, of which 50,000 came from stores. Who, Journey and Rolling Stones contests are being planned.

Segueing into the demographics being analyzed for MTV, Sykes said he interviewed the Fleetwood Mac winner and his girlfriend. "He said he watched tv three-four hours a day, but she corrected him and said it was more like seven-eight. It's that

addicting." MTV believes it proved to Pepsi-Cola that the 12-24 demographic, thought by tv producers to be the most inaccessible, can be targeted effectively. An August study shows one hour of viewing a day, 90 minutes on weekends, and over 4.5 days of viewing a week.

"The real key, however," Sykes said, "is that because music is such a peer oriented activity, nearly every ubscriber views with one or more friends. It's like in the '60s when people came over because one person on the block had color tv."

This analysis supported another by Evan Lasky of Danjay Music, Denver, who moderated the panel. "If you could indeed get all the airplay you wanted now, would it be like in 1978?" Lasky asked. "I think not. The demographics are all different today. We are into the age of visual stimulus. They don't teach long division in school today. They have the kids bring a calculator.'

Lasky mentioned that "artists like Huey Lewis and Def Leppard had

Reports on this page conclude Billboard's coverage of the NARM retail advisory board meeting in Houston Oct. 6-8. These and previously published stories were written and coordinated by the magazine's retailing editor, Earl Paige.

almost stopped selling until MTV brought them exposure and local radio was forced to add these acts.'

He mentioned specifically an Albuquerque outlet where action is found with customers as young as age 10-12 and sales are up 8%-10% after an aggressive MTV tie-in involving in-store viewing coupled with an audio system. "People watch and browse and buy," Lasky said.

MTV, of course, is not in all markets yet. Sykes said there are 700 cable outlets on MTV and 300 stores directly working with the system. Ira Heilicher of Great American Music, Minneapolis, another moderator, said that MTV was not fully into the Twin Cities.

"Cable tv music has to be nur-tured in the beginning," Heilicher said. "We bought time on a cable system and had them play clips over and over. Now the cable is into MTV and the ratings are up so much we have a hard time justifying a buy." Heilicher said he has one person

(Continued on page 58)

Dealers Looking To Boost Links With Labels

OCTOBER HOUSTON-The nation's major record and tape retailers are hoping to close the communications gap with labels in several areas, from prior notice on pricing changes to product bar coding. This coopera-30 1982 tive thrust was revealed during key panels at the recent NARM retail advisory meeting here.

BILLBOARD "We intend to keep plugging" on prior notice, advisory committee chairman Jim Bonk of Stark/Camelot said in discussing this perennial problem. "Ideally, price changes and product deletions could be fed into a central data base." Bonk believes many areas now relying on electronic data processing may coalesce into such a base "in one geo-graphical site" where myriad data can be captured. Joe Cohen, executive vice president of NARM, also discussed the subject.

Among triumphs scored at the gathering here, Bonk lists the move to bar coding by Motown and Poly-Gram as key. Bonk now sees neartotal involvement in bar coding by the majors.

PolyGram will use the American (Continued on page 58)

FRESH IDEAS Cross-Merchandising Promotions, Special Products Seen On The Rise

HOUSTON-Retailers are more open than ever to cross-merchandising promotions with non-competitive stores and are looking for collectable sets of products and special products, NARM's advisory committee was told here.

At the Oct. 6-8 gathering, a successful cross-merchandising promotion between Great American Music and Foot Locker in Minneapolis was detailed by Ira Heilicher, head of Great American

Discussing collectable series, Tom Keenan of Everybody's Records, Portland, said, "The bootleggers have taught us that fans will buy anything they can find with Bruce Springsteen's name on it, so what's wrong with 25,000 on certain selective items on various acts?"

Noting the picture disk "almost got out of hand" in terms of over-exposure, Keenan suggested boxed sets of certain acts, again alluding to Springsteen. "I could see a box of all

Souvenirs / Netherlands CA CBS DT 38381

his LPs or tapes with a single, 'Santa Claus Is Coming To Town' from the 'In Harmony 2' album, packed in the box with a sticker on the outside pointing to the single as a collector's item.'

Keenan lauded such ideas as Disney's of the past summer offering a free mug with character pictures with its videocassette packages, and of an awaited Christmas package with a free character doll.

Demographics are a key element in premium and special offerings and in cross-merchandising stunts, it was pointed out. "The Michael Stanley Band would be appropriate in the Midwest but wouldn't be in the Southwest," said Keenan. "I could see a Barry Manilow package more ideal for mall sites than for our free standing stores, where rock'n'roll packages would go best."

Harking to "the old days when we called it 'progressive FM,' Keenan said labels used to put posters inside albums. "AC/DC fans would go bananas if they were told a limited edition poster with numbers were avail-able in a mini-LP," he said, adding that such a release could be segmented into the act's regular prod-uct stream. "Maybe you offer only 20.000 of them.'

Demographics play a part in cross-merchandising, said Heilicher, who used the Foot Locker program only in seven Great American units. which are located mostly in suburban malls and not in the Wax Museum units, which he described as more street-oriented and free standing. The promotion ran in 13 Foot Locker units.

Heilicher initiated the Foot Locker promotion in conjunction with the sporting goods chain's regional people and selected three albums, all exercise packages (Linda Fratianne, Jane Fonda and Richard Simmons).

Great American's stores featured register-to-win blanks and coupons redeemable at Foot Locker for prizes and discounts. Signs and samples of footwear were used in the record/tape stores. Foot Locker similarly used signs

and examples of the product offering a contest for free records and coupons worth \$2 off on records, "and some of the Foot Locker stores actually played the product," he told NARM's committee gathering.

www.americanradiohistory.com

New LP/Tape Releases

This listing of new LP/Tape releases is de-signed to enable retailers and radio program-mers to be up-to-the minute on available new product. The following configuration abbrevia-tions are used: LP-album; 8T-8-track car-tridge; CA-casette. Multiple records and/or es in a set appear within parentheses follow ing the manufacturer number.

POPULAR ARTISTS
ANDERSON, JOHN Wild & Blue LP Warner Bros. 23721
BAR-KAYS Propositions LP Mercury SRM-1-4065 CA MCR-41-4065 ST MC-8-1-4065 \$8.98 8T MC-8-1-4065
BECK, JEFF Wired / Blow By Blow CA CBS DT 38227No List
BLUE OYSTER CULT Agents Of Fortune / Spectres CA CBS DT 38218No List
BURNING SPEAR Farover LP Heartbeat 11
CHAPMAN, MARSHALL Take It On Home LP Rounder 3069\$8.98
CON FUNK SHUN To The Max LP Mercury SRM.1-4067 CA MCR-4-1-4067 \$8.98 BT MC-8-1-4067 \$8.98
COWLEY, PATRICK Mind Warp LP Megatone M-1004 CA C: 1004
CROWE, J. D., & THE NEW SOUTH Somewhere Between LP Rounder 0153
DANIELS, CHARLIE Saddle Tramp / High Lonesome CA CBS DT 3B226
DYLAN, BOB Bob Dylan / The Times They Are A- Changing CA CBS DT 38221
ELECTRIC LIGHT ORCH. (ELO) Eldorado / H CA CBS DT 3B2 28No List
FOGELBERG, DAN Captured Angel / Nome Free CACBS DT 38380

GARCIA, JERRY Run For The Roses LP Arista AL9603
GOLDEN EARRING Cuts LP 21 Recs. T1-1-9004
IGLESIAS, JULIO Momentos LP CBS DI50329
JACKSON, MILLIE Hard Times LP Spring SP-1-6737
JOEL, BILLY Piano Man / Streetlife Serenade CA CBS DT 38216
JOPLIN, JANIS Pearl / Cheap Thrills CA CBS DT 38219No List
JOURNEY Infinity / Next CA CBS DT 38219 No List
KINGPINS Rockin' With Cindy LP Hoo Haa HH001
KISS Creatures Of The Night LP Casablanca NBLP 7270\$8.98 CA NBL5 7270\$8.98 8T NBLS 7270\$8.98
LaBEEF, SLEEPY Electricity
LP Rounder 3070 \$8.98
LP Rounder 3070 \$8.98 MASON, DAVE It's Like You Never Left / Let It Flow
LP Rounder 3070
LP Rounder 3070
LP Rounder 3070

(Continued on page 58)



Sacramento, California 95819

Retailing

Terre Haute Closing Raises Concerns About Delivery

Continued from page 3

Ben Bartel of the 11 Big Daddy's Chicagoland stores feels it could force him to add 30% more inventory to guard against being out of CBS product, coming from more distant points than next-day Terre Haute shipping. Like many, Bartel wonders if CBS will use a quicker carrier, like deferred air freight. So do Evan Lasky of Danjay Music & Video, Denver, and Seattle; Allan Rosen of the Recordland chain, Lubbock; and Chuck Blacksmith, Roundup Music, Seattle.

All four say they have had excel-lent experience on the standby-type air shipping, but admit it costs more than surface trucking. Like everybody contacted who was 48 hours from Terre Haute by truck, Bartel is

NEW YORK-A new pact with

MGM/UA Titles Due On Laserdisk

concerned about where he will ship his returns after Terre Haute's huge returns center shutters.

"I'm scared and worried," says Joe Bressi, Stark Records' vice president, purchasing. "CBS' Terre Haute service was next day and exceptional for years. I think service can only slip a bit in closing the Indiana plant."

Jack Eugster, president, the Musicland Group, sees a slight lag in shipping, but only his Los Angeles warehouse will be affected in that it may take up to four days more to get a shipment there if the Santa Maria depot closes at the same time. He does not feel Minneapolis and Edison, N.J. will be affected much by the change.

John Kaplan, executive vice presi-

dent of the Handleman, Co., feels his freight bills will go up a bit with the demise of Terre Haute, as will freight on his CBS returns. Jim Lara, marketing vice president of Largo, Baltimore, another rackjobber, says Carrolton has proven a boon, in that Largo buys many CED videodisks that are manufactured at the CBS Georgia facility. Harold Okinow, president of Lieberman Enterprises, feels Terre Haute's closing will have

no effect

Midline

A Carrolton source reports that Joe Kroll, Carrolton CBS plant chief, told a local luncheon Monday (18) that his work force will add about 230 local workers when Terre Haute closes, bringing his personnel to 1,300 by early 1983. Kroll says 10 to 15 executives are to move from Terre Haute to his plant, but no regular workers.

"How can CBS afford to close

Santa Maria now that Terre Haute is going?" Bob Tolifson of the 32-store Record Factory stores out of San Francisco asks. "We got overnight from Santa Maria. Now it has to take three days to a week from Carrolton. Will they ship air freight or truck from the East?

Several, like Lou Fogelman, Show Industries here, say they expect CBS to come up with approaches before Dec. 31 that will help delivery.

Survey For Week Ending 10/30/82



YOU'VE TRIED THE REST **NOW!** TRY THE BEST

- Quick product fill and shipment, will search for hard-to-find items.
- •All labels from domestic manufacturers, plus exclusive imports

SAME DAY SERVICE ON ALL NEW RELEASES LP'S 12" 7" VIDEO GAMES

MJS Entertainment of New York, Inc. 47-31 35th Street g Island City, N.Y. 11101 Phone: (212) 784-0360 (1) 800-221-1552

422479

MJS Entertainment of Florida, Inc. 8228 N.W. 56th Street 8228 N.W. Soft Street Miami, Florida 33166 Phone: (305) 592-6085 (1) 800-327-3559 Telex: 51-9739

MJS Entertain of Georgia, Inc. 2775-E Bankers Industrial Dr. 2775-E Bankers Industrial Atlanta, Georgia 30360 Phone: (404) 448-7772 (1) 800-241-5389 Telex: 70-0598

THIS WEEK	LAST REPORT	WEEKS ON CHART	TITLE Artist Label, No. (Dist. Label)	Dist. Co.	Suggested List Prices LP, Cassettes, 8-Track	THIS WEEK	LAST REPORT	WEEKS ON CHART	TITLE Artist Label, No. (Dist. Label)	Dist. Co.	Suggested List Prices LP, Cassettes, 8-Track
	3	14	SO FAR Crosby, Stills, Nash and WEEKS Young Atlantic SD 19119	WEA	5.98	26 27	NEW F		BLACK SABBATH Masters of Reality Warner Bros. BS:2562 MOODY BLUES	WEA	5.98
2	6	8	WHO ARE YOU The Who			21	NEW EI		In Search Of The Lost Chord Deram DESS-8017	POL	5.98
3	1	10	MCA MCA-37003 THE DOORS The Doors	MCA	5.98	28	33	7	CSN Crosby, Stills and Nash Atlantic 19104	WEA	5.98
4	8	10	Elektra EKS 74007 WAITING FOR THE SUN	WEA	5.98	29	45	14	AND THEN THERE WERE		
			The Doors Elektra EKS 740024	WEA	5.98				Genesis Atlantic SD 19173	WEA	5.98
5	4	8	MEATY, BEATY, BIG AND BOUNCY The Who MCA MCA:37001	мса	5.98	30	NEW EI		THE BEATLES Rock N Roll Music Vol II Capitol SN-16021	CAP	5.98
6	2	14	TAPESTRY Carole King Epic PE 34946			31	NEW ER		JEFF BECK Blow By Blow Epic PE-33409	CBS	
7	11	10	THE SOFT PARADE The Doors Elektra EKS 750005	WEA	5.98	32	17	7	CAN'T BUY A THRILL Steely Dan		5.09
8	10	14	SOUVENIRS Dan Fogelberg Epic PE 33132	CBS	0.00	33	34	10	MCA 37040 TALKING HEADS '77 Talking Heads	MCA	5.98
9	7	14	FRAGILE Yes			34	40	5	Sire SRK 6036 CLOSE TO THE EDGE Yes	WEA	5.98
10	9	14	Atlantic SD 19132 PIANO MAN	WEA	5.98				Atlantic 19133	WEA	5.98
11	5	14	Billy Joel Columbia PE 32544 THE RISE AND FALL OF ZIGGY	CBS		35	26	10	MORE SONGS ABOUT BUILDINGS AND FOOD Talking Heads		E 0.9
			STARDUST & THE SPIDERS FROM MARS David Bowie			36	30	3	Sire SRK 6058 16 GREATEST HITS Steppenwolf	WEA	5.98
12	12	7	RCA AY 3843	RCA	5.98	37	22	14	MCA 37049	MCA	5.98
12	12		LIVE AT LEEDS The Who MCA 3700	MCA	5.98	37	~~~	14	HOME FREE Dan Fogelberg Columbia PC 31751	CBS	
13	15	14	NETHER LANDS Dan Fogelberg Epic PE 34185	CBS		38	46	3	BLUE OYSTER CULT Some Enchanted Evening Columbia PC 35563	COL	
14	28	10	THE MONKEES' GREATEST HITS The Monkees			39	35	8	MORNING DANCE Spyro Gyra MCA MCA-37148	MCA	5.98
15	29	5	Arista ABM 4089 PRESENCE Led Zeppelin	IND	5.98	40	21	7	GREATEST HITS Janis Joplin Columbia PC-32168	CBS	0.00
16	32	8	Swan Song 8416 TOM PETTY & THE HEARTBREAKERS Tom Petty & The	WEA	5.98	41	41	8	CHANGES IN LATITUDES, CHANGES IN ATTITUDES Jimmy Buffett MCA MCA-37150	MCA	5.98
17			Heartbreakers MCA MCA-37143 JOE JACKSON	MCA	5.98	42	48	14	THE WORST OF JEFFERSON AIRPLANE	mun	5.50
	NEW EN		Look Sharp A&M 3187	RCA	5.98				Jefferson Airplane RCA AYLJ 3661	RCA	5.98
18	23	7	WOMEN AND CHILDREN FIRST Van Halen Warner Bros. 3415	WEA	5.98	43	50	10	EXCITABLE BOY Warren Zevon Asylum 6E-118	WEA	5.98
19	27	14	CAPTURED ANGEL Dan Fogelberg		5.50	44	43	3	RUSH Fly By Night		
20	24	5	Epic PE 33499 EVE Alan Parsons Project	CBS		45	37	3	Mércurý SRMI-1023 KATY LIED	POL	5.98
			Arista 9504	IND	5.98				Steely Dan MCA 37043	MCA	5.98
21	25	12	IN THE COURT OF THE CRIMSON KING King Crimson			46	42	7	THE CONCERT Creedence Clearwater Revival Fantasy MPF 4501	IND	5.98
22	36	14	Atlantic 19155 WIND AND WUTHERING Genesis	WEA	5.98	47	44	14	ON THE THRESHOLD OF A DREAM Moody Blues Deram DES 18025	POL	5.98
23	13	10	Atco 38-100 STRAIGHT SHOOTER Bad Company	WEA	5.98	48	19	3	RUSH Rush Mercury SRMI-1011	POL	5.98
24	14	7	Swan Song SS-8502	WEA	5.98	49	38	14	BLACK SABBATH		
			AC/DC Atco 36-151	WEA	5.98	50	16	14	Black Sabbath Warner Bros. WS 1871 AXIS: BOLD AS LOVE	WEA	5.98
25	31	5	YES The Yes Album Atlantic 19131	WEA	5.98				Jimi Hendrix Reprise RS6281	WEA	5.98

Billboard's 4th International Video Entertainment/Music Conference





has been appointed as the official carrier for the 4th International Video Entertainment/ Music Conference. Simply call the toll free number 800/ 325-4933 and identify yourself as Billboard Video Conference attendee and be eligible for a 25% discount off TWA regular round-trip coach airfares

Convenient ticketing lets you select the ideal way to receive your tickets, boarding passes and advance seating assignment. You may have your tickets mailed directly to you, or if you prefer, your tickets can be purchased from your travel agent or local TWA ticket office.



For Press Registration

and information please

THE GROUP

Public Relations Consultants

(213) 274-8044

10:45am-11:30am

contact:



Billboard will be using the

GENERAL 🐲 ELECTRIC

PJ5050 projector for

all video show cases

Placed in the heart of world commerce and operated by Hilton International, the Vista Hotel is uniquely in touch with the pulse of world business. Offering special low conference rates to all Video attendees, along with such extras as swimming pool, running track, racquet ball courts, exercise room, sauna and massage. As well as the Executive Level rooms, which offer private lounge, express check in / out, complimentary continental breakfast and many other amenities for the discriminating traveller.

"Forecast: Stormy But

Billboard's 4th International Video Entertainment/ Music Conference

November 18-21, 1962 The Vista International, New York, New York

THURSDAY, NOVEMBER 18, 1982

Clearing'' 9:00am-5:30pm Registration 10:30am-12:00pm "Programming: What Buyers "The Artist's Challenge: Look For'' 11:30am-1:00pm Welcoming Cocktail 5:30pm-7:00pm Creative or Commercial?" "The Investment Odds" 12:00pm-1:30pm Reception 1:00pm-2:30pm Luncheon 1:30pm-3:00pm 7:00pm-9:00pm One-On-One Luncheon Free Time 2:30pm-4:00pm "A Peek Into The Future: 3:00pm-4:30pm "The Fight For Survival In 9:00pm-11:00pm Video Showcases New Technology' (for details on video tape The Marketplace' 4:00pm-5:30pm "First: The Creator!" submissions and the 4:30pm-9:00pm Free Time availability of exhibit rooms, ALL DAY Video Exhibits 9:00-11:00pm **Video Showcases** please contact the Billboard ALL DAY SUNDAY, NOVEMBER 21, 1982 Video Exhibits Conference Bureau at 9:30am-12:00pm Registration SATURDAY, NOVEMBER 20, 1982 213/859-5319) FRIDAY, NOVEMBER 19, 1982 10:00am-11:30am "Rights Clearance" 8:00am-4:30pm Registration 8:30am-5:00pm Registration 11:30am-11:45am **Coffee Break** "Retailing: Profits/Prophets 8:30am-10:30am "Piracy/Counterfeiting" 9:00am-9:30am 11:45am-1:00pm For The Future' Welcoming Remarks **Closing Reception** 9:30am-10:15am **Keynote Address** 10:30am-10:45am **Coffee Break** 1:00am-2:00pm

HE AGENDA

Coffee Break

10:15am-10:30am

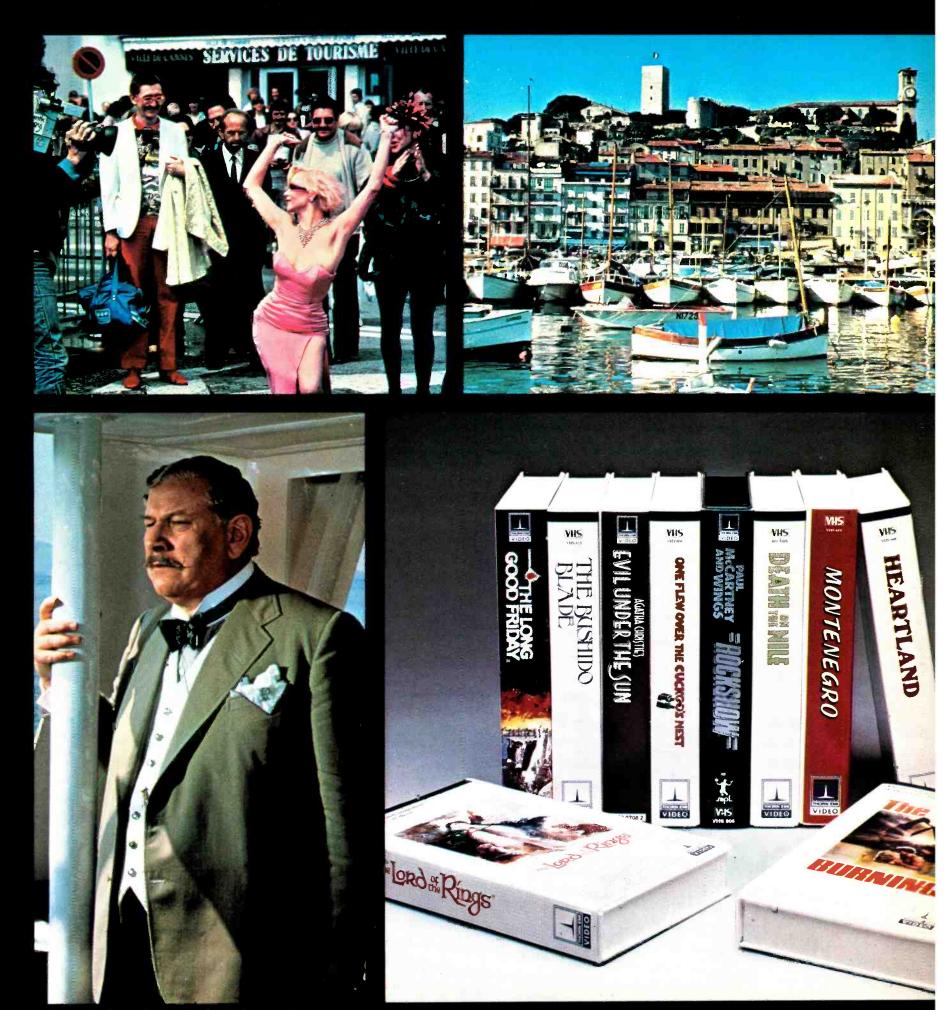
BE PART OF THE MOST COMPREHENSIVE VIDEO-ENTERTAINMENT CONFERENCE – REGISTER NOW!

REGISTRA		EES												am e	nclos	ing a	che	ck ir	the	amo	unt c	f \$					
\$375 - Reg \$260 - Stu		-			lists	;								Ameri	charg can E (merio	xpre	ss				rs C erC	lub harg	je				
Registration do	es not inc	lude hr	otel acc	comr	nodat	tions	ora	irfare	e.				CAF	ID NU	MBER										EXP. C)ATE	
Registrant subs will be an addit	stitutions r	nay be	made.	Regi	strati	ions a	at the	e doo	or				SIG	UTAV	RE												
1982. Cancellat and will be sub accommodatio completed regi	ject to a 10 ns will be	% cano mailed	cellatic	on fee	e. Info	ormat	ion d	on hơ					Bill 910 Tele	ooard 7 Wils		irth li Boule	nterr vard	atio Su	nal V te 70	0, Be	verly						nferend 10 U.S.
LASTNAME										_	FIRST		E		_						-						
																			L								
												FIR	<u>ST NA</u>	ME OI	R NICK	(NAM	E FC	<u>R B</u>	DGE						_		
					1 1			i																			
								<u>'</u>																			
TITLE COMPANY ADDRESS												PH	NE													T	
COMPANY												PHO	DNE										F				
COMPANY												PHO	INE										E	 Bi))) (11	

www.americanradiohistory.com



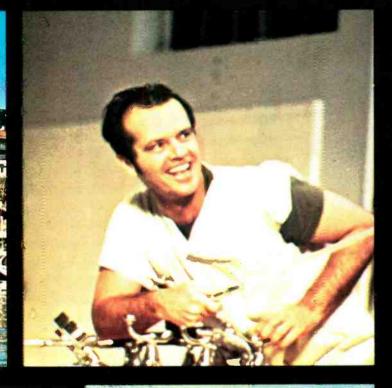
YOU AND YOUR VIDEO CASSETTE CUSTOMERS IN THE THORN EMI FILM

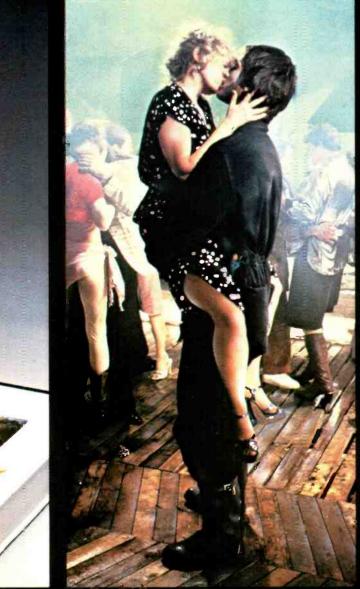


© 1982 THORN EMI Video Programming Enterprises, Inc.

CAN WIN A TRIP TO THE CANNES FILM FESTIVAL

CAN WIN A TRIP TO THE CANNES FILM FESTIVAL FESTIVAL SWEEPSTAKES.





THORNEMING Programming Enterprises Part

THORN EMI Video Programming Enterprises, part of the international video giant, announces the International Film Festival Sweepstakes for your customers. The grand prize? An expense-paid trip for two to the Cannes Film Festival. And that's not all. There are lots more prizes your customer can win—including a library of internationally famous THORN EMI titles and director's chairs.

How your customers win. To be in the Sweepstakes your customers simply have to come into your store and pick up an official entry blank. The more often they come in, the more chances they have of winning.

How you win. If the winner picks up his or her entry blank at your store, you get to go to Cannes too. Even better, you win lots more store traffic. THORN EMI will be supporting its Sweepstakes and titles with extensive national advertising, including television commercials and print ads. Your customers will not only know all about the Sweepstakes, they'll be asking for THORN EMI titles. Video cassettes like:

- ONE FLEW OVER THE CUCKOO'S NEST
- ELVIRA MADIGAN THE LONG GOOD FRIDAY
- GOODBYE EMMANUELLE HEARTLAND
- PAUL McCARTNEY'S ROCK SHOW
- LORD OF THE RINGS EVIL UNDER THE SUN
- THE BURNING MONTENEGRO.

THORN EMI offers incredible variety. So, there's no

chance you'll miss a sale. And THORN EMI is aggressively acquiring new titles, too. Shouldn't you start aggressively stocking up? Contact your THORN EMI Distributor for details.Call THORN EMI for full details and the distributor nearest you: Toll free: 800-526-7443 ext. 255 In New Jersey: 800-522-4503 ext. 255.



Video Software 'Responsibility' Urged **Survey Finds International Concern Over Violence**

CANNES-Growing software censorship in Europe, highlighted by police raids in Britain, should provoke the video industry into persuading the public and governments that it is producing "responsible ma-terial," urged Brian Norris, British representative of the Motion Picture Export Association of America (MPEAA), at the ITA home video congress here.

In a nation-by-nation survey of growing public awareness of the dangers of violence in video (known as 'nasties' in Britain), Norris reported that specialists in the U.K now believe that such product could do lasting harm to children.

Britain, West Germany and Sweden, European territories with the highest video penetration, are currently the most active in working towards some form of censorship, he said.

In Britain, he said, the responsibility seems to be falling back on the distributors. While video product may be covered by theatre classifications, the recent seizure of a cassette of an already X-rated film had led to confusion, due to the product's availability to children in retail outlets.

He said "grey areas" did exist in Britain where public groups were prodding police to take action in cases not covered by legislation. "There is a feeling widespread in Europe now that we must protect young people. It is a freedom of speech issue, but this has to be limited to protect youth," Norris said. In his country-by-country break-

down, Norris reported: SPAIN-Videocassettes must obtain the same classification as in the theatre. If doubts exist, cassettes have to be submitted to the Culture

Ministry. • FINLAND-New legislation is being introduced threatening jail terms of up to six months in sales of violent material to children under 16 not covered by theatre classifications

• DENMARK-While no legislation exists, a voluntary agreement has been reached between the Culture Ministry and the Distributors' Assn. to stick warning notices on vio-

lent material.

WEST GERMANY-While there are no laws, the video industry is seeking to create a voluntary censorship board as in the film sector. A special commission is currently assessing violence against children in films and publications.

• SWEDEN-As the result of a member of Parliament having seen 'The Texas Chainsaw Massacre," a new law was introduced in June including a six-month jail sentence.

• BRITAIN-The British Video Association, the Board of Film Censors and other groups are trying to find a voluntary solution in the ab-sence of precise legal coverage under the obscene publication act. A new theatre classification has already come into effect.

The situation is vague in France, which was not covered in the report. Jean-Claude Mancuso, of the Marc Dorel Video company, which specializes in X-rated material, told Billboard that there may be a voluntary agreement within a year, as the police vice squad was beginning to get active

ploding international video market this year.

Chevry's office was claiming at the end of the event that more than 12,000 visitors attended (this may have included a substantial squad of workmen who were still at work finishing off the building). Whatever the figure, attendance certainly far surpassed anything seen at

<section-header><section-header><section-header><section-header><text><text><text>

world after the initial gold rushstyle euphoria. There was much less hype, more serious negotiation, more down-to-earth exchanges among participants. Participants at Vidcom in-

cluded more than 3,500 video dealers and more than a thousand companies. The ninth Vidcom is set for Oct. 3-7 next year in Cannes.

STUDY FINDS 'ENORMOUS POTENTIAL' South American Growth Seen

CANNES-The video market in South America has "enormous potential," according to a report presented at the ITA meet here by Nathalie Hoffman, head of the entertainment division of the U.S. legal firm Graham and Jones. "It could be as big as Europe." she said

In an analysis based on a year spent in the area, mainly in Brazil, Hoffman noted that there are currently 1.2 million VCRs in use in the biggest six countries on the continent-40,000 of them produced locally and the rest either smuggled in or imported with astronomical import duties.

Most territories use the NTSC tv system-although PAL-M has been adopted by Brazil-because much software is pirated off U.S. and Mexico film and pay-tv product.

Arguing against a widespread misconception in the U.S. and Europe that all governments in South America were unstable and could not control piracy, Hoffman reported that by next spring there would be five hardware manufacturers in Brazil, the only country on the continent with such facilities.

However, she acknowledged, piracy was so rife throughout South America that not one major software company had established itself there. While piracy is a serious problem in Venezuela and Colombia, it is virtually absent in Brazil, she said, one impediment being the Portu-guese language and another the PAL-M tv system.

Brazil's population of 123 million is the sixth largest in the world, and the country's top tv station, TV-Globo, is the fourth largest in reve-nue after the U.S. networks. It reaches 80 million people daily, and its programming is dominated by general entertainment rather than feature films. Cable or pay-tv has not yet come to Brazil.

"Brazil as a result was just waiting for home video-and now it has arrived," said Hoffman. A wide range of estimates put ownership at be-tween 80,000 and 200,000. By next spring, Sharp, Sony, Soko, Philips and National are expected to be producing equipment. There is already one local tape assembly plant, MAC, and BASF, which currently imports, also plans to produce there soon, she said

Software is available through 16 video clubs in Rio and 26 in Sao Paulo, and attempts are being made to stamp out existing piracy and copyright defaulters with prison terms of up to four years.

But in Argentina, video has just gotten off the ground, with 350,000 owners in a tv population of six million. Argentina has only had color tv since 1977, and the quality of its tv programming does not match that of Brazil, which Hoffman described as among the best in the world.

First Sale Abolition Urged

• Continued from page 1

that rights in a product are exhausted once it has been sold, applies in most countries, with the exceptions of Sweden and Denmark.

"At present," said Thompson, 'rights owners can only secure control of rental by building such a provision into contracts with dealers, but such arrangements are usually unsatisfactory.

The meeting debated the merits of various rental schemes. Dr. Norbert Thurow, head of the German group of IFPI, emphasized the relationship between rental, home taping and piracy. He said that unless there was very strict control of rental, retailers operating such schemes could yield to the temptation to make additional copies of prerecorded cassettes which they were offering for hire. The incompatibility of the different hardware systems aggravated the situation because retailers were copying VHS cassettes onto Beta and vice versa when they only had the program available in one format, Thurow said. The consensus of the meeting was that without new legislation, the widespread and increasing problem of rental would be impossible to control.

The seminar panel consisted of Yves Rousset-Rouard, president of the French Syndicat National des Editeurs de Videogrammes; Thurow; Jacques Souplet, president of the Groupement d'Interet Economique des Editeurs de Videogrammes; Johan Schluter of the IFPI group, Denmark; French lawyer Carole Fontanille: and producers Sergio Gobbi and Serge Seritzky. MIKE HENNESSEY

IFPI Considering International Register Of Programs

By MIKE HENNESSEY

CANNES-An international register of film and video programs as an aid to checking copyright ownership and clearance is under consideration by the International Federation of Producers of Phonograms and Videograms (IFPI). Gillian Davies, associate director general of IFPl, made that announcement at a Vidcom meeting to review progress in the campaign to achieve better conditions around the world for video rights owners.

In response to a question from Garrie J. Roman, managing director of Kam Production Studios Ltd. of Hong Kong. Davies said that it would be possible for IFPI to maintain a register of programs. One already exists in Hong Kong for films, and it could be extended to cover video programs, Davies said.

"It is one of our concerns," said Davies, "to explore with the World Intellectual Property Organisation

and the Motion Picture Export Assn. of America the possibility of establishing such a register. It would be a valuable aid in fighting piracy in that it would provide prima facie evidence of rights ownership."

In her opening address to the assembly, Davies recalled that the special video division of 1FPI had been founded in 1980 and noted that it now had good relations with the Council of Europe, UNESCO, The International Labour Office. The World Intellectual Property Organisation and the Commission of the EEC

"Copyright by its nature requires an international approach," said Davies, "and IFPI is well placed to provide this." She said that the Fed-eration planned to lobby governments to pass appropriate legislation to deal with new, urgent problems created by the advent of rental, private copying and satellite and cable television

"All governments in Europe, Ja-

pan and the U.S.A. are considering action against private copying, and IFPI is lobbying intensively at intergovernmental level to get a levy on blank tape and hardware," said Davies.

Stanley Gortikov, president of the RIAA and a member of the IFPI Video Council, said that the activi-ties of the RIAA in the U.S. paralleled those of the IFPI. "We want to create conditions that optimize the commercial opportunities for our member companies," he said.

Wolfgang Lutz, chairman of IFPI Video, Germany, said that the national group now had 48 members and was working effectively with distributors and cinema owners to combat piracy. Donald McLean, chairman of the

British Video Association, said that the BVA had resulted from a "collision" of five different elements-the videogram business, motion pictures, the music industry, the book and magazine publishing industry

and broadcast television. The Asso ciation now has 65 members and has persuaded film companies to join in the creation of the Federation Against Copyright Theft (FACT).

McLean said the growth of the prerecorded videocassette business in the U.K. was faster than anywhere else in the world. There are now video recorders in 12.3% of all households, and there are two million software transactions taking place every week, most of them il licit, he said.

Yves Rousset-Rouard, president of the French Syndicat National des Editeurs de Videogrammes, said that France was behind most of Western Europe in terms of pene-tration of VCRs, with only 2.5% of television-owning households equipped with video players. Although piracy is not as much of a factor in France as it is in Britain, because the video market is not as advanced, the industry tends to be looked on in government circles as

one of pornography and piracy, he said.

Georges Meyerstein-Maigret. chairman of IFPI Video, reminded the meeting that every governmental decision in one country in the video field had an effect on all other countries. An inadequate compensatory provision in the draft legislation of one state could become a precedent for legislation in other states, he said, and it is therefore up to all involved in video rights protection to seek the

best possible legislation. A suggestion from the floor that pressure for legislation for home taping levies might be more effective if the industry agreed to donate part of the revenue to national film archives, so that nitrate film copies could be transferred onto acetate film, was welcomed by McLean "if it will help us get a levy." Gortikov, however, pointed out

that the need was to secure a royalty adequate enough to protect the flow of product.

Video

Changes At EUE/Screen Gems Three New Music Directors Join Firm; Metter Exits

By CARY DARLING

LOS ANGELES-EUE/Screen Gems, the commercials division of Columbia Pictures which has also been making video music promos for the last 18 months, is undergoing a transition period in its video music division. Alan Metter, the staff music director who had been with the firm until recently, has left to do other projects, and three new directors are coming in to work in the music area.

"We had been moving in the direction of getting more people in-volved before Alan left," explains Larry DeLeon, vice president and executive producer with EUE/ Screen Gems, which has done clips for Donna Summer, Glenn Frey, Huey Lewis & the News and Steve Martin, among others. "His leaving forced us to move that emphasis to the forefront. Our style will change dramatically with three people working with different ideas.

The new directors include Jay Dubin, a New York-based director who has worked in music video with such artists as Daryl Hall and John Oates, Kid Creole & the Coconuts, Black Sabbath, Triumph and is involved in the 3-D satellite broadcast on Saturday (30) of Devo and Wall Of Voodoo from Los Angeles' new Beverly Theatre. The other two directors, Canadian Ian Leech and Australian Christoffer French, have worked primarily in commercials.

The number of clips the firm has done over the past 18 months is small compared to the number of commercials it has produced. EUE/ Screen Gems has made approximately 800 commercials in that pe-riod, compared to fewer than 20 "Our intent was always to exclips. plore the market more for its future than its present abilities to supply us with a source of income," says De-Leon. "Income is not a major factor in this operation because our income

is in the commercial business. "Our purpose has not been to see how many we could do in a year, but to try to find those projects which would best enable us to get the right kind of exposure and make the right kind of connections. We've gotten a good sense of what the problems are in this business. What we've been doing lately is trying to apply more of our expertise in commercials toward video music."



• Talking Back To The Tele-vision: Steve Winwood has recently completed two promotional clips for "Still In The Game" and "Valerie," two tracks from his "Talking Back To The Night" album on Island. The clips, shot at Winwood's studio in England, include aerial shots of the British countryside. One piece includes Winwood's wife Nicole, who sang backup vocals on "Still In The Game." Clive Richardson directed with Andy McConnell producing.

Arthur! Arthur!: Dudley Moore, who was nominated for an Oscar last year for his performance in "Arthur," is being immortalized on video by KEEFCO's director Philip Davey and producer John Weaver. Called "A Musical Evening With Dudley Moore," the long-form production features Moore at the piano and actress/singer Susan Anton on vocals. The project was taped at the Record Plant in Los Angeles.

• Night Time: The Gowers, Fields & Flattery production com-pany is currently shooting the Henry Paul Band's "In The Heat Of The Night." Guesting is singer Valerie Carter. The track is on the Henry Paul Band's new self-titled album on Atlantic. Jerry Watson directed.

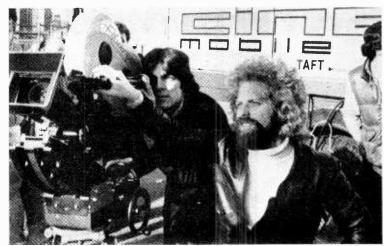
Whatever the similarities, there are some major differences between commercial and video production. "In video, they call up on Wednesday and want to shoot it on Saturday. At least in commercials, they give us a couple of weeks to get our act together. The last thing people think of is the clip. They look at the album design, point-of-purchase material and then say 'Oh my God, we got to get a film,'" says DeLeon.

There is also the fee charged for a promo clip, which is lower than that for a commercial. "We're interested in long-form software program-ming, because you'd be hard-pressed to make a living just doing clips," he says.

In fact, he claims, budgets for video clips have dipped in the past year. "There was an escalating trend. We started to see you could get more money for videos. Then, as record sales dropped this summer, budgets dropped again. Just as we thought we had a lock on the way things were going, it started to re-verse," DeLeon says.

EUE/Screen Gems, which has approximately 90 employees split be-tween New York and Los Angeles offices, has access to the facilities of Columbia Pictures and Warner Bros. Pictures, because its Los Angeles office is located within the Burbank Studios complex. For commercials and video music spots combined, the firm has 22 directors at its disposal.

One might wonder why EUE/ Screen Gems stays in video music at all, given its commercial schedule. "Directors can make more money in commercials, but a lot of people do look at clips as a totally filmic experience," DeLeon reasons. "It provides an artistic environment and is totally creative filmmaking from a free-form idea. They see in it, not the money, but the opportunity to do something interesting.



DUBIN WORKS—Jay Dubin, right, gives guidance on a shoot for a promo-tional music clip. Dubin is one of three new directors doing work for EUE/ Screen Gems.

New Sony Center Opens On Film Institute Campus

LOS ANGELES-The Sony Video Center, which officially opened on Oct. 14, promises to offer students and corporate executives an education in the basics of video production, interactive video and video music. The building, located on the American Film Institute campus here, was renovated for approximately \$300,000.

"Not only will we be training film school people, but there is a wider industry commitment," says Jaime Hindman, director of television and video services at AFI. "There is a transition coming in terms of how information is transmitted, and we can facilitate that by training people.

The 7,500 square foot facility serves as a teaching unit for the entire campus. It is also home for the Center For Advanced Film Studios and the Directing Workshop For Women. Approximately one-third of the center's space is devoted to the Sony Video Utilization Services, where workshops in video for corporate executives and workers are held. In addition to experimenting with

drama, informational programming and documentary forms, the merg-ing of music and video is also part of the AFI's plan. "With video music you have a form where there is a great deal of experimentation," says Hindman. "There's quick turnover and a short shelf life. It's a breeding ground for new forms for new people to gain access." About 100

people & students are currenty, AFI. Equipment used at the center in-cludes Sony 1800, 6000 and 330 cameras, one Sony Beta 1 profes-tional editor and the Sony BVE 3000

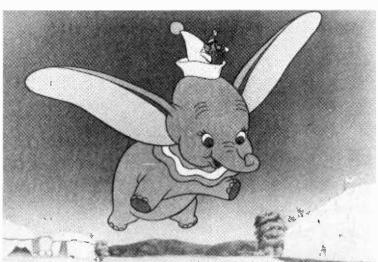
The partnership between Sony and AFI began two years ago with the first National Video Festival. The third festival is to be held next September at the Los Angeles N campus and in either Washington, D.C. or New York.

D.C. or New York. "It is now possible to marry tech-nique of film and video," com-mented Sony Communications Products Co. president Koichi Tsu-Products Co. president Koichi Tsunoda in a speech at the official open-ing of the center.

1982

33

New On The Charls



"DUMBO" Walt Disney Home Video-36

"Dumbo," the classic Disney tale of a baby elephant who learns to fly with his ears, was the first full feature animated videocassette issued by Walt Disney Home Video. It was originally released in June, 1981 as the firm's first rentalonly videocassette, and became available for sale earlier this year.

The film first hit the boxoffice in 1941. Among the actors who supply the voices for the animated characters are Sterling Holloway, Edward Brophy, Herman Bing, Cliff Edwards and Verna Felton. Overseeing the animation is Ward Kimball.

Suggested retail price for "Dumbo" is \$84.95. It is available on VHS, Beta and laser, and is just now being issued on CED. For more information con-cerning "Dumbo," contact Walt Disney Home Video at 800-423-2259.

This column is designed to spotlight video features making their debut on Bill-board's Videocassette Top 40.

'THE FOX' LP CONCEPTUALIZED John's 'Visions' Tells A Story

LOS ANGELES–Storyline and linkage is the emphasis of "Visions," the just-released \$500,000 45-minute concept video of Elton John's "The Fox" album. "Visions," produced by Newport Beach, Calif.-based Sun-Productions and available in port disk and cassette formats through Embassy Home Entertainment in the U.S., follows in the video music footsteps of Olivia Newton-John's "Physical" from last year. However, that video was a collection of songs which did not tell a story. This one

does. "Our screenwriter, Keith Williams, came up with a link to tie up the 10 songs on 'The Fox,' " explains Sunport president Al Schoneberger. "Each song is an individual interpretation, but there has to be some overriding reason why the viewer is watching all these different stories." In this case, the story is of a young man who enters a strange English mansion and encounters different visions. Under this concept, the indi-

vidual stories are shown. "Visions," which will be shown over as-yet-unspecified cable, syndication and midnight theatrical outlets in early 1983, was directed by Russell Mulcahy at England's Shepperton Studios in 1981. The video consists of 10 songs and utilizes nine sets, over 100 actors, aerial shots and rotoscoping, an animation process

www.americanradiohistory.com

whereby drawings are made over live action footage. Mulcahy earlier this year became a partner with Scott Millaney and Brian Grant, who produced and directed the "Physical" project. Schoneberger did not want to add songs not from "The Fox" album to

make the video a more program-mable 60 or 90 minutes. "If you add things, you've lost the effect of what you wanted to do. In this case, we wanted to do the music from 'The Fox.' It is too short for network use, but this is primarily aimed at the tape cable and syndication markets. There is one song which uses 150 edits, so this is designed for repeatability, and it's just too fast-paced for the networks," he says.

Though Sunport has sold "Vi-sions" to Embassy Home Entertain-ment in Canada, Rank Video in England, Trans Video in France, FA Video in Germany, Cinehollywood in Italy and German television, he says there was some initial resistance because "The Fox" is not a current album. "We're not selling the album, we're selling the video. The name is even changed. There's a theory that people will only buy a video of a top 10 album, and that's not necessarily true. What we're selling is a visual interpretation of music from 'The Fox,' " he explains. Cable companies which will be carrying

"Visions" in the U.S. have not been set vet.

Though Schoneberger prefers concept videos, his next efforts will probably be concert projects. "The U.S. cable companies want concert footage," he acknowledges. "Our approach is more of a film and artist involvement, and I don't like concerts because they're boring. There's only so much you can do with them. But, sooner or later, the concert footage market will shrink. It will always be there, but there will be room for other types of productions."

There is also the question of cost. Schoneberger feels that \$500,000 is as high as a video producer can go and still break even because of the comparatively small video music market. Concert videos are inexpensive compared to concept videos.

Sunport is an outgrowth of Cinema Concepts Inc., a video clip production firm which also distributed its clips to movie theaters to use as short subjects with the main film. 'Around 1979 we found we couldn't rely on the record companies, so we decided to move into other areas because satellite, broadcast, cable and videocassette and disks all need product," explains Schoeneberger.

Sunport also has two low-budget feature films in development. **CARY DARLING**

Video

U.S. Firms Find Deal-Making Tougher At Vidcom

• Continued from page 1 "rather substantial" deal with Videoform Pictures. The latter is for two made-for-tv movies and three children's titles for distribution in the U.K.

For Vestron, chairman Austin Furst says, "We have written a lot of business, and a lot of new territories are opening up." Vestron exhibited titles for other U.S. program suppliers, and Furst says Vidamerica's "Caring For Your Newborn" and Pacific Arts' "Elephant Parts" were both well-received. The company's own "Benji" and an Earth, Wind & Fire concert also garnered a great deal of interest. A deal was signed with PolyGram Video of Hamburg giving the latter company rights to



Connect with BILLBOARD'S VIDEO CONFERENCE ISSUE!

An important editorial focus for readers and advertisers alike ...

The Video evolution and revolution is exploding in every sector of the entertainment industry-from record labels to retailers, hardware and software, distributors, producers, equipment manufacturers, video games, studios and performers: If you are a part of the industry, you can't afford to miss this issue and the incredible opportunities which are about to be realized in Video-right now! The November 13 issue of Billboard will feature an in-depth editorial preview of the big questions and the bigger breakthroughs in video to be revealed at Billboard's 4th INTERNATIONAL VIDEO ENTERTAINMENT/MUSIC CONFERENCE-in New York November 18-21-BONUS COPIES will be distributed at this exciting conference! With Billboard's world-wide coverage of virtually every part of the industry, there is no stronger way to connect with the upcoming Video action. It's an editorial section you will want to read thoroughly. For advertisers this is an outstanding opportunity to present your video sales message and become a part of the vital Video scene right now-as it actually happens.

Connect with a Billboard Advertising Representative for issue rates and details.

Billboard's International Video Entertainment/Music Conference

Issue Date: November 13, 1982 Advertising Deadline: October 29th, 1982



The International Newsweekly of Music & Home Entertainment

International Sales Offices

U.S. Sales Offices East Coast/Midwest (212) 764-7356 South (615) 748-8145 Texas Oklahoma (213) 349-2171 West Coast (213) 859-5316

Canada (212) 764-7356 Mexico/Latin America (905) 531-3907 United Kingdom, London (01) 439-9411 Italy, Milan 28-29158

France, Paris 1-745-1441 Spain, Madrid 429-9812 1 Japan, Tokyo (03) 498-4641 • Australia, Sydney 4362033 17 films for distribution in Germany, Austria and Switzerland.

Other companies had fewer details to report on deals, but said they'd met with numerous dealers, distributors and buyers. Weekend Video, for example, held discussions with various distributors around the world, according chairman Vic Gardiner. Deals, however, will be finalized in the U.K.

At the Regie Cassette Video booth, director of marketing Alain Rousselet spoke mostly about meetings with dealers. "This was a chance to present our programs to them," he said. "Vidcom has been quite successful for us."

RCV introduced a new computer system at Vidcom by which video stores will be directly linked to the main RCV office in Paris. Retailers can thereby give orders for any title distributed by RCV, and can receive information on advertising plans and the like. A separate system to manage a store's rental program, introduced previously, was also showcased.

Other agreements announced at Vidcom include these: Thorn EMI Video Programmes of the U.K. will distribute product from Covent Gardens video productions. Five operas and two ballets have been completed, and Thorn will release "The Tales Of Hoffman" with Placido Domingo early next year. Esselte Video will distribute the MGM/UA catalog in Finland, Norway, Sweden, Denmark and Iceland, under the terms of a five-year agreement for 150 features. Regie Cassette Video also presented the MGM catalog for the first time at this Vidcom. Rights had been acquired earlier

The new Palais des Festivals was praised as a place in which to do business, but show organizer Bernard Chevry received some negative reaction for scheduling the event before the building was even completed. Those attending the ITA European seminar earlier in the week were surprised to find the conference going on in an unfinished building, amidst the sounds of construction.

While much work was accomplished prior to the opening of Vidcom, many problems and complaints continued to exist. "I'm a bit concerned when an organization puts an event together in a place not 100% ready to handle it," said one exhibitor. Others remarked that the new building was a "vast improvement" over the old.

Laser Disc Plans Launch In U.K.

CANNES-The Laser Disc Corp., an affiliate of Pioneer, announced plans here to launch its videodisk system in the U.K. before Christmas. Yasuo Aomi, president of Laser Disc, said the U.K. launch would be followed by operations in Germany and France.

According to Aomi, the laser system has achieved sales of 30,000 players and 350,000 disks in one year on the Japanese market.

Genesis Film To Thorn

CANNES-Thorn EMI Video Programmes has acquired world rights to the film "Genesis-Three Sides Live." The program, which includes footage of the group live in concert and interviews with its members, was filmed on the last Genesis tour of the U.S.

www.americanradiohistorv.com

Video **AS PHILIPS EXPANDS RCA Disks Due In Europe**

CANNES-RCA is currently in negotiations in Britain. France and Germany for the 1983 European launch of SelectaVision, with an initial catalog of about 100 titles planned.

The launch will coincide with the expansion through Europe, following the U.K. unveiling last May, of the rival Philips Laservision system. Outlines of the two companies' strategies were given to the ITA seminar here.

RCA videodisk division vice president Jay J. Brandinger said the major entertainment companies were joining in the software program, while the disk manufacturing facility in the U.S.A. already had masters for product aimed at Europe. European disks would have different playing speeds and coatings because of the continent's different tv systems, he said

Philips, meanwhile, plans to produce three million laservision disks at plants in Blackburn. England and Gutersloh. West Germany in 1983, said Philips' audio division director, Jan W. Karel.

Billboard ®

After the U.K. launch in May, and the West German launch this October, Holland, Switzerland, Austria and Sweden will follow next year, he said. The system will be available in Secam for France in 1984.

A market study in England. where the player retails at \$880 and disks cost about \$40. has predicted that users would buy up to 20 disks annually. A total of 200 titles would be available in the U.K. by year end. Karel said.

Philips projected that in five years-when hardware sales had developed-50 million disks would be sold throughout Europe.

SOFTWARE GROUP ANNOUNCES Antipiracy Charter Going **To Retailers In France**

By MICHAEL WAY

CANNES-France's estimated 2,000 video software outlets will be asked to sign a voluntary charter, starting Nov. 1, aimed at stamping out piracy in that country. An estimated 20% of the French video market is pirated product.

In a parallel development, French communications minister Georges Fillioud confirmed the government's plan to slap an annual \$67 license fee on video hardware-comparable to that paid for color tv sets. The confirmation came as both the software and hardware sides of the industry mounted a protest campaign against the license-which it was hoped might have dissuaded the government at the last moment.

The antipiracy charter, under which software outlets will get a window sticker acknowledging their "professional approach," was announced at a press conference organized by France's six-month-old software trade association, SNEV (Syndicat National de L'Edition Videographique), which currently has 32 member companies.

The sticker-which can be confiscated in the event of irregularities-will be awarded annually to software dealers on completion of a questionnaire which includes sales

and rental tariffs, stocks, and a pledge to refuse to sell pirated material and to report back on any product of "doubtful origin."

The sticker campaign and the dealer's charter are intended as a backup to the antipiracy battle cur-rently being waged by SNEV and the consultative group of 16 soft-ware producers, GIEEV (Groupement d'Interet Economique des Édi-teurs de Videogrammes). SNEV has set up an antipiracy group headed by Warner-Fillipacchi president Jacques Souplet, and a number of arrests and seizures have already been made. Because of the language problem

and the French SECAM color tv system, video piracy is still a relatively minor problem in France compared with neighboring countries, al-though the \$7.300 maximum fine under existing legislation has hardly proved a deterrent. So far, five or six pirates have gone to court, and some simply paid up and resumed business, according to industry sources.

22 17 3

23

24

25 23 9

26

27

28 21 6

29 25 10

30 33 6

31 31

32 32 28

33 36

34 30 11

35 34

36

37 27 21

38 29 3

39 35

40 39 46

24 18

NEW CR

22 12

NEW ENTRY

16

25

25

5

MEN ENTRY

STRIPES

DR. NO CBS-Fox Video 4525

Walt Disney Home Video 24

THE TIME MACHINE MGM/UA Home Video 600152

CBS-Fox Video 7110

TIME BANDITS

DUMBO

S.O.B.

Confirmation of the \$67 hardware levy came as a bitter blow after the tough protest campaign launched by GICA (Groupement Intersyndical de la Communication Audiovisuelle,) an industrywide organization

Videocassette Top 4 RENTA These are most popular videocassette rentals, in both Beta and VHS formats, compiled from a survey of re-These are best selling videocassettes compiled from Chart Chart retail sales, including releases in both Beta and VHS Position Positior tailers and wholesalers. 5 Week Week 5 formats. Weeks TITL F Weeks TITLE ast [his his ast Copyright Owner, Distributor, Catalog Number Copyright Owner, Distributor, Catalog Number ø CONAN THE BARBARIAN Universal City Studios Inc., MCA Distributing Corporation 77010 WEEKS AT #1 4 JANE FONDA'S WORKOUT KVC-RCA, Karl Video Corporation 042 ON GOLDEN POND • CBS-Fox Video 9037 22 ON GOLDEN POND • CBS-Fox Video 9037 1 18 2 STAR WARS ▲ CBS-Fox Video 1130 7 4 3 18 STAR WARS ▲ CBS-Fox Video 1130 3 CONAN THE BARBARIAN Universal City Studios Inc., MCA Distributing Corp. 77010 5 3 4 CHARIOTS OF FIRE Warner Brothers Pictures, Warner Home Video 70004 4 2 7 SHARKY'S MACHINE Warner Brothers Pictures, Warner Home Video 72024 5 6 9 ARTHUR 5 11 5 Orion Pictures, Warner Home Video 22020 QUEST FOR FIRE CBS Fox Video 1148 6 16 2 14 2 QUEST FOR FIRE CBS-Fox Video 1148 6 7 7 10 CAT PEOPLE 11 4 DEATHTRAP Universal City Studios, Inc., MCA Distributing Corp. 77008 7 Warner Brothers Pictures, Warner Home Video 11256 8 5 5 DEATH WISH II Warner Brothers Pictures, Warner Home Video 26032 NICE DREAMS Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10456 10 8 4 FOR YOUR EYES ONLY CBS-Fox Video 1128 8 6 20 7 ARTHUR 9 ROCKY II CBS-Fox Video 4565 20 23 Orion Pictures, Warner Home Video 72020 10 DEATH WISH II Warner Brothers Pictures, Warner Home Video 26032 10 6 4 BODY HEAT The Ladd Co., Warner Home Video 20005 11 13 9 BODY HEAT The Ladd Co., Warner Home Video 70005 11 12 20 NICE DREAMS Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10456 12 10 4 12 8 9 16 GOLDFINGER 13 12 SUPERMAN II 13 16 25 CBS-Fox Video 4595 DEATHTRAP 14 15 5 14 9 6 Warner Brothers Pictures, Warner Home Video 11256 15 4 ROCKY ● CBS-Fox Video 4546 9 15 15 13 16 11 9 Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10542 TAXI DRIVER THE SEDUCTION 16 19 2 DEAD MEN DON'T WEAR PLAID Universal City Studios Inc., MCA Distributing Corp. 77011 17 28 2 Media Home Eutertainment 196 17 18 9 TRUE CONFESSIONS 18 26 3 FROM RUSSIA WITH LOVE CBS-Fox Video 4566 UA Home Video 800145 18 MEW ENTRY RAGTIME Paramount Pictures, Paramount Home Video 1486 19 14 16 19 NEW ENTRY DIAMONDS ARE FOREVER 19 11 20 CBS-Fox Video 4605 GOLDFINGER CBS-Fox Video 4595 20 THEM ENTRY PRINCE OF THE CITY Warner Brothers Pictures, Warner Home Video 22021 21 18 4 21 22 THE SEDUCTION Madia Home Entertainment 196

CAT PEOPLE Universal City Studios, Inc. MCA Distributing Corp. 77008 D.C. Comics, Warner Home Video 61120 TAXI DRIVER Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10542 ABSENCE OF MALICE Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10005 DEAD MEN DON'T WEAR PLAID Universal City Studios Inc., MCA Distributing Corp. 77011 THE SWORD & THE SORCERER Universal City Studios Inc., MCA Distributing Corp. 77010 STRIPES 2 Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10600 BUTTERFLY Vestron VA-60007 6 PARTNERS 2 ount Pictures, Paramount Home Video 1446 7 ROCKY II CBS-Fox Video 4565 FOR YOUR EYES ONLY MEN ENTRY CBS-Fox Video 1128 SOME KIND OF HERO Paramount Pictures, Paramount Home Video 1118 7 AN AMERICAN WEREWOLF IN LONDON Universal City Studios, MCA Distributing Corp. 77004 2 15 RAGTIME nt Pictures, Paramount Home Video 1486 PERSONAL BEST Warner Brothers Pictures, Warner Home Video 61242 NEW ENTRY ROCKY
CBS-Fox Video 4556 NEW ENTRY THE AMATEUR NEW ENTRY CBS-Fox Video 1147 DIAMONDS ARE FOREVER CBS-Fox Video 4605 NEW ENTRY PRINCE OF THE CITY Warner Brothers Pictures, Warner Home Video 22021 NEW ENTRY TAPS CBS-Fox Video NEW CATAV WRONG IS RIGHT NEW ENTRY Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10565 HALLOWEEN II Universal City Studios Inc., MCA Distributing Corp. 77005 NEW ENTRY

EXCALIBUR Warner Brothers Pictures, Warner Home Video 72018

Paramount Pictures, Paramount Home Video 2310

DR. NO CBS-Fox Video 4525

CANNERY ROW MGM/UA Home Video 800143

TIME BANDITS

Thorn-EMI France Sets ABC Titles

CANNES-France is to be the first territory in which Thorn-EMI will release product from the American ABC catalog, acquired

in London last January. Thorn-EMI France, which has just set up its own video distribution network through the affiliated Pathe Marconi and Music For Pleasure record companies, has already released the first 15 ABC titles. It will be followed by the U.K. next month and West Germany later, according to Thorn-EMI France general manager Claude Tognietti. Regie Cassette Video distributed Thorn-EMI product to video outlets until the switch to Pathe Marconi and Music For Pleasure earlier this year.

To avoid saturating the French software market. Thorn-EMI

catalog to 150 titles by deleting slow-moving material when new product becomes available. Tognietti said.

tempting to boost French-origin product in its largely foreign-oriented catalog in order to have up to 25% local product within five years, a line similar to that taken by a number of major foreign video companies in recent months.

Thorn-EMI has just released its first French title. "Le Cadeau" with Cleo Goldsmith, and has signed with French film studio Pathe for some old classics, including "Les Enfants du Paradis," which will shortly be available in an English-subtitled version.

France has decided to limit its total

At the same time, the firm is at-

Recording Industry Of America seal for sales of 25,000 units plus (\$1,000.000 after returns) (Seal indicated by dot). A Recording Industry Of America seal for sales of 50,000 units plus (\$2,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape/Disc Assn. seal for net sales and/or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).

ABSENCE OF MALICE Columbia Pictures Industries Inc., Columbia Pictures Home Entertainment 10005

THE SWORD AND THE SORCERER Universal City Studios Inc., MCA Distributing Corp. 71010

ABBOTT AND COSTELLO MEET FRANKENSTEIN Universal City Studios Inc. MCA Distributing C

EXCALIBUR Warner Brothers Pictures, Warner Home Video 72018

STAR TREK: SPACE SEED Paramount Pictures, Paramount Home Video 60040

HALLOWEEN II Universal City Studios, Inc., MCA Distributing Corporation 77005

Columbia Pictures Industries, Inc., Columbia Pictures Home Entertainment 10600

Paramount Pictures, Paramount Home Video 2310

DRAGONSLAYER Paramount Pictures, Paramount Home Video 1367

AN AMERICAN WEREWOLF IN LONDON (ITA) Universal City Studios. Inc., MCA Distributing Corporation 77004

THE GODFATHER EPIC Paramount Pictures. Paramount Home Video 8480

CASABLANCA CBS-Fox Video 4514

BUTTERFLY Vestron, VA-60007

TRUE CONFESSIONS MGM/UA Home Video 800145

15

20

1

NEW ENTRY

NEW ENTRY

1

NEW ENTRY

22

23 21

24 23

25

26

27 25

28 17

29

30

31

32

33

34

35

36

37 24 7

38

39

40

Corn 55074

WEEKS AT #1

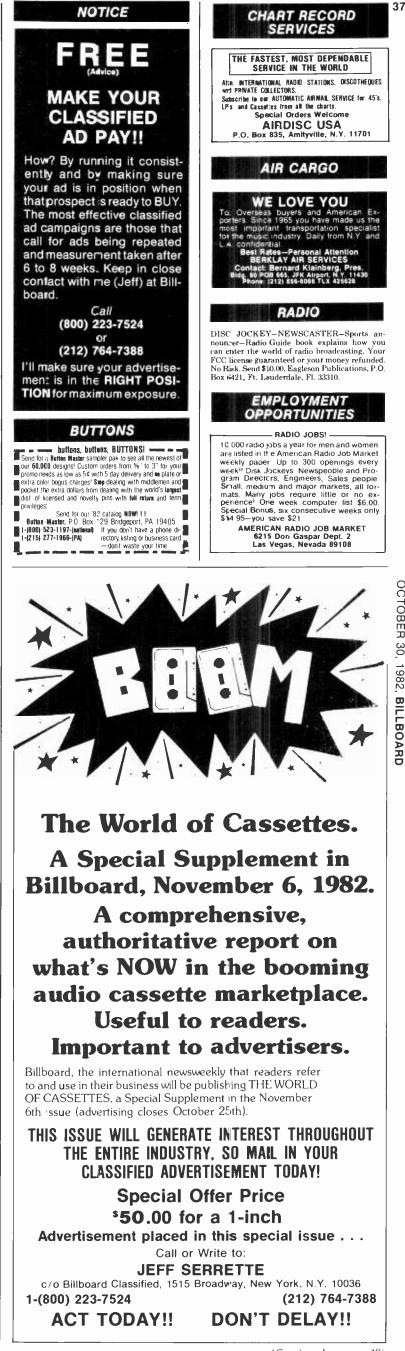
35

Œ • ^c Copyright 1982, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a re-trieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, record-ing or otherwise without the prior written permission of the publisher.

☆ Superstars are awarded to those product demonstrating the greatest sales gains this week (Prime Movers). ★ Stars are awarded to other products demonstrating significant gains. ♣ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

			ŀ		-				
MEEK MEEK MEEK MEEK MEEK	Artist-TITLE-Label	MEEK THIS	CHART WKS. OI	Artist-TITLE-Label	MEEK	MEEK rvst	Artist-T	Artist-TITLE-Label	-
26	JOHN COUCAR WEEKS American Fool AT #1		39 19		11	53	23 CHEAP TRICK One On One		
216		叡	44 3	LINDA RONSTADT Get Closer Action (135, F15441-2) CRS	72	72	64 STEVIE NICKS Bella Donna		
	Mirage Warne Bros. 1-23607 WEA Rolice Springstern		38 4	ANG	図	85	3 GRAND MASTER FLASH & GRAND MASTER FLASH & THE FURIOUS FIVE	38139 (Atco) WEA ? FLASH & FIVE	
-	Nebraska Columbia TC 38358 CBS MEI AT WORK Rusinges &s Licual	4	45 3		74	74	34 ALABAMA Sugar Hill 268 ALABAMA Music		-
5 13	Columnia ARC 37978 CBS BILLY SQUIER Emotions in Motion	4	40 19	۲ 29	敛	. 87	3 RICKY SKAGGS Highways And Heartaches	Heartaches Ces	
26 10	Capitol ST 12217 CAP MICHAEL MCDONALD CAP	4	43 10	e Ground	76	67	15 ELVIS COSTELLO Imperial Bedroom		
 20 	Warner Bros. 23703 WEA THE ALAN PARSONS PROJECT Eye In The Sky	N e	-	DARYL HALL & JOHN OATES H20 RCA AFLI-4383 RCA	11	11	12 2APP Zapp II Warmer Bros. 1-23583		
8 6		43 2		BAD COMPANY Rough Diamonds Swan Song 90001-1 (Attantic) WEA	78	09	28 THE MOTELS All Four One Capitol ST-12177		
X9 12 3	Warner Bros. 1:23731 WEA BILLY JOEL The Nylon Curtain		48 6	ABC The Lexicon Of Love Mercury SRM.1-4056 (Polygram) POL	6/	64	10 GEORGE THOROGOOD & THE DESTROYERS Bad To The Bone		
1 0 24	A FLOCK OF SEAGULLS A FLOCK OF SEAGULLS A Flock Of Seaguils Iver Attention of Action	44 K	34 17	The Nightfly Warner Boss 1-23896 WEA RED SPEEDWAGON		9 8	8 PAUL CARRACK Suburban Voodoo		
Total 11 5	Yğram)			Good Trouble CBS Epic FE 38100 CBS DONNA SUMMER	81	89	25 RESIDE PERSONS MISSING PERSONS MISSING PERSONS Caninal DIP 15001	ONS Cap	-
→ 13 6		48	35 12	her Bros.)	× X				
-	High Adventure Columbia TC 38127 CBS THE STEVE MILLER BAND	49 3	37 16	I.R.S. SP 70031 (A&M) RCA ROBERT PLANT Pictures At Eleven Swan Song SS 8512 (Atlantic) WEA	× 8	75	Z ION BASIL Word Of Mouth Chryselis CHR 1410 15 KENNY ROGERS	IND	
$\left \begin{array}{c c} & & \\ \hline \\ \hline$	Abracadabra Capitol ST 12216 CAP THE CLASH		~	MELISSA MANCHESTER Hey Ricky Arista AL 9574 ind				You Around CaP DN	
18 18 18	Epic FE 37689 CBS STRAY CATS Built For Speed	51 5	51 8	JOAN JETT AND THE BLACKHEARTS Baardwalk NB 33251-1 IND	8	76	Madness, Money And Music EMI-America ST 17080 SOUNDTRACK	ey And 080 CaP	
The second sec	EMI-America ST-1/070 CAP JUDAS PRIEST Screaming For Vendeance	52 5	52 12	EDDIE MURPHY Eddie Murphy Columbia FC 38180 CBS	87	70		MCA	





FOR WEEK ENDING OCTOBER 30, 1982

ions, Inc. No par Copyright 1982, Billboard Pi I this publication may be repr ieval system or transmitted

trieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, record-ing or otherwise without the prior written permission of the publisher.

œ

(Producer) Writer, Label & Number (Distributing Label) Flash & The Furious Five (Sylvia, Inc.), E. Fletcher, M. Glover, S. Robinson; Sugar Hill 584 GAME—Stacy Lattisaw (Narada Michael Walden), N. Walden and J. Cohen; Cotillion 7-99968 (Attantic) TALK TALK—Talk Talk (Colin Thurston), E. Hollis and M. Hollis; EMI-America 8136 (A Duet With James Ingram) (Quincy Jones), R. Temperton; QWest 50036 (Warner Bros.) DIRTY LAUNDRY— Don Henley (Don Henley, Danny Kortchmar), D. Henley, D. Kortchmar; Asylum 7-69894 (Elektra) SHAKIN' – Eddie Money (Tom Dowd), E. Money, R. Carter, E. Myers; Columbia 38-03252 LET'S GO DANCIN'—Kool & The Gang (Eumir Deodato, Kool & The Gang), A. Bayyan, J. Taylor, Kool & The Gang; De-Lite 824 (Polygram) SHOCK THE MONKEY—Peter Gabriel (David Lord, Peter Gabriel), P. Gabriel; Geffen 7-29883 (Manner Bros.) RIBBON IN THE SKY-Stevie wonder ON ME—The Gap Band (L. Simmons), C. Wilson, L. Simmons, R. Taylor, Total Experience 8203 (Polygram) (Chris Thomas), E. John, G. Osborne, Geffen 7-29954 (Warner Bros.) (Toto), D. Paich, J. Porcaro; Columbia 38-03335 USED TO BE-Charlene & Stevie Wonder (Ron Miller), R. Miller, K. Hirsch; Motown 1650 TOUGH WORLD-Donnie Iris (Marc Avsec), Avsec, Lerace, Lee; MCA 52127 BABY, COME TO ME-Patti Austin SEXUAL HEALING—marvin Gaye (Marvin Gaye), M. Gaye; Columbia 38-03302 (Prince), Prince; Warner Bros. 7-29896 THE MESSAGE—Grand Master YOU DROPPED A BOMB ATTACK OF THE NAME BLUE EYES-Etton John **TITLE-Artist** ☆ Superstars are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers). ★ Stars are awarded to other products demonstrating significant gains. ● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle). AFRICA-Toto 1999-Prince CHART ON -2 3 3 3 2 12 9 NEW ENTRY NEW ENTRY NEW ENTRY NEW ENTRY NEW STREET NEW ENTRY 2 31 86 43 80 75 79 83 8 MEEK 67 A 云 ANY A X AS . AN AN 白 白 1 8 1 80 MEEK 74 67 E (Producer) Writer, Label & Number (Distributing Label) SHADOWS OF THE NIGHT—Pat Benetar (Neil Geraldo and Peter Coleman), D.L. Byron; Chrysalis CHS 2647 LOVE ME TOMORROW—Chicago (David Foster), P. Cetera, D. Foster; Full Moon/Warner Bros. 7-29911 MISSING YOU—Dan Fogelberg (Dan Fogelberg, Marty Lewis), D. Fogelberg, Full Moon/Epic 34.03289 MANEATER—Daryl Hall and John Dates (Daryl Hall and John Oates), D. Hall and J. Oates, S. Allen; RCA 13354 I'M SO EXCITED—Pointer Sisters (Richard Perry), A. Pointer, J. Pointer, T. Lawrence; Planet 13327 (RCA) A PENNY FOR YOUR THOUGHTS-Tavares (J. Senter, K. Nolan), K. Nolan; RCA 13292 HEARTBREAKER—Dionne warwick (Barry Gibb, Karl Richardson, Albhy Galuten), B. Gibb, R. Gibb, Mr. Gibb; Arista 1015 STATE OF INDEPENDENCE—Donna Summer (Quincy Jones), Vangelis, J. Anderson; Geffen 7-29895 (Warner Bros.) I NEED YOU—Paul Carrack (Nick Lowe), P. Carrack, N. Lowe, M. Belmont; Epic 14-03146 BE MY LADY—Jefferson Starship (Kevin Beamish), P. Sears, J. Sears; Grunt 13350 (RCA) GET CLOSER—Linda Ronstadt (Peter Asher), J. Carroll; Asylum 7-69948 (Elektra) ROCK THIS TOWN—Stray Cats (Dave Edmunds), B. Setzer; EMI-America 8132 World) — Donald Fagen (Gary Katz), D. Fagen; Warner Bros. 7-29900 (T. Horn), ABC; Mercury 76168 (Polygram) YOUNG LOVE—Air Supply (Harry Maslin), G. Russell; Arista 1005 THE LOOK OF LOVE-ABC I.G.Y (What A Beautiful **TITLE-Artist** TRART ON 9 S 4 6 2 00 ~ 4 3 S ŝ 4 ~ 4 50 MEEK 39 46 38 42 44 47 56 45 48 49 37 \$ 41 57 A A A AS ANY ANY AN A ANY ANY 云 45 240 \$ 资 1 MEEK 38 (Producer) Writer, Label & Number (Distributing Label) GYPSY—Fleetwood Mac (Lindsey Buckingham, Richard Dashut, Ken Caillat, Fleetwood Mac), S. Nicks; Warner Bros. 7-29918 SOMEBODY'S BABY—Jackson Browne (Jackson Browne), J. Browne, D. Kortchmar; Asylum 7-69982 (Elektra) JACK AND DIANE—John Cougar (John Cougar Mellencamp, Don Gehman), J.C. Mellencamp; Riva/Mercury 210 (Polygram) BELONG—Joe Cocker And Jennifer Warnes (Stewart Levine), J. Nitzsche, W. Jennings, B. Sainte-Marie, Island 7-99996 (Atlantic) WEEKS AT #1 GLORIA—Laura Branigan (Jack White), U. Tozzi, G. Bigazzì, T. Veitch, Atlantic 4048 YOU'RE NEAR)—Michael McDonald (Ted Templeman, Lenny Waronker), J. Leiber, M. Stoller, M. McDonald, E. Sanford; Warner Bros. 7.2933 HEARTLIGHT—Neil Diamond (Bacharach, Sager, Diamond), N. Diamond, B. Bacharach, C.B. Sager, Columbia 38-03219 BREAK IT TO ME GENTLY-Juice Newton (Richard Landis), D. Lampert, J. Seneca, Capitol 5148 TRULY—Lionel Richie (Lionel Richie, James Anthony Carmichael), L. Richie; Motown 1644 EVE IN THE SKY—The Alan Parsons Project (Alan Parsons), E. Woolfson, A. Parsons, Arista 0696 | RAN — A Flock Of Seagulls (Mike Howlett), A. Score, P. Reynolds, M. Score, F. Maudsley, Jive/Arista 102 KEEP FORGETTIN' (EVERY TIME HEART ATTACK—Olivia Newton-John (John Farrar), S. Kipner, P. Bliss; MCA 52100 WHO ÇAN IT BE NOW?—Men At Work (Peter Mclan), C. Hay, Columbia 18-02888 YOU CAN DO MAGIC-America (Russ Ballard), R. Ballard; Capitol 5142 **UP WHERE WE TITLE-Artist** 17 13 12 Π Б 14 00 Ξ 6 4 CHART ON 18 14 17 17 2 -3 5 9 ~ 00 6 36 -13 12 14 11 MEEK AT. 23 \$ A

And A

6

有

白

2

1

5

ç

0

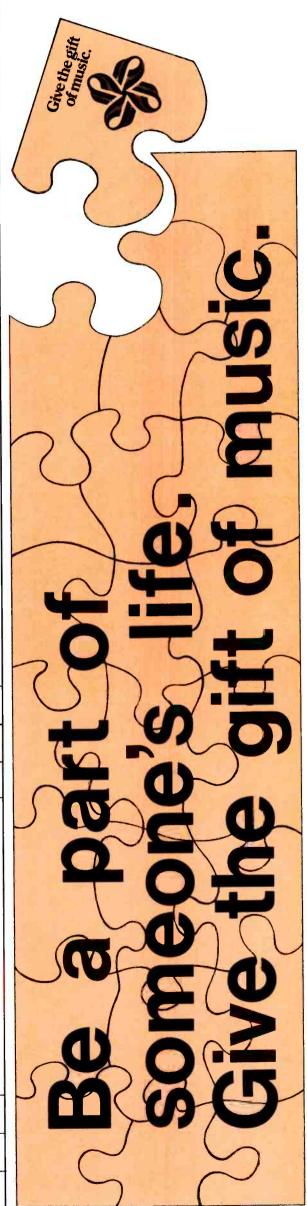
3

2

MEEK

女

PLEASE BE THE ONE—Karla Bonoff (Kenny Edwards) K Bonniff: Columbia 18-03172	STAND OR FALL—The Fixs (Rupert Hine), Curnin, West-Oram, Woods, Greenall, Barrett;	MCA 52106 SITUATION - Yaz	V. Clarke, E. Raddine, D. milet), Clarke, Moyel, Sile 7: 29953 (Marner Bros.) I WOULDN'T BEG FOR	VAI E.K.—Shenna Easton (Christopher Neil), M. Leeson, P. Vale; EMI-American 8142 YOU SHOULD HEAR HOW SHE TALKS		JUMP TO IT—Aretha Franklin (Luther Vandross), L. Vandross, M. Miller, Arista 0699 VOYEUR—Kim Carnes	(Val Garay), K. Carnes, D. Ellingson, D. Hitchings, EMI- America 8127 DAD, DOV / HAVING, A DADTV - 1.4444 Variation	DAU DOLL/ NAVING A CANTI - Luner vanoross (Luther Vandross), L. Vandross, M. Miller; Epic 14-03205	HURTS SO GOOD—John Cougar (John Cougar Mellencamp, Don Gehman), G.M. Green, J. Cougar, Riva 209 (Polygram)	CLOSE ENOUGH TO PERFECT—Alabama (Harold Shedd, Alabama Strings), C. Chambers, RCA 13294	DO YOU WANNA TOUCH ME—Joan Jett & The Blackhearts (Kenny Laguna, Ritchie Cordell), G. Glitter, M. Leander;	Boardwalk 11-150-/ MAKE BELIEVE—Toto (Toto), D. Paich; Columbia 18-03143	YOU KEEP RUNNIN' AWAY38 Special (Rodney Mills), D. Barnes, J. Carlisi, J. Peterik, A&M 2431	I WILL ALWAYS LOVE YOU - Dolly Parton (Dolly Parton, Gregg Perry), D. Parton; RCA 13260	IAINIED LOVE—Soft Cell (Mike Thorne), E.C. Cobb, Sire 49855 (Warner Bros.)	JURNNT CAN I NCAU—Don Henley (Don Henley, Danny Kortchmar, Greg Ladanyi), D. Henley, D. Kortchmar, Asylum 7-69971 (Elektra) I FT MF TICKI F VOLIP	FANCY — JETRALE TOON FANCY — Jermaine Jackson (Jermaine Jackson, Berry Gordy), J. Jackson, P.M. Jackson	Jr., P. Sawyer, M. McLeod; Motown 1628 TAKE THE L— The Motels (Val Garay), Jourard, Davis, Carter; Capitol 5149
9	1	1	NEW ENTRY	24		11	1		78	6	14	13	11	14	47	11 15	2	6
63		73	NEW	69]	70		MUM		96	78	81	2	66	6	Co Co	6	88
83	1	85	8	87)	8 8	4	8	6	92		94	95	96 - I	6	8 8		100
(Steve Miller, Gary Mallaber), S. Miller, Capitol 5126	WHAT ABOUT ME — Moving Pictures (Charles Fisher), G. Frost, F. Frost; Network 7-69952 (Elektra)	GET UP AND GO-The Go-Go's (Richard Gottehrer), Caffey, Wiedlin; I.R.S. 9910 (A&M)	HARD TO SAY I'M SORRY—Chicago (David Foster), P. Cetera, D. Foster, Full Moon/Warner Bros. 7-29979	ON THE WINGS OF LOVE—Jeffrey Osborne (G. Duke), P. Schless, J. Osborne; A&M 2434	TUG OF WAR—Paul McCartney (George Martin), P. McCartney; Columbia 38-03235	EYE OF THE TIGER-Survivor (Jim Peterik, Frankie Sullivan), F. Sullivan, J. Peterik, Scotti Bros. 5-02912 (Epic)	ROCK THE CASBAH — The Clash (The Clash), The Clash; Epic 34-03245	EVERYBODY WANTS YOU—Billy Squier (Mack and Billy), B. Squier; Capitol 5163	DESTINATION UNKNOWN—Missing Persons (Ken Scott), Bozzio, Bozzio, Cuccurulo; Capitol 5161	RIGHT HERE AND NOW—Bill Medley (Richard Perry), B. Mann, C. Weil; Planet 13317 (RCA)	SO MUCH IN LOVE—Timothy B. Schmit (Russ Titleman), W. Jackson, R. Straigis, G. Williams; Full Moon/Asylum 7-69939 (Elektra)	YOU AND 1- Eddie Rabbitt/Crystal Gayle (David Malloy), F. Myers; Elektra 7-69936	CUUL MAULU-Steve Miller (Steve Miller and Gary Mallaber), G. Mallaber, K. Lewis; Capitol 5162	A LOVE SONG—Kenny Rogers (Kenny Rogers), L. Greenwood; Liberty 1485 (EMI-America)	BIG FUN—Kool & The Gang (Eumir Deodato), R.K. Bell, J. Taylor, G. Brown, R. Bell, Kool		SHE'S TIGHT—Cheap Trick (Roy Thomas Baker), R. Nielsen; Epic 34-03233	WHATCHA— Chilliwack (Bill Henderson, Brian Mac(eod), B. Henderson and B. MacLeod; Millennium 13110 (RCA)
1	~	9	22	9	S	22	2	5	5	5	ß	4 (r	ŝ	10	4	4	7
:	21	52	16	55	23	18	59	99	61	58	62	12	8	68	21	64	65	76
	S	8	51	S	53	24	釵 <	贫	剑		每	包	a l	X	63	64	X	99
8-03160	y , G. Frey, J.	th Steve Perry		urphey		ry 76179			Peterik;		ash Gursky), S.	ı Gratzer),	LM 2428	5		hapman;	Hodgson; A&M	
(John Ryan), I. Thomas, Columbia 18-03160	THE ONE YOU LOVE Glenn Frey (Glenn Frey, Allan Blazek, Jim Ed Norman), G. Frey, Temochin Acvlum 7.64074 (Flettra)	DON'T FIGHT IT—Kenny Loggins With Steve Perry Bruce Bothic Kenny Loggins & Loggins C Borry D	Pitchford, Columbia 18-03192 MUSCLES—Diana Ross Michael Jarkson) M Jarkson: RCA 13348	WHAT'S FOREVER FOR-Michael Murphey (Jim Ed Norman), R. Van Hoy; Liberty 1466	LOVE COME DOWN-Evelyn King (Morris Brown), Kashif, RCA 13273	NEW WORLD MAN-Rush (Rush, Terry Brown), Lee, Lifeson, Peart; Mercury 76179 (Polygram)	YOU DON'T WANT ME ANYMORE-Steel Reeve	(Kim Fowley), K. Goorabian, RCA 13283	AMERICAN HEARIBEAT—Survivor (Frankie Sullivan, James Peterik), F. Sullivan, J. Peterik; Scotti Bros. 4-03213 (Epic)	NOBODY — Sylvia (T. Collins), K. Fleming, D. Morgan, RCA 13223	SOUTHERN CROSS—Crosby, Stills and Nash (Crosby, Stills and Nash, Stanley Johnston, Steve Gursky), Stills, R. Curtis, M. Curtis; Atlantic 7-89969	SWEET TIME—REO Speedwagon (Kevin Cronin, Gary Richrath, Kevin Beamish, Alan Gratzer), K. Cronin, Epic 14-03175	STEPPIN' OUT—Joe Jackson (David Kershenbaum, Joe Jackson), J. Jackson, A&M 2428	ATHENA—The Who (Giyn Johns), P. Townshend; Warner Bros. 7-29905	PRESSURE—Billy Joet (Phil Ramone), B. Joet, Columbia 38-03244	MICKEY — Toni Basil (Greg Mathison, Trevor Veitch), N. Chinn, M. Chapman; Radialchoice/Virein Record/Chrysalis 2638	IT'S RAINING AGAIN—Supertramp (Supertramp, Peter Henderson), R. Davies, R. Hodgson; A&M	2502 GET EXCITED—Rick Springfield (Keith Olsen), R. Springfield; RCA 13303
10 (John Ryan), I. Thomas, Columbia	11 THE ONE YOU LOVE-Glenn Fre (Glenn Frey, Allan Blazek, Jim Ed Norman) Temnchin Asvlum 7.69974 (Flettra)	10 DON'T FIGHT IT - Kenny Loggins Wil	Pitchford, Columbia 18-03192 Pitchford, Columbia 18-03192 MUSCLES—Diana Ross Michael Jarkson M Jarkson RCA 13348	15 WHAT'S FOREVER FOR-Michael M (Jim Ed Norman), R. Van Hoy; Liberty 1466	10 LOVE COME DOWN-Evelyn King (Morris Brown), Kashif, RCA 13273	7 NEW WORLD MAN-Rush (Rush, Terry Brown), Lee, Lifeson, Peart; Mercu (Polygram)	10 YOU DON'T WANT ME ANYMORE-Steel Reeve		6 AMERICAN HEARIBEAT—Survivor (Frankie Sullivan, James Peterik), F. Sullivan, J. I Scotti Bros. 4-03213 (Epic)	10 NOBODY – Sylvia (T. Collins), K. Fleming, D. Morgan, RCA 13223	7 SOUTHERN CROSS—Crosby, Stills and M. (Crosby, Stills and Mash, Stanley Johnston, Steve (Stills, R. Curtis, M. Curtis; Atlantic 7-89969	10 SWEET TIME—REO Speedwagon (Kevin Cronin, Gary Richrath, Kevin Beamish, Alar K. Cronin, Epic 14-03175	11 STEPPIN' OUT—Joe Jackson (David Kershenbaum, Joe Jackson), J. Jackson, A8	9 ATHENA-The Who (Giyn Johns), P. Townshend; Warner Bros. 7-2990	6 PRESSURE—Billy Joet (Phil Ramone), B. Joet, Columbia 38-03244	9 MICKEY—Toni Basil (Greg Mathison, Trevor Veitch), N. Chinn, M. C Radialchoice/Virgin Record/Chrysalis 2638		2502 8 I GET EXCITED—Rick Springfield (Keith Olsen), R. Springfield; RCA 13303
71 61		17 10	29 5	19 15	22 10	23 7	24 10 YOU ANYA	į	27 6	25 10		26 10	32 11	30 9	33 6	34 9	NEW ENTRY	35 8



SONGWRITERS

SONGWRITER'S CONTACT SERVICES Attention Record Companies/Producers! Our songwriters sell millions of records---Hits available now! Attention Great Song--writers! 100 artists presently looking for hit songs

Robert H. Marcus 7219 Hampton Ave., Suite 14 Hollywood, CA 90046 (213) 874-3373

SONGWRITING

EARN MONEY WITH your poems and songs. We urgently need your songs and poems. Send for We urgently need your songs and poems. Send for free available information. Columbine Records, 6430 Sunset Blvd., Studio T9, Hollywood, CA 90028

BOXES FOR AUDIO & VIDEO

BOXES FOR

STEREO 8 & CASSETTES ts & form fit. Beau

IN STOCK-INSTANT SHIPMENT Low Prices-Free Samples

PAK-WIK CORPORATION 128 Tivoli St., Albany, NY 12207 (518) 465-4556 Collect

VHS & BETA BOXES

HOTELS

APPLAUSE! APPLAUSE! Fully-furnished suites with fully-One block from public transpor-"Herb's Restaurant,"

equipped kitchens. Daily maid service. Special low "Theatrical Rates." Minutes away from Kennedy Center, Arena Stage, Na-tional/Ford's/Warner Theaters. tation. Relaxing sauna. Popular gathering spot for people in the arts, next door

GEORGETOWN HOTEL 2121 P Street, N.W., Washington, DC 20037

(800) 424-2284, (202) 293-3100

PUBLIC NOTICES

"PUBLICITY" FOR ONLY \$95 per week. Top Exposure for Products, Personalities, Business, Events, etc. TV, Newspaper, Radio, all media coverage. Local, National, International. Call (212) 757-2597.

HELP WANTED

NATIONAL SALES MANAGER

We are a leading home video company. We need a selfstarter with a creative mind, broad shoulders and a sense of keen play

> WE NEED A STAR ! Write to: BOX 7489, Billboard, 1515 Broadway, New York, NY 10036 and tell us about yourself.

> > 585 5

LARGE IMPORT DISTRIBUTOR LOCATED IN N METROPOLITAN AREA NEEDS BUYER. Must have knowledge of foreign record company catalogs and good motivation. Send resume to: BILLBOARD PUB., INC. BOX 7484 1515 Broadway New York, N.Y. 10036 SALES SOLICITATION

IN PREMIER GROWTH AREA OF UNITED STATES Frequent travel requirements. Ag-gressive business orientation desired. \$17,000 base plus profit participation -opportunity to build a secure and

sizeable sales position. Send resume to: BOX 7490 Billboard, 1515 Broadway New York, NY 10036

ART

CAPTURE YOUR FAVORITE singer/group in an original portrait, most media; individual, com-posites, on stage. Portraits, Etc., P.O. Box 202, Upper Marlboro, MD 20772.

\$1M In Grants From ASCAP

NEW YORK-ASCAP's Award Panels have made cash grants of \$1,075,200 for 1982-83, representing special awards over and above royalties paid for performances of works in ASCAP's sample survey. Since 1960, more than \$19 million has been distributed to writers in this category

Awards are granted through panels in both the pop and standard repertoire. According to ASCAP president Hal David, the awards represent "financial encouragement and recognition of our writers' talents" and "play an important role in stimulating musical creativity among our members."

DISTRIBUTING SERVICES

RECORDING TAPE & ACCESSORIES 24-HOUR FREIGHT PAID SERVICE Best Selection—Best Service—Best Fill MAXELL • TOK • DISCWASHER • SONY • MEMOREX • FUJI • ASTROCADE • SHURE • AMARAY • SCOTCH • SAVOY • RECOTON • EVEREADY • AUDIO TECHNICA • DYNA-SOUND • BASF • DURACELL • SOUND GUARD • TRACS • ALLSOP • many, many

SEND FOR FREE CATALOG A.I. ROSENTHAL ASSOCIATES Bupt A. 1035 Louds Gr., Warminster, PA 10874 DEALES ONLY G. 1515, 41-8000 TOLL FREE ORDERING: (800) 523-2472

EXPORT ONLY

All brands phonograph records and pre-recorded audio and video tapes (NTSC and PAL) Also largest selection of attractive close-out offers-35 years of specialized service to record and tape importers throughout the world Overseas dealers and distributors only

ALBERT SCHULTZ, INC. 116 W. 14th SI., N.Y., NY 10011 (212) 924-1122 Cable: ALBYREP Telex: 236569

RECORDS, CARTRIDGES,

CASSETTES FOR EXPORT

ALL LABELS--REGULAR AND CLOSE OUTS. Nearly 30 years serving im porters with consolidation and per-

ANNOUNCEMENTS

DONATION TO

COLLEGE WANTED Music Industry Oriented College will rename institution after donor in exchange for contri-bution in excess of \$1,000,000. Inquiries should be directed to:

IRA H. LEGNWITZ, Esq. Stewart Ave., Garden City, NY 11530 516-222-1800

DEADLINES

FOR FUTURE ISSUES

NOV. 6th ISSUE-OCT. 25th NOV. 13th ISSUE-NOV. 1st NOV. 20th ISSUE-NOV. 8th NOV. 27th ISSUE-NOV. 15th DEC. 4th ISSUE-NOV. 19th DEC. 11th ISSUE-NOV. 29th DEC. 18th ISSUE-DEC. 6th

sonalized attention. DARO EXPORTS, LTD. 1468 Coney Island Ave. Brooklyn, N.Y. 11230 Cables: Expodaro

Publishing **Big 3's Belt-Tightening Pays Off** Cuts In Staff And Folio Releases Increase Profits

By IRV LICHTMAN

NEW YORK-Realism apparently has its rewards at Big 3 Music, the print wing of United Artists Music.

Reacting to the sluggish economy with staff cuts and a 50% reduction in the flow of folios, the company claims it has, nonetheless, generated a profit of more than \$200,000 on a slight decline in gross for its fiscal year ending Aug. 31. The profit showing is reported as higher than last year's results.

We earned more with less by realistically responding to the market rather than inundating the market like some of our competitors, claims Russ Martens, general man-ager of Big 3. "We simply recognized early that the music print field as a whole was experiencing a limited growth cycle, and we quickly adjusted to a new game plan to make our growth happen in terms of bottom line profits.

Working with a staff reduced

Print On Print

Big 3 Music is making permanent a reduction of the daily minimum order (at list price) it had going for a just-ended "Annie" folio incentive. Under the "Annie" program, ac-counts could order \$60 worth of product-instead of the regular daily minimum of \$150-if they bought any amount of "Annie" goods. New-comer folios from Big 3 include "Movie Greats" (\$19.95), containing 125 songs for voice/piano/guitar; "Country-Heartbreakers And Hit-(\$8.95) for voice/piano/ makers" guitar; and "Mellow Sounds Of Yesterday And Today" (\$9.95) for voice/piano/guitar. Warner Bros. Publications is out

with the first U.S. folio by the Clash, "Clash Anthology" (\$7.95), containing 29 songs from their various albums; and a matching folio, "REO Speedwagon's Good Trouble" (\$8.95).

Cherry Lane Music, which has made a specialty of Beatles folios and, more recently, greeting cards, has added a special collectors edition line of single-sheets, starting with 10 songs. The \$2.95 list series, for piano/vocal with guitar chords, boast full-color original art on glossy covers. The 10 songs are "Strawberry Fields Forever," "Got To Get You Into My Life," "The Fool On The Hill," "When I'm 64," "With A Little Help From My Friends," "Honey Pie," "I Am The Walrus," "We Can Work It Out," "I'm Happy Just To Dance With You" and "Imagine." Other newcomers from Cherry Lane include a matching folio of Billy Joel's "Nylon Curtain" (\$8.98), a 64 pager with (\$8.98), a 64 pager with color photos and an interview with Joel, and "Kenny Rogers Greatest Hits Autoharp" (\$4.95).

from 48 to 27 earlier this year, Big 3 also cut back on folio releases, making, Martens explains, a "conscious choice not to chase the charts for additional outside material except as to those songs which fitted the needs of publications scheduled for release; tapping more and more of the inside standards from the various UA catalogs; a low priority view of automatic personality book print, but a high priority view of follow-through marketing for all Big 3 product." Martens, also burdened by the

loss of two major catalogs in the past year-those of Barry Manilow and Jim Croce-says the era of the mixed folio has come to an end. "The consumer has reached the saturation point and main jobbers and retailers are telling me they don't want them anymore," Martens says of the tradi-tional practice that sees constant repeats of copyrights, repackaged with different titles.

At Big 3, the main areas of folio concentration are now country and MOR music. Martens is also continually reducing inventory of slowsellers after quarterly rundowns of their sales patterns. This has left Big 3 with a catalog of 350 titles, down from a total of about 700 a year ago.

With the personnel cutbacks, affecting warehousing, production, editorial and marketing, Martens and Big 3 consultant Jay Leipzig have been handling the major share of marketing and sales functions. One of their first efforts involved the 'Annie" film and show score, which they claim has sold one million units so far.

FOR EXPO & SONGSEARCH Two L.A. Groups Join Forces

By PAUL GREIN

LOS ANGELES-Two locally based songwriters associations, Los Angeles Songwriters Showcase (LASS) and Songwriters Resources & Services (SRS), are pooling resources for the first time to produce Expo & Songsearch '82, set for Nov. 6-7 at UCLA's Grand Ballroom.

This is the sixth year LASS has sponsored the Songwriter Expo, a two-day event featuring 100 industry pros speaking in classes, panels and workshops. It's the first year SRS has instituted prizes in its songwriting competition, thanks to grants from such companies as ICM, BMI, A&M, the Black Music Assn.

and Tom Snow Music.

The two organizations, which also share a suite of offices in L.A., had been operating independently since SRS was founded by the late Helen King eight years ago. Billy James, vice president of SRS, says the decision to join foces this year was "a natural because philosophically we're just about identical. We both function as a bridge between the industry and the street."

Len Chandler, co-founder and codirector of LASS since 1971, offers other reasons for the decision to team up. "It enhances our ability to solicit funds in a more organized fashion. Before, we'd both be appealing for public service spots at the



NOTES ON NOTES-Rupert Holmes, left, and Dick Asher, president of the CBS Records Division and deputy president and chief operating officer of the CBS/Records Group, evaluate a song submitted at a recent ASCAP East Coast pop workshop. Holmes, the writer/performer/producer, heads the workshop, which calls on industry executives to assess the commercial value of the material.

ing. We wanted to put all our energies, staffs and mailing lists into one major songwriting event."

SRS reports receiving more than 4,000 entries in its songwriting competition, which grossed \$30,000 from entry fees. Judging is now underway in six categories: pop/adult contemporary, rock/new wave, black, country, gospel and topical, the latter dealing with message songs. Each category winner receives \$1,500 and the grand prize winner takes an ad-ditional \$5,000.

same time and it would be confus-

The winning songs will be performed in a concert at the conclusion of the event. Booker T. Jones will serve as music director and MC: the show will be produced by Wolf/ Rissmiller Concerts. Those who buy a ticket to the concert also attend the final panel discussion, set to include songwriters Barry Mann, John Bettis, Steve Kipner and Ray Parker Jr.

Tickets to the concert are \$10 at the door; the fee for the two days is \$60 at the door. The income after expenses from both the concert and expo will be divided equally between both organizations.

SRS currently has more than 2,500 members nationwide, according to James, and six fulltime employees. Dues are \$40 a year. LASS has 500 members, according to Chandler, who adds that it started as a membership organization 18 months ago. It has three employees; dues are \$25.

Almost half of LASS' annual income is from BMI, according to John Braheny, the organization's cofounder and co-director. BMI has also made a grant of \$10,000 to the Expo and Songsearch, matching a \$10,000 grant by ICM.

	Geffen GHS 2013 (Marner Bros.) WEA	UNIAR REE Abominog Mercury SRM 1-4057 (Polygram) POL	DIONNE WARWICK Heartbreaker Anista AL 9609	WILLIE NELSON Always On My Mind Columbia FG 37951 CBS	SCORPIONS Blackout Mercury SRM 1-4039 POL	YAZ Upstairs At Eric's Sire 1-23737 (Warner Bros.) WEA	JOURNEY Escape Columbia TC 37408	LD Spoiled Me	RCA AFLI-4125 RCA GENESIS Threas Stides Live	Atlantic SD 2-2000 WEA UTOPIA	Utopia Network 60183 (Elektra) WEA RICHARD SIMMONS	Reach Elektra El-60122 WEA PAUL MCCARTNEY	Tug Of War Columbia TC 37462 CBS DEF LEPPARD	High & Dry Mercury SRM-1-4021 (Polygram) POL TEDDY PENDERGRASS	This One's For You P.I.R. F2 38118 (Epic) CBS PETE TOWNSHEND	All The Best Cowboys Have Chinese Eyes Ateo SD 38149 (Atlantic) WEA	POLICE Autor Book In The Machine Rca	C TED BY	LOUIS CLARK Hooked On Classics RCA AFL1-4194
26	2	3	Î	33	32	ц	65	32	19	m	22	25	9	=	11		54	51	
84	6		ALM CATH	16	92	100	103	96	81	106	88	66	107		8		88	104	
8	G	60	×	91	92	E	叡	95	96		8	66	┥	X 5	102		103	104	
Steel Breeze RCA AFLI-4424 IIIICE NEWTON	Quiet Lies Contet Lies Contet 17210	SAW	Cotillion 90002-1 (Atlantic) WEA JERMAINE JACKSON Let Me Tickle Your Fancy		AÉM SP 4888 RCA SYLVIA Just SVIvia	RCA AHL'I 4312 RCA SOUNDTRACK Fast Times At Ridgemont	High Full Moon/Asylum 60158-1 WEA (Elektra) WEA	JANE FONDA Jane Fonda's Workout Record Columbia 222-38054			GAN		AND HIS VING ORCHES	RCA AFLI 4343 STEVE WINWOOD Talking Back To The Night	Island ILPS 9777 (Warner Bros.) WEA GAP BAND Gap Band IV	Total Experience TE-1-3001 (Polygram) KIM CAPNES	Voyeur EMLAmerica SO 17078 IEEELEACOM STADSUID	Vinds Of Change Grunt BXL1 4372 (RCA) RCA	MICHAEL MARTIN MURPHY Michael Martin Murphy Libery Ur.51120 CaP
1 23		5 10	11	7 23	3 13	9		1 23	3	2 17	9	m	5 20	11	3 21	ی م		8	თ ფ
	5	22 22	56 46	57 57	55	29 59		60 61	於 73	62 62	11	20	65 65	66 66	67 63	40		_	效 78
OLIVIA NEWTON-JOHN Olivia's Greatest Hits, Vol. 2	MCA MCA 5347 MCA	Get Lucky Columbia FC 37638 CBS	EDDIE MONEY No Control Columbia FC 37960 CBS	DIRE STRAITS Love Over Gold Warner Bros. 1-23728 CBS	SANTANA Shango Columbia FC 38122 CBS	ARETHA FRANKLIN Jump To It Arista AL 9602 IND.	ASIA Asia Geffen GHR 2008 (Warner Bros.) WEA	JOE JACKSON Night And Day A&M SP-4906	THE TIME What Time Is It? Warner Bros. 1.23701 WEA	CROSBY, STILLS AND NASH Daylight Again Atlantic SD 19360 WEA	EVELYN KING Get Loose Rca Afl14337 Rca	SURVIVOR Eye Of The Tiger Scott Bros. F7 38052 (Epic) CBS	LIONEL RICHIE Lionel Richie Matavin 6007 ML IND	Still	AEROSMITH Rock In A Hard Place Columbia FC 38061 CBS	ROYAL PHILHARMONIC ORCHESTRA CONDUCTED BY	Hooked On Classics II RCA RCA AFL1-4373	PETER GABRIEL Security Geffen GHS 2011 (Warner Bros.) WEA	DIANA ROSS Silk Electric RCA AFL1 4384 RCA
4	1	-	17	m -	თ	12	31	16	9	16	80	19	2	6	9	10		_ م	2
21			20	25	22	23 1	24 3	27 1	28	29 1	30	17 1	42	31	32	33 1		ĸ	41
\$X		<u>n</u>		刻	A		24	<u> </u>	×		X	29	X	每	4	33		釵	刻
				V	•		_	v	r	V	V -				*	1			





Country Music Week Activities Keep Nashville Busy



Frances Preston, left, hugs Kye Fleming while her songwriting partner Dennis Morgan smooches Sylvia, as the pair score one of eight BMI award citations at the performing rights society's recent banquet. Looking on are, from center, Dean Kay, Bill Hall, Doyle Brown and Bob Kirsch of the Welk Music Group, BMI's top country publisher of the year with 19 citations.



Glenn Ray, center, clutches his SESAC trophy as 1982 country writer of the year, flanked by Dianne Petty, SESAC vice president, and Vincent Candilora, vice president of affiliations, New York.





Jerry Hayes and Don Singleton of recording group Shylo chat with PolyGram Records' president/chief operating officer Guenter Hensler, left, and country marketing director Joe Polidor, right, at a CMA Week cocktail party held at Opryland Hotel.



Billboard editor-in-chief Gerry Wood presents Buddy Killen, president of Tree International, with a No. 1 trophy signifying Tree's stature as Nashville's top country publisher. Sharing in the moment are Tree vice presidents Donna Hilley, left, and Roger Sovine, right.



Songwriter Dallas Frazier, center, and publisher Wesley Rose of Acuff-Rose Publishing clasp their BMI Robert J. Burton Awards for "Elvira," named the organization's most performed country song of the year. Joining in the presentation are Oak Ridge Boys Joe Bonsall, Duane Allen, Richard Sterban, BMI vice president Frances Preston, and Oak Bill Golden.



Hank Snow accepts SESAC's special Humanitarian Award for his efforts in founding the Hank Snow Foundation for Child Abuse. Presenting his award is Jo Walker-Meador, executive director of the CMA.



Jerry Lee Lewis, left, roars his approval at a remark made by labelmate Mel Tillis during MCA Records' annual DJ Convention soiree at the Maxwell House Hotel.



MCA artist George Strait pauses during his performance onstage at the Grand Ole Opry House to accept his Billboard plaque as No. 1 new male album artist from bureau chiet Kip Kirby.



House Of Gcld vice president and producer Bob Montgomery accepts his award as Billboard's top Nashville-based pop publisher from the publication's editor-in-chief Gerry Wood during CMA Week.



RCA Records' DJ Convention/hospitality suite at Opryland provided a chance for singer Eddy Arnold and label vice president Jerry Bradley to share some reminiscences about their long mutual association.



Bob Morrison, seated left, ASCAP's country songwriter of the year, and Bill Hall of the Welk Music Group, seated right, ASCAP's country publisher of the year, accept congratulations from (back row) Hal David, ASCAP president; Gloria Messinger, ASCAP managing director; and Connie Bradley, ASCAP southern regional executive director.



House Of Gold Music vice president Bob Montgomery holds double SESAC awards for "Love's Gonna Fall Here Tonight," as his writer Kendal Franceschi expresses his gratitude for the honor. Franceschi also performed at the banguet.



Reba McEntire receives her award as Billboard's No. 1 new female album artist backstage at the Opry House after the CMA Awards Show. Presenting the plaque are, from left, Billboard country chart manager Don Kamerer, and Marty Feely, Billboard director of research and database publishing. Looking on at right is Jerry Kennedy, PolyGram vice president of a&r, Nashville.



Hank Williams Jr. grins as Elektra / Asylum's Nashville vice president Jimmy Bowen loads him down with his double Billboard artist awards at the label's DJ Convention party at Soundstage Studios.



When ASCAP named "There's No Getting Over Me" as its most performed country song of the year at its annual Nashville awards banquet, a crowd gathered onstage to celebrate. From left are: RCA's Jerry Bradley; writers Walt Aldridge and Tommy Brasfield; ASCAP president Hal David; publisher Rick Hall of Rick Hall Music; producer Tom Collins; singer Ronnie Milsap; and Connie Bradley, ASCAP southern regional executive director.

Country

TIED IN HALL OF FAME VOTE Mack, Smith Honored By FICAP

• Continued from page 15

fication of stations and recording artists) and clustered spots (because of listener tune-out). Panelists initiating the discussion were MC Tom Phifer of KRMD Shreveport, La.; Lynn Waggoner of KEBC Oklahoma City; Bob "Stone" Cohen, communications instructor at Ohio State Univ. and a former DJ, p.d. and station owner; Dene Hallam of WHN New York; Biff Collie of Winner Productions, Franklin, Tenn.; and Len Ellis, WLJE and WLKE Val Paraiso, Ind.

On the subject of three-in-a-row

Though Willie Nelson is still mas-

ter of the LP chart with "Always On

My Mind," he takes a back seat to

Alabama on the singles ranking.

Nelson's "Let It Be Me" appears to

have peaked in the number two po-

sition while Alabama stretches from

number three to rack up another No.

1 record on Billboard's Hot Country

bama's eighth consecutive No. 1 single since "Tennessee River" in

1980. Their first single on MDJ Rec-

ords, "I Wanna' Come Over," charted in 1979, and after 12 weeks

of chart action landed at 33. "My

Home's In Alabama" charted in

1980, and made it to 17 in 13 weeks.

Thereafter, since the group signed

with RCA Records, it has been No. 1

all the way: "Tennessee River"

(May 31, 1980); "Why Lady Why"

(Sept. 20, 1980); "Old Flame" (Feb. 14, 1981); "Feels So Right" (May 23,

1981); "Love In The First Degree"

(Oct. 24, 1981); "Mountain Music"

(May 1, 1982); and "Take Me

Sonny James holds the record for

the most consecutive No. 1 records.

James was recording for Capitol

when he garnered 16 chart-toppers

from 1967-1971. Thus, Alabama is,

in two years, halfway to the mark it

took James four years to establish.

*

Prime mover for the week is "A

Down" (July 24, 1982).

'Close Enough To Perfect" is Ala-

Singles Chart.

Chart Fax

Alabama Does It Again:

'Close Enough' Hits Top

By SHARON ALLEN

play, panelist Collie called Don Keith, DJ and p.d. for WLKZ Nashville, from the audience to explain that new station's all-music segments. Keith said they are used "to get people to listen more when commercials are aired."

Some in the audience and on the panel challenged that clusters of commercials hurt sponsors because listeners tend to listen closely to only the first spot, with the following ones getting less and less attention. Waggoner said an attempt to cluster commercials lost money for KEBC, although the station has frequently tried two-in-a-row play over the past

Child Of The Fifties," by the Statler

Brothers, which climbs a whopping

Sylvia leads the new-ons at super-

starred 74 with "Like Nothing Ever

Happened," penned by the dynamic

Kye Fleming-Dennis Morgan writing

turbed him. "Although I want DJs to

Fleming and Morgan has led to sev-

eral top 15 hits. The most recent is

"Nobody" (No. 1 on Aug. 21), which

is currently on Billboard's Hot 100

chart. "Sweet Yesterday" reached 12

in March, 1982; "Heart On The

Mend" made it to eight in Novem-

ber, 1981; and "Tumbleweed" was

Sylvia's first top 10 single, in No-

Hot off the wire, Chart Fax is able

to report that "Feels So Right" by

Alabama has just soared to triple

platinum sales, "Mountain Music" has just reached double platinum,

and "My Home's In Alabama" is

platinum. In just a little over two

Hank Williams Jr. breaks his own

Billboard track record as he scores his ninth LP, "Hank Williams Jr.'s

Greatest Hits," which debuted last

week at superstarred 47 and moved

upward this week to superstarred 23.

Closer" LP represents the most dras-

tic move on this week's LP chart, de-

buting at superstarred 35.

Also note: Linda Ronstadt's "Get

years, Alabama has sold six million

vember, 1980.

albums.

19 positions to starred 63.

12 years. Phifer lauded KPIL Dallas—a market leader—for not stringing records, or commercials, together. Non-drive time slots were mentioned by one DJ as the only logical time for three-in-a-row records and commercial clusters.

Smokey Smith attended the seminar and afterwards said the practice of playing records without attributing artists' names had always disturbed him. "Although I want DJs to have more freedom, I think stations should make a policy of commenting on records at the beginning and end. If a record is worth playing, it's worth mentioning who it's by," he said.

Both Smith and Biff Collie warned against programming strictly by singles charts. Collie's statement from the panel drew heavy applause.

Cohen said the transition of numerous stations in recent years to country formats is used as an excuse for extended music play "because some stations don't train their DJs to know enough about country to talk between songs." Heavy commercial clusters at regular intervals, he added, "are unfair to sponsors because listeners know you'll play three or four spots before getting back to music. They'll change channels and come back later." He further criticized the practice of multiple-song play as damaging to artists when their records aren't identified by DJs.

Ellis, who devoted half his comments to his "shock" at the seminar's small turnout, emphasized that a love for country music must come across on the air. The sentiment was echoed by Hallam, Collie and Phifer, who made a philosophical point. "Country radio is the most intimate form of wireless communication in the world," Phifer said in his concluding remarks. "It sounds corny, but it's no joke-you are a doctor for people who turn to you for some kind of therapy."

Talent Set For Cash TV Special

NASHVILLE–Johnny Cash's upcoming Christmas television special will feature Eddie Rabbitt, Crystal Gayle, gospel group the Mighty Clouds Of Joy and Cash's daughter Rosanne Cash. The special will be filmed in Memphis with a budget of \$650,000 and will commemorate Cash's 27 years as an entertainer.



RCA FINALE—Randy Owen of Alabama, Razzy Balley, Steve Wariner and Sylvia join together for the closing number of RCA's label show at the Opry House during the recent Grand Ole Opry Birthday Celebration festivities.

All That Celebrating: Does It Make Sense?

By KIP KIRBY

Now that another country music week DJ Convention has come and gone, some Music Row insiders are wondering whether Nashville will ever see another one of the size and scope it has become used to.

In light of the dismal economy, flat record sales and gravity of the overall music business forecast, the questions arise: Does it make sense to trot out lavish black-tie banquets for 700 guests, when only a fraction of those present actually contributed to earning the awards bestowed? Does it make sense to cram glittering soirees, headline showcases, open houses, formal galas, hospitality suites and seminars all together into one long, sleepless week of frenzied activity?

Well, who's to say? Perhaps in the long run, it does make sense. Perhaps the chance for visiting deejays, programmers and execs to mingle with artists and their Nashville industry counterparts more than compensates. Maybe enough business deals are struck, enough contacts solidified, enough contracts bottom-lined in ink, to justify the time and enormous expense.

Certainly, the convention has come to be viewed rather as an eighth wonder of the music world, defying description by those who have never experienced it firsthand. Its intentions are above reproach—these days, any opportunity for one-on-one communication between various industry staffers and sectors qualifies as admirable. And events such as the Talent Buyers Seminar (Billboard, Oct. 23), which stress education and information, are valuable by their very nature.

But for an industry increasingly strapped by rising costs and decreased personnel, saddled by more competition for what used to be considered easy income, the overblown aura of Nashville's

country music week may well be taking a toll. Commented one Music Row executive, overheard in conversation at the CBS Records president's party. "After hearing about the 1,200 laid off this week at the Terre Haute plant, I feel as if I should be at a wake, not a party."

Coinciding with its annual midweek awards banquet, SESAC issued a cryptic press release whichwhile not supplying details-nonetheless indicated what could possibly be a trimmed-down trend for next year's DJ Convention. Read the prepared statement, written by SESAC's chairman, Alice Prager:

"The music industry, like so many other industries throughout America, is faced with a continuing recession and an extremely tight economy. Our first priority is, as it has always been, to our affiliated writers and publishers. Because of this, we at SESAC have determined that it is fundamental that all other expenditures be reduced to ensure the continuing well being of our writers and publishers.

"While we will continue to honor our affiliates for musical excellence, we will hereafter present their awards in a different manner that will in no way diminish their importance."

Country music week 1982 has already become a memory now, as some 3,000 disk jockeys and industry staffers return to what passes as normality in their daily routine. Just how much of a memory CMA week will become remains a mystery until next year, when record companies, publishers and performing rights organizations must decide to what extent the industry is to share in their celebration.

If reason replaces revelry, it will be a sobering commentary on the continuing effects of the economy, but it could in fact change the face of DJ Convention/Grand Ole Opry Birthday Celebration as we have come to know it.

Nashville Scene

Words like this are indeed to be heeded. However, we find ourselves wondering: remain a secret? A secret to whom? Gene Watson's face may not be splashed on the cover of People, and he doesn't travel with a laser light show on the road, but to fans of country music, this artist is definitely no secret.

* * *

Lynn Anderson raised a few eyebrows during CMA week when she announced that she was declining a record contract with Atlantic America in favor of signing with a new independent label out of Dallas called Permian. It was a surprise to many because Permian does not have major distribution and is as yet unproven on the charts. Nonetheless, Anderson says her decision was based on the fact that she sees "an agreement in philosophy" between herself and Permian president Chuck Robinson. Her career began years ago with a small independent label, Chart Records, and she likes the concept that a new company can still strike with hit product, regardless of size.

Lynn hasn't recorded in three years ("I walked away from a contract with CBS to concentrate on being a wife and mother"), but now that she's decided to return to performing, she displays little hesitation about her chances. Some of her confidence, she says, stems from the fact that her producer is well-known Nashville songwriter **Michael Clark** ("Slow Hand," "Come On In"), whose next single is slated to be **Juice Newton's** "In The Heart Of The Night." Anderson's debut album for Permian is due in January, and will be the fledgling label's first LP product.

Atlantic America isn't losing any sleep over Anderson's loss. The label (which is making its move into country cautiously and advisedly) is concentrating on Glen Campbell's new pop/ country album and its initial single, "Old Home Town."

Its hopes are also pinned on Sissy Spacek's (Continued on page 47)





43

By KIP KIRBY

Gene Watson, once considered a press-shy and somewhat reclusive artist, seems to be acclimating himself to television spotlights and interviews now that he's at MCA. In the past few months, Gene's been taping segments of "Nashville Alive," "Nashville On The Road," "Country Jamboree," "Hee Haw," and "America's Top Ten," which is now syndicated to 140 tv stations around the country.

Watson has also taped a segment of "The

Razzy Bailey Show," a projected series currently in negotiation for syndication rights. Even Playboy Magazine seems to find Watson a favorite: in its November issue, the publication describes Gene's



"This Dream's On Me" album as "another disc that makes us wonder how long this fine singer can remain a secret."

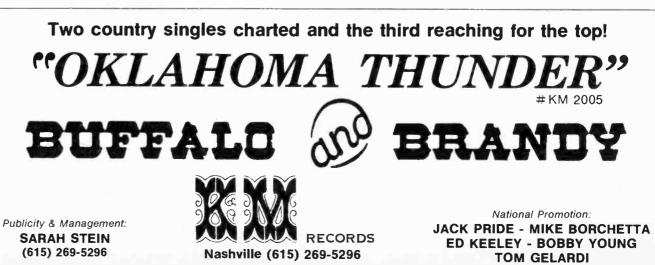
Bilboard Hobications. Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form

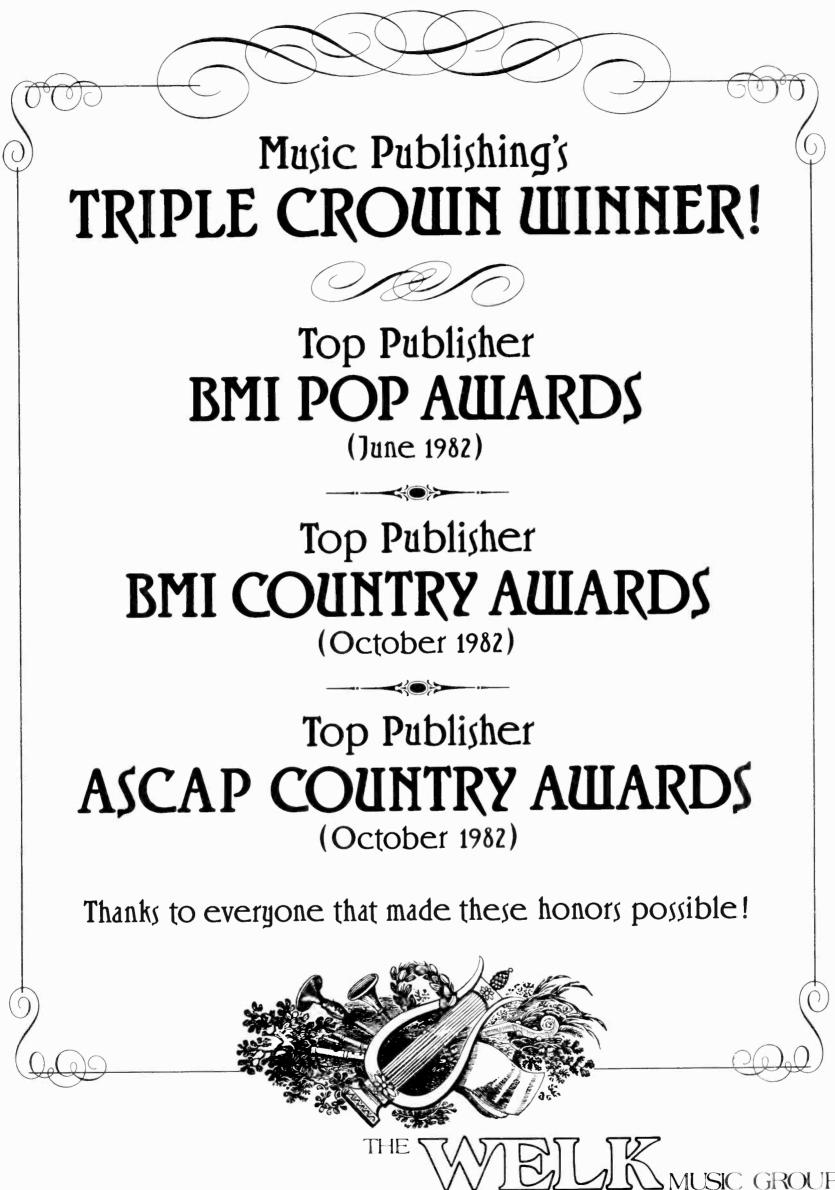
0			s, electronic, mechanical, photocopying, recording, or otherwise	winnou	ine p		ten permission of the publisher.	1.1			에는 실망한 것이도 데 있는 데 이가 가 같다.
WEEK	LAST WEEK	WKS ON CHART	TITLE—Artist (Producer) Writer: Publisher, Licensee; Label & Number (Dist. Label)	THIS	UAST WEEK	WKS. ON CHART	TITLE—Artist (Producer) Writer: Publisher, Licensee: Label & Number (Dist. Labet)	THIS	LAST WEEK	WKS ON CHART	TITLE-Artist (Producer) Writer; Publisher. Licensee: Label & Number (Dist. Label)
1	3	10	CLOSE ENOUGH TO PERFECT—Alabama (H. Shedd, Alabama) C. Chambers; Accredit/Raindance, BMI; RCA 13294	35	37	7	THAT'S WHAT I GET FOR THINKING—The Kendails (R. Dea, The Kendails) T. Skinner, K. Bell, J. L. Wallace; Hall-Clement (Welk Music Group), BMI;	68	84	2	TODAY MY WORLD SLIPPED AWAY—Vern Gosdin (B. Fisher) M. Wright, V. Gosdin; Vogue (Welk)/Hookit/Gary S. Paxton, BMI; AMI 1310 (NSD)
2	2	12	LET IT BE ME—Willie Nelson (C. Moman) M. Curtis, P. Delange, G. Becaud; MCA, BMI; Columbia 18:03073	36	42	6	Mercury 76178 (Polygram) WILD AND BLUE—John Anderson (F. Jones, J. Anderson)	69	76	2	GREEN EYES-Tom Carlile (G. Kennedy) T. Carlile; Opa-Locka, ASCAP; Door Knob 82-187
4	4	11	MISTAKES-Don Williams (D. Williams, G. Fundis)	1	41	5	J.S. Sherrill; Sweet Baby, BMI; Warner Bros. 7-29917 TIE YOUR DREAM TO MINE—Marty Robbins (B. Montgomery)	70	66	22	NOBODY-Sylvia (T. Collins) K. Fleming, D. Morgan; Tom Collins, BMI; RCA 13223
	5	10	R. Feldman; Jensing/Narwahl/Sweet Glenn, BMI; MCA 52097 YOU'RE SO GOOD WHEN				T. Dubois, V. Stephenson, S. Lorber, J. Silbar; House Of Gold/Bobby Goldsboro, BMI/ASCAP; Columbia 03236	☆	88	2	ONLY IF THERE IS ANOTHER YOU - Moe Bandy (R. Baker) D. Mitchell; Baray, BMI; Columbia 38-03309
			YOU'RE BAD—Charley Pride (N. Wilson) B. Peters; Royalhaven, BMI; RCA 13293	38	45	5	CAN'T EVEN GET THE BLUES—Reba McEntire (J. Kennedy)	1	80	3	WE HAD IT ALL ONE TIME—The Charlie Daniels Band (J. Boylan)
歃	6	10	BREAK IT TO ME GENTLY—Juice Newton (R. Landis) D. Lampert, J. Seneca; MCA, ASCAP; Capitol 5148				T. Damphier, R. Carnes; Coal Miners, BMI/Refuge, ASCAP; Mercury 76180 (Polygram)	73	74	4	C. Daniels; Hat Band, BMI; Epic 34-03251 I'M LOOKING OVER THE
ŵ	8	9	WAR IS HELL (ON THE HOMEFRONT	3	54	3	A LOVE SONG—Kenny Rogers (K. Rogers) L Greenwood; MCA/Sycamore Valley, BMI; Liberty 1485	1	1	-	RAINBOW—Sonny James (S. James, K. Stilts) V. True, S. James; Marson, BMI; Dimension 1036
.			TOO)—T.G. Sheppard (B. Killen) C. Putham, D. Wilson, B. Jones, Tree (Tree Group), BMI/Cross Keys (Tree Group), ASCAP; Warner/Curb 7-29334	2005	48	4	LOST MY BABY BLUES-David Frizzell (S. Garrett, S. Dorff)	☆	NEW E	TRY	LIKE NOTHING EVER HAPPENED—Sylvia (T. Collins) K. Fleming, D. Morgan, T. Collins, BMI; RCA 13330
公	9	7	HEARTBROKE-Ricky Skaggs (R. Skaggs) G. Clark; Chappell, ASCAP; Epic 34-03212		50	4	B. Peters; Ben Peters, BMI; Warner/Viva 729901 CHEROKEE FIDDLE—Johnny Lee and Friends (J. Boylan, J.F. Norman)	75	75	4	K. Fleming, D. Morgan, T. Collins, BMI; RCA 13330 TAKE ME TONIGHT—Darlene Austin (B. Strange)
8	1	13	HE GOT YOU-Ronnie Milsan (R. Milsan, T. Collins)	A25	51	3	CHEROKEE FIDDLE—Johnny Lee and Friends (J. Boylan, J.E. Norman) M. Murphey; Mystery Music, BMI; Full Moon/Asylum 7-69945 THE BIRD—Jerry Reed (R. Hall)				D. Singleton; Black Sheep, BMI; Myrtle 1003 (NSD)
¢	11	11	R. Murphy, B. Wood; Chriswood, BMI/Murfeezongs, ASCAP; RCA 13286 LOVE'S GONNA FALL HERE				H. Coleman. B. Etris, "Whiskey River" by J. B. Shinn, "On The Road Again" by W. Nelson, "He Stopped Loving Her Today" by B. Braddock, C. Putnam.	76	78	3	I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD—Tom Grant (D. Burgess)
			TONIGHT—Razzy Bailey (B. Montgomery) K. Franceschi; Casa De Oro, SESAC; RCA 13290	1	47	5	Pullman/House Of Gold/Willie Nelson, BMI; RCA 13355	77	77	3	D. Burgess, D. Pfrimmer; Single Tree, BMI; Elektra 769961 CRY—Tanya Tucker (D. Malloy)
逊	13	7	WE DID BUT NOW YOU DON'T—Conway Twitty (C. Twitty, J. Bowen)		1		YOU – John Conlee (B. Logan) H. Howard, B. Braddock; Tree. BMI; MCA 52116	1	83	2	G. Murphy, F. Musker; Blackwood, BMI; Arista 0677
俞	14	10	B. Clifford, P. McManus, W. Bomar; Music City, ASCAP; Elektra 7-69964 EVER, NEVER LOVIN'	1	49	4	MARINA DEL REY-George Strait (B. Mouir)				634-5789—Marlow Tackett (H. Shedd) S. Cropper, E. Floyd; East Memphis/Irving, BMI; RCA 13347
			YOU—Ed Bruce (T. West) E. Bruce, P. Bruce, G. Ray; Calico/Tree/SugarDlum, SESAC/BMI: MCA 52109				D. Dillion, F. Dycus; Hall-Clement (The Welk Group)/Golden Opportunity, BMI, SESAC; MCA 52120	12	85	2	I JUST CAN'T TURN TEMPTATION DOWN—Skip and Linda (P. Baugh, L. McBride)
1	15	9	OPERATOR, LONG DISTANCE	45	46	7	ARE WE IN LOVE (OR AM I)—Charlie Ross (W. Aldridge T. Brasfield F. Phillips)		NEW E		D. Cusic; Blackwood, BMI; MDJ 68179 GONNA HAVE A PARTY—Kieran Kane (J. Stroud, K. Kane)
			PLEASE—Barbara Mandrell (T. Collins) K. Fleming, D. Morgan; Hall-Clement (Welk Music Group), BMI; MCA 52111	46	25	13	(OR AM I)—Charlie Ross (W. Aldridge, T. Brasfield, E. Phillips) C. Quillan, D. Pfrimmer; Collins Court, ASCAP; Townhouse: 1061 (Capitol) VECTERDAY'S WINE 11 11 11 11 11 11 11 11 11 11 11 11 11	80			K. Kane, B. Channel, C. Cochran; Cross Keys/Old Friends/Tree, ASCAP/BM Elektra 69943
13	7	13	SHE'S LYING—Lee Greenwood (J. Crutchfield) J. Crutchfield; Unichappell/Jan Crutchfield/MCA, BMI; MCA 52087		1		YESTERDAY'S WINE-Merie Haggard & George Jones (B. Sherrill) W. Nelson; Willie Nelson Music, BMI; Epic 140-3072	81	65	19	DANCING YOUR MEMORY AWAY-Charly McClain (Chucko)
M	18	10	YOU PUT THE BLUE IN ME-The Whites (R. Skages)	47	26	13	LIVIN' IN THESE TROUBLED TIMES—Crystal Gayle (A. Reynolds) R. Cook, P. Donnelly, S. Hogin; Roger Cook Music/Cookhouse, BMI; Columbia 1803048	82	NEW E		E. Burton, T. Grant; Barnwood, BMI; Epic 14-02975 OLD HOME TOWN—Gien Campbell (J. Fuller)
•			IN ME—The Whites (R. Skaggs) R. Carnes, J. Carnes, C. Hardy; Elektra/Asylum-Refuge Cross Keys, BMI/ASCAP; Elektra/Curb 769980	48	30	16	I JUST CAME HERE			_	D. Pomeranz, WB/Upward Spiral, ASCAP; Atlantic/America 7-99967
15	12	14	I WILL ALWAYS LOVE YOU/DO I EVER CROSS YOUR MIND-Dolly Parton (D. Parton, G. Perry)				TO DANCE→David Frizzell & Shelly West (S. Garrett, S. Dorff) T. Skinner, J. L. Wallance, K. Bell, Hall-Clement (Welk),	183	90	2	HONKY TONK MAGIC—Lloyd David Foster (B. Möntgomery) D. Morrison, J. Slate; House Of Gold, BMI; MCA 52123
	22	8	D. Parton; Velvet Apple, BMI; RCA 13260 STEP BACK—Ronnie McDowell (B. Killen)	10	59	3	BMI, Warner/Viva 7-29980 (Lost His Love) ON OUR LAST DATE—Emmylou Harris (B. Ahern)	T	89	2	DARLENE—Big Al Downing (T. Bongiovi, L. Quinn) A. Downing, L. Quinn; Metaphor, BMI; Team 1002
17	17	14	C. Morris, Tree, BMI; Epic 03203 NEW WAY OUT-Karen Brooks (B. Ahern)	50	40	14	C. Twitty, F. Cramer; Acuff-Rose, BMI; Warner Bros. 7-29898 PUT YOUR DREAMS AWAY—Mickey Gilley (J. E. Norman)	85	56	17	SHE GOT THE GOLDMINE
	23	8	R. Sharp; Gee Sharp, BMI; Warner Bros. 729958 SURE FEELS LIKE	50		1	R. Leigh, W. Holyfield; United Artists/Lion-Hearted/Ides Of March, ASCAP; Epic 03055			_	(I Got The Shaft)—Jerry Reed (R. Hall) T. Dubois; House Of Gold, BMI; RCA 13268
U	23	0	SURE FEELS LINE LOVE—Larry Gatlin & The Gatlin Brothers Band (J. Crutchfield) L. Gatlin; Larry Gatlin, BMI; Columbia 18-03159	1	60	2	(SITTIN' ON) THE DOCK OF	186	NEW E	1111	HOLD ON—Gail Davies (G. Davies) R. Clark, M. Marchetti, Rick Clark/Tricia/Mark Marchetti/Little Chickadee,
	21	11	THE KILLING KIND-Bandana (S. Cornelius, M. Daniel)	-			THE BAY-waylon & Willie (C. Moman) S. Cropper, O. Redding; East Memphis/Irving, BMI; RCA 13319	107	. NEW ED		ASCAP/BMI; Warner Brothers 29892 TOO MANY IRONS IN THE
A	24	7	R.J. Friend, J. Dowell; Hossier, ASCAP/New Albany, BMI; Warner Bros. 7-29936 IT AIN'T EASY BEIN'	52	39	20	WHAT'S FOREVER FOR—Michael Murphey (J. E. Norman) R. Van Hoy; Tree, BMI; Liberty 1466			,	FIRE—Billy Parker & Cal Smith (J. Gibson) J.H. Forest; Hitkit, BMI; Soundwave 4686 (NSD)
			EASY—Janie Fricke (B. Montgomery) S. Harrington, M. Gray, L. Taylor; Warner-Tamerlane, BMI/Da-Tac-A-Bo/Bobby	53	44	9	DON'T IT BREAK YOUR HEART—Steve Wariner (T. Collins) M. David, A. Jordan; Collins Court/Jack and Bill (Welk Music Group), ASCAP;	B	HEW EI	1117	HERE WE GO AGAIN—Roy Clark (R. Clark) D. Lanier, R. Steagall, Dirk, BMI; Churchill 94011 (MCA)
21	10	13	Goldsboro, ASCAP; Columbia 38.03214 SOUL SEARCHIN'—Leon Everette (R. Dean, L. Everette) B. Rice. M. Rice; Swallowfork, ASCAP; RCA 13282	Ŵ	71	2	RCA 13308 GOING WHERE THE	10	NEW EN		THE PERFECT PICTURE (To Fit My Frame
兪	32	6	REDNECK GIRL-Bellamy Brothers (D & H Bellamy, J. Bowen)				LONELY GO—Merie Haggard (M. Haggard, L. Talley) M. Haggard; Shade Tree, BMI; Epic 34-03315				Of Mind)—Gary Wolf (J. Chambers) R. Murrah, J. McBride, Blackwood/Magic Castle/April/Widmont; Columbia
企	36	4	D. Bellanny; Famous/Bellamy Bros., ASCAP; Warner/Curb 29923 YOU & I—Eddie Rabbitt with Crystal Gayle (D. Malloy) F. Myers; Four Way, ASCAP; Elektra 7-69936	55	61	3	SOMETIMES YOU JUST CAN'T	90	NEW EN		03272 I'M SO TIRED OF GOING
	28	8	16TH AVENUE-Lacy J. Dalton (B. Sherrill)				WIN—Linda Ronstadt & J. D. Souther (P. Asher) S. Stover; Glad, BMI; Asylum 7-69948			,	HOME DRUNK—Larry Jenkins (J. Chambers) J. Chambers, L. Jenkins, Galleon, ASCAP; Capitol 5167
25	16	12	T. Schuyler; Deb Dave/Briarpatch, BMI; Columbia 18-03184 YOU STILL GET TO ME IN MY	56	62	4	CONFIDENTIAL—Con Hunley (S. Dorff) D. Morgan; Senor, ASCAP; Warner Bros. 729902	91	53	15	SOME OF MY BEST FRIENDS ARE OLD SONGS—Louise Mandrell (E. Kilroy)
			DREAMS—Tammy Wynette (G. Richy) A.L. Owens, B. Shore; First Lady/Tapage, BMI/ASCAP; Epic 14-03064	57	27	14	HEY BABY—Anne Murray (J. E. Norman) B. Channel, M. Cobb; Le Bill/Unart, BMI; Capitol 5145	0.2	70	5	D. Goodman, J. Raymond, B. Borchers, M. Vickery; Tree, BMI; RCA 13278
26	35	5	SOMEWHERE BETWEEN RIGHT	58	52	8	MEMORY MACHINE—Jack Quist (S. Cornelius, M. Daniel) T. Harris; Contention, SESAC; Memory Machine 1015	92	72	4	IN THE JAILHOUSE NOW—willie Nelson & Webb Pierce (W. Nelson, C. Moman, W. Pierce) J. Rodgers; APRS, BMI; Columbia 03231
A	38		AND WRONG—Earl Thomas Conley (N. Larkin, E. T. Conley) K. T. Conley; Blue Moon/April, BMI; RCA 13320 THE AMERICAN DREAM/IF HEAVEN AIN'T GOT A LOT LIKE	59	58	6	THE BEER DRINKIN' SONG—Mac Davis (R. Hall) M. Davis; Songpainter, BMI; Casablanca 2355 (Polygram)	93	68	5	J. Rodgers; APRS, BMI; Columbia 03231 IT'S BEEN ONE OF
欧	30	1	DIXIE—Hank Williams, Jr. (J. Bowen) H. Williams, Jr./B. Maddox, D. Moore; Bocephus, BMI/Bocephus/Bud McGuire,	60	63	5	NO ROOM TO CRY — Mike Campbell (J. Crutchfield) M. A. Campbell; Music Corp Of America, BMI; Columbia 18-03154				THOSE DAYS—Bobby Smith (B. Montgomery) C. Lester, T. Dubois, M. Seals; House Of Gold/Bobby Goldsboro, BMI/ASC/
28	29	9	IT'S LIKE FALLING IN LOVE	61	55	6	 M. A. Gampbell, Music Corp of America, BMI, Columbia 18-03154 I'D DO IT ALL AGAIN—Jerry Lee Lewis (E. Kilroy) J. Foster, B. Rice; April, ASCAP; Elektra 69962 	94	57	18	Liberty 1480
20	23	,	(OVER AND OVER) — The Osmond Brothers (R. Hall) R. Murrah, S. Añders, R. Alives; Blackwood/Magic Castle, BMI/April/Widmont,	62	70	4	YOUR PICTURE STILL				BIG OLE BREW-Mei McDaniel (Larry Rogers) R. Smith; Biendingwell/Bad Ju-Ju, ASCAP; Capitol 5138
29	31	8	R. Murran, S. Anders, R. Alives; Blackwood/Magic Castle, BMI/April/Widmont, ASCAP; Elektra/Curb 7:69969 SHE CAN'T GET MY LOVE OFF THE BED-Dottie West (L. Gatlin)				LOVES ME (And I Still Love You) – Billy Swan (L. Rogers) J. Crutchfield, D. Robertson, B. Swan; Music City, ASCAP/Sherman Oaks, BMI:	95	67	11	(I'M NOT) A CANDLE IN THE WIND-Bobby Bare (A. Reynolds B. Rice, M.S. Rice; Swallowfork, ASCAP; Columbia 03149
		0	D. Hupp, B. Morrison; Southern Nights, ASCAP; Liberty 1479	1	82	2	Epic 34-U3226	96	87	3	LOVE WHEEL—Calamity Jane (B. Sherrill) P. Rose, M.A. Kennedy; P. Bunch; Love Wheel, BMI; Columbia 03229
30	33		A WOMAN'S TOUCH—Tom Jones (G. Mills, S. Popovich) J. Fuller; Blackwood/Fuilness, BMI; Mercury 76172 (Polygram) STAY A UTTLE LONCEP to Supervise of Construction of Construct		79	2	A CHILD OF THE FIFTIES—The Statler Brothers (J. Kennedy) D. Reid; American Cowboy, BMI; Mercury 76184 (Polygram) WITH YOII—Charly McCluia (Churche Productions)	97	91	23	I'M GONNA HIRE A WINO TO DECORATE OUR HOME—David Frizzell (S. Garrett, S. Dorff)
ET.	34	6	STAY A LITTLE LONGER-Mel Tillis (J. Bowen) T. Duncan, B. Sills; Red River, BMI; Elektra 7-69963	1			WITH YOU-Charly McClain (Chucko Productions) L Shell, R. Muir; Onhisown, BMI/Arian/Ron Muir, ASCAP; Epic 34-03308	98	95	18	D. Blackwell; Peso/Wallet, BMI; Viva 50063 (Warner Bros.)
32	19	12	MAKIN' LOVE FROM MEMORY-Loretta Lynn (O. Bradley) Nida Daniel, S. Linard; Coal Dust/King Coal, SESAC/ASCAP; MCA 52092	65	69	4	RIGHT BACK LOVING YOU AGAIN—Chantilly (L. Morton, S. Bledsoe) L. Anderson, C. Kelly; Old Friends/Golden Bridge, BMI/ASCAP; F & L 519				THIS DREAM'S ON ME—Gene Watson (R. Reeder, G. Watson) F. Koller; Coal Miners, BMI; MCA 52074
33	20	14	I WISH YOU COULD HAVE TURNED MY HEAD—Oak Ridge Boys (R. Chancey)	166	73	3	BACKSLIDIN' — Joe Stampley (R. Baker) P. Craft, L. Anderson; Jensing/Black Sheep/Old Friends, BMI; Epic 03290	99	86	3	TAKIN' IT BACK TO THE HILLS—Ronnie Rogers (T. West) R. Rogers; Sister John, BMI; Lifesong 45118
34	43	4	MY HEAD—Oak Ridge Boys (R. Chancey) S. Throckmorton; Tree, BMI; MCA 52095 I WONDER—Rosanné Cash (R. Crowell)	67	64	5	MAXIMUM SECURITY (TO MINIMUM WAGE) - Dep King (T West)	100	98	2	YES MA'AM, HE FOUND ME IN A HONKY TONK—Dixie Harrison (E. Blakely, E. Kilroy)
			L Preston; Bug Music/Asleep At The Wheel, BMI; Columbia 38-03283				(TO MINIMUM WAGE)—Don King (T. West) D. King, D. Woodward; King's X, ASCAP; Epic 34-03155				G. Barber; Acuff-Rose, BMI; Air International 10078

erstars are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers). 🛧 Stars are awarded to other products demonstrating significant gains. 👁 Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). 🛦 Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

www.americanradiohistory.com







1299 OCEAN AVENUE • SUITE 800 • SANTA MONICA, CALIFORNIA 90401 • TELEPHONE (213) 451-5727 / 870-158



BMI

BMI sweeps CMA Awards! Congratulations go to winners!





Ricky Skaggs



Of The Year

Entertainer **Of The Year**



Alabama

Instrumental Group ^FThe *Year*



HORIZON AWARD

Ricky Skaggs



Set Set THE Bar Allow THE Bar Allow <ththe Bar Allow <t< th=""><th></th><th></th><th>Chart</th><th></th><th></th><th></th><th>Chart</th><th></th></t<></ththe 			Chart				Chart	
E B Const. Lateny Const. Const. Mar. With The E or Data Mar. Soc. A mar. Soc	Week	Week	5		Week	Week	8	
Mittly and the state of the state	This is	Tast	Weel			-	3	(Dist. Label)
Communication Cost 38 38 26 38 38 26 2 2 20 UNST STUM Cost 33 33 Manual, R. AN AULI (22) RCA 3 3 33 Automa, R. A AULI (22) RCA Automa, R. AULI (22) RCA 4 4 6 5 ATSTE OF FERDEN'S Automa, R. AULI (22) RCA 6 5 7 6 51 Manual, RAMA (11) (22) RCA 7 6 51 BIG CITY Cost Automa, Rame (10) Cost 8 7 10 REST UTTLE Cost Automa, Rame (10) Cost Manual, Rame (10) Cost 9 11 22 Oper Manual, Rame (10) Cost Add (12) Manual, Rame (10) Manual, Rame (10) <t< td=""><td>ĮΛ.</td><td>7</td><td>32</td><td>MIND A AT #1</td><td>37</td><td>25</td><td>24</td><td>GOLDEN THUMB</td></t<>	ĮΛ.	7	32	MIND A AT #1	37	25	24	GOLDEN THUMB
2 2 2 3		1			38	38	26	BUSTED
4 6 Ambame, KA MULL 222 R04 40 39 15 100 G COD TO HURRY Carbon, Ker FL Cass All 37 41 37 8 Ambame, Kar KA MULL 223 Cass All 37 41 37 8 Ambame, Kar KA MULL 223 Cass All 37 8 Mark All MULL A223 Cass All 37 41 37 8 Ambame, Kar KA MULL 223 Cass All 37 8 Construction for the Cass All 37 41 37 8 Construction for the Cass All 44 43 35 38 Souther the Cass All 41 43 35 38 Souther the Cass All 41 44 45 44 44 45 46 44 46 46 42 38 110 112 110 112 110 112 110 112 110 112 110 110 110 110 110 110 110 110 110 110 <td>2</td> <td>2</td> <td>20</td> <td></td> <td>会</td> <td>NEW ENT</td> <td></td> <td>RADIO ROMANCE</td>	2	2	20		会	NEW ENT		RADIO ROMANCE
WHE WHE Construction All Joint Based Construction				Alabama, RCA AHL1 4229 RCA	40	39	15	TOO GOOD TO HURRY
Image: Image: <thimage:< th=""> <thimage:< <="" td=""><td>4</td><td>4</td><td>6</td><td>WINE</td><td>41</td><td>27</td><td></td><td>38064 CBS</td></thimage:<></thimage:<>	4	4	6	WINE	41	27		38064 CBS
HEARTCHES BW3, Sware, for FE 2000, Sware,	+	8	4	Jones, Epic FE-38203 CBS	41	37	°	Marty Robbins, Columbia
6 5 52 WHITE FOR CONSTR Constr 43 35 38 COUNTERCLOPORT 7 6 51 BMC CITY CBS 44 44 5 WORLEY BERT AND HELL BOUND WAL 8 7 10 THE BEST UTTLE MMCREHOUSE AND AND HOREHOUSE AND AND PUT YOUR DREAMS AND PUT YOUR AND PUT YOUR AND PUT YOUR DREAMS AND PUT YOUR AN	1			HEARTACHES	42	43	5	Hank Williams, Jr., Elektra/
1 1 1 00005	6	5	52	WAITIN' FOR	43	35	38	SOUTHERN COLFORT
7 6 51 BOUND BOUND <td></td> <td></td> <td></td> <td>Ricky Skaggs, Epic FE</td> <td>44</td> <td>44</td> <td>5</td> <td>60005 WEA</td>				Ricky Skaggs, Epic FE	44	44	5	60005 WEA
8 7 10 THE BEST LITTLE 45 46 4 9 11 22 QUET LIES WIA 46 42 35 10 12 5 PUT YOUR DREAMS ANAY 46 42 35 11 9 15 FAMILYS FINE BUT THIS 48 41 14 14 14 14 14 14 14 14 14 14 14 14 16 16 16 16 16 17 17 16 17 17 16 17 17 18 SCMAPHERE IN THE CAP 16 52 50 19 16 17 17 18 SCMAPHERE IN THE CAP 16 52 50 19 10 17 17 85 14 15 28 14 14 16 17 17 17 85 16 19 18 16 19 18 16 16 19 18 14 16 17 17 85 40 20 20 16 17 17 17 85 <t< td=""><td>7</td><td>6</td><td>51</td><td>BIG CITY Merle Haggard, Epic FE</td><td></td><td></td><td></td><td>Hank Williams, Jr., Elektra/</td></t<>	7	6	51	BIG CITY Merle Haggard, Epic FE				Hank Williams, Jr., Elektra/
Mixt Bit 22 Mixt Bit 23 Mixt Bit 23 <thmixt 23<="" bit="" th=""> <thmixt 23<="" bit="" th=""></thmixt></thmixt>	8	7	10	THE BEST LITTLE	45	46	4	HABITS OLD AND NEW
Image for endors, capalled S1 Autor S220 Cost S220 S220 S220 S200				Motion Picture Soundtrack	46	42	38	Curb 6E-278 WEA
10 12 5 PUT YOUR DREAMS AWAY Mickey Giller, Ene He THS 38081 YE 63 2 In minute Log and 287/1 Common Log and 287/1 Common Log and 287/1 Common Log and 287/1 Common Log and 27/1 Common Log and 27/1 <thcommon and<br="" log="">27/1 <thcommon and<br="" log="">2</thcommon></thcommon>	9	11	22	Juice Newton, Capitol ST				Warner/Viva BSK 3643 WEA
11 9 15 30883 'S Fine But THIS ONE'S MINE Dend Firstell Warner/War 2008 'Hear Miles 2008 'Hear Miles	10	12	5	PUT YOUR DREAMS AWAY	Ŵ	63	2	Janie Fricke, Columbia FC
12 13 15 Devel Frizzell, Warner/Wargets, 2368 Wein Wargets, Liberty 100 64 50 49 16 72 Commy Frizzell, MAX 533 MAA 13 14 15 28 SOMEWWERE IN THE SOMEWWERE Classical (Cell Source Weine, Columbia (Cell Source Weine, Columbia (Cell Source Weine, Call Line, Columbia (Cell Source Weine, Man Street Based Source, Call Line, Columbia (Cell Source Weine, Man Street Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Weine, Source Street Source Source Source Weine Street Source S	11	9	15	38083 CBS	48	41	14	STICKIN' TOGETHER The Kendalls, Mercury
12 13 15 LOVE WILL TURN YOU AROUND OF NEW PROFES, Likerly LO S1124 50 49 107 CEXTEST, FUTS ALL WICH AND LOS BORNIT MILES, FUTS ALL BORNIT MILES, FUTS ALL BORNIT MILES, FUTS ALL BORNIT MILES ALL BORNIT MILEST LIKE LOVE BORNIT MILEST MITS BORNIT MILEST MILEST ALL BORNIT ALL BORNIT BORNIT ALL BORNIT BORNIT ALL BORNIT BORNIT ALL BORNIT ALL BOR				David Frizzell Warner/Viva	49	36	23	NUMBER ONES
13 16 Recur Wiles STARS Liker (10 STARS CAP STARS SURF FELLS UKE LOW Between Statute Between Statute Cast 5: 500 109 SURF FELLS UKE LOW Between Statute Between Statute Cast 5: 500 109 SURF FELLS UKE LOW Between Statute Between Statute Cast 5: 500 109 SURF FELLS UKE LOW Between Statute Between Statute Cast 5: 500 109 SURF Statute Between Milan To Heaven Statute Cast 5: 500 109 SURF Statute Between Milan To Heaven Statute Statute Cast 5: 500 109 SURF Statute Between Milan To Statute Stat	12	13	15	LOVE WILL TURN YOU	50	49	107	GREATEST HITS
14 15 278 16 17 17 18 3 45 50 109 160 100 <				Kenny Rogers, Liberty LO 51124 CAP	+	65	2	3772 RCA
14 15 28 Figh POTES High MOTES Carb Elisolo (Eletta) Carb Elisolo (Carb Eliso	13	10	18	STARS				Brothers Band Columbia
Image: Part of the full of (fiftering) WEAF of the full of (fiftering) WEAF of the full of (fiftering) S3 45 30 Description CAP 16 16 15 19 INSIDE monits (fiftering) RCA 54 57 109 GREATEST HITS A manual	14	15	28	FC-37570 CBS	52	50	109	I AM WHAT I AM • George Jones, Epic JE
Image: Constraint of the second sec		1.0		Curb E1-60100 (Elektra) WEA	53	45	30	LAST TRAIN TO HEAVEN
16 16 19 MSIDE Remain Missip, RCA AHLL 311 RCA All All 13330 RCA All 1330 RCA All 13300 RCA All 1340 RCA All 1341 RCA All 1341 RCA		18	3	Dolly Parton, RCA AHL 1-	54	57	109	ST 73001 (Capitol) CAP
17 17 85 FEELS SO RIGHT A Aubana RCA AHLI 330 EAR AULI 1430 EAR FLOAD WRONG EAR THOMAS Contex, RCA MICHAEL MARTIN MURPHEY CAP 56 51 234 COLUMB CETTIVE EVEN JUST Columbia JC 30009 CBS 19 14 10 MICHAEL MARTIN MULPHEY RCA MUCHAEL MARTIN MULPHEY RCA MULPHEY 56 51 234 STADUST A Willie Reloan, Columbia JC 30009 CBS 20 23 5 DREAM MARER Conway Twitty, Llektra G0132 CAP 57 60 4 TOM JONES COUNTRY TOM JONES COUNTRY Tom Billsmap Bothers, G0132 CBS 21 22 7 COWWAYS ±1 CLASSICS, VOL.1 CAP 58 58 58 58 58 58 58 58 58 58 58 50 60 62 3 22 24 9 GREATEST HITS The Bilang Bothers, GREATEST HITS A Main Mulcans Jr. Eletra/ Curb, 60133 WEA 61 53 75 64 54 33 63 53 75 24 19 58 GREATEST HITS A Main Mulcans Jr. Eletra/ Curb, 60133 GREATEST HITS A Main Mulcans Jr. Eletra/ Curb, 6133 GREATEST HITS A Main Mulcans Jr. Eletra/ Curb, 6133 64 48 104	16	16	19	Ronnie Milsap, RCA AHL1				Anne Murray, Capitol SOO 12110 CAP
18 21 6 SOME WHERE BETWEEN RIGHT AND WRONG at thomas Contex, RCA MLL: 1436 56 51 234 19 14 10 MICHAEL MARTIN MURPHEY 57 60 4 57 60 4 20 23 5 DREAM MAKER Conney Twitty, Elektra ULekery S120 57 60 4 7 7 CONWAYS #1 CLASSIS, VOL 1 57 60 4 7 7 CONWAYS #1 CLASSIS, VOL 1 WEA Conney Twitty, Elektra UL and YOW 1 58	17	17	85	FEELS SO RIGHT	55	40	20	(SHE'S JUST GETTIN'
19 14 10 ML: 14348 RCA Cat Witter Rebon, Columbia JC Cat 20 23 5 DREAM MAKER CAP 58 58 58 57 60 4 20 23 5 DREAM MAKER CAP 58	18	21	6	RIGHT AND WRONG				Moe Bandy, Columbia FC 38009 CBS
20 23 5 MURPHEY tiberty 51/20 CAP Convey Twity, Elektra Gonzy Twity, Elektra Convey Twity, Convey Twity, Elektra Convey Twity, Convey Twity, Elektra Convey Twity, Convey Twity, Elektra Convey Twity, Convey Twity, Convey The Convey Twity, Convey The Convey Twity, Convey The Convey Twity, Convey The Elektra Convey Twity, Convey The Convey Twity, Convey The Con	19	14	10	AHL-1-4348 RCA	56	51	234	Willie Nelson, Columbia JC
20 23 5 DREÁM MARCER Convery limity, Elektra G0182 58 50 WEA 50 50 WEA 50	13	14		MURPHEY Michael Martin Murphey,	57	60	4	TOM JONES COUNTRY Tom Jones, Mercury SRM-
21 22 7 CONWAY'S #1 CLASSICS, VOL 1 WEA 22 24 9 CONWAY'S #1 CLASSICS, WEA 60 62 3 22 24 9 GREATEST HITS (WEA) 60 62 3 24 17 2 HANK WILLIAMS JR'S (GREATEST HITS (GREATEST (G	20	23	5	DREAM MAKER	58	58	5	THE OSMOND BROTHERS
22 24 9 GREATEST HITS GOINNAY WILLY. Elektra El GOINNAY WORLEY. GREATEST HITS The Bellamy Bothers. GREATEST HITS WEA GREATEST HITS GREATEST HITS WEA GREATEST HITS GREATEST HITS WEA GREATEST HITS GREATEST HITS GREATEST HITS GREATEST HITS GREATEST HITS GREATEST HITS Curb. 60193 WEA MCA 24 19 58 GREATEST HITS GREATEST HITS WILLE Netson, Countoback 237542 CBS CBS GREATEST HITS GREATEST HITS A WILLE Netson, Countoback 237542 GBS CBS GBS GREATEST HITS A WILL Netson, Countoback 237542 GBS GREATEST HITS A WILL Netson, WIEA GBS GREATEST HITS A WIEA GBS GREATEST HITS A The Oak Ridge Boys, MCA SIG WIEA 26 28 26 10107 CAP GAP GBS GREATEST HITS A The Oak Ridge Boys, MCA SIG WIEA 29 32 6 THE HOTTEST NIGHT OF THE HEATEST MIST COUNTRY Allanta Pops Orchestra- Albert Coleman Conducting, Egot EF 38154 CAP GB G5 STRAT COUNTRY George Strat, MCA 5248 MCA 31 29 14 IGTH AVENUE CAP GB G7 SG STRAT COUNTRY George Strat, MCA 5248 MCA <td>21</td> <td>22</td> <td>7</td> <td>60182 WEA</td> <td></td> <td></td> <td></td> <td>Elektra/Curb 6E-237 WEA PERFECT STRANGER</td>	21	22	7	60182 WEA				Elektra/Curb 6E-237 WEA PERFECT STRANGER
22 24 9 GREATEST HITS The Beilamy Bothers. WarrerCurb Z637) WEA ☆ 47 2 GREATEST HITS The Beilamy Bothers. WarrerCurb Z637) WEA ☆ 47 2 GREATEST HITS GREATEST HITS Hank Williams Jr. Elektra/ Curb, 60193 WEA 24 19 58 GREATEST HITS Willie Nelson. Columba KC2 37542 CBS 25 27 61 THE PRESSURE IS ON Hank Williams Jr. Elektra/Curb 5E 335 WEA 26 28 26 53 75 GREATEST HITS HIS DE OUT CAP 28 26 5 1006 GREATEST HITS A Kemmy Rogers, Liberly 100 CAP 107 THE OOKED ON COUNTRY Alanta Pops Orchestra- Aber Coleman Conducting, Epre FE 38154 CBS 29 32 6 THE HOTEST NIGHT OF THE VEAR Ane Muray, Capitol-ST 12275 CAP 31 29 14 16TH AVENUE Lacer Coleman Coulumbia FC 37975 CAP 32 20 15 THE HEGEND GOES ON The Statter Brothers, Mercury SRM-14048 FOL 73 33 31 125 THE HEGEND GOES ON The Statter Brothers, Mercury SRM-14048 FOL 73 34 34 15 THE CAR Mather Brothers, Mercury SRM-14048 FOL 73 35 33 16 STHE HOTE ST NIGHT OF THE VEAR FOL 73 <td></td> <td></td> <td></td> <td>Conway Twitty, Elektra El</td> <td>-</td> <td>1</td> <td></td> <td>Curb 23726 (WEA)</td>				Conway Twitty, Elektra El	-	1		Curb 23726 (WEA)
Warner/Curb 26397 1 WEA HANK WILLIAMS JR'S GREATEST HITS Hank WILLIAMS JR'S GREATEST HITS Ank WILLIAMS JR'S GREATEST HITS Ank WILLIAMS JR'S GREATEST HITS Curb, 60193 MCA WEA 5330 MCA WILL MILLIAMS JR'S GREATEST HITS Curb, 60193 24 19 58 GREATEST HITS GREATEST HITS Willie Melson Columba RC2 37542 WEA 62 54 3 ONE NIGHT STAND Hank Williams Jr Elektra/Curb 5E 535 WEA 25 27 61 THE PRESSURE IS ON Hank Williams Jr Elektra/Curb 5E 535 WEA 63 53 75 CARRYIN' ON THE FAMILY NAMES Dawd Frizzell & Shelly West Warner Bros. BSK 300 mNor Lee, Full MONCA Asylum 60147 WEA 26 28 26 5 JUST HOOKED ON COUNTRY Allanta Pops Orchestra- Aber Coleman Conducting, Epic FE 38154 CBS CAP 67 56 4 The Williams Jr Elektra/Curb 5E 536 WEA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray, Capitol-ST 12225 CAP 68 55 57 STRAIT COUNTRY George Strait, Lektra/ Curb 5E-536 WEA 31 29 14 16TH AVENUE Lacy J, Dalton, Columbia FC 37975 CAP 68 55 57 STRAIT COUNTRY George Strait, ACA 5294 MCA 33 31 129 14 16TH AVENUE Lacy J, Dalton,	22	24	9	GREATEST HITS	00	02	3	MUSIC
24 19 58 GREATEST HITS A Curb, 60133 WEA 62 54 3 Brothers 23721 (WEA) 25 27 61 THE PRESSURE IS ON Hank Williams Jr Elektra/Curb 55 535 63 53 75 CARRYIN' ON THE FAMILY NAMES David Frizzell & Shelly West, Warner Bros. BSK 3555 WEA 26 28 26 10.6 GREATEST HITS A NEINPOOL WEA 64 48 10.4 GREATEST HITS A West, Warner Bros. BSK 3555 WEA 27 30 10.6 GREATEST HITS A Kenny Rogers, Liberty L00 1027 CAP 64 48 10.4 GREATEST HITS A Ine Oak Ridge Boys, MCA 5150 MCA 28 26 5 JUST HOOKED ON COUNTRY Atlana Pops Orchestra- Abert Coleman Conducting, Eptor EF 3815A CBS 67 56 4 THE HW SOUTH Hank Williams Jr Elektra/Curb 66: 330 WEA 31 29 14 IETH AVENUE Lacy J. Daton, Columbia 6 G 37975 CAP 68 55 57 STRAIT COUNTRY Hank Williams Jr Elektra/ Curb 56:536 WEA 32 20 15 THE LEGEND GOES ON The Statter Brothers, Merony SRM-14047 CBS 70 71 48 STRAIT COUNTRY SRM-14047 RCA	俞	47	2	Warner/Curb 26397 1 WEA HANK WILLIAMS JR'S		-		WILD AND BLUE
24 19 58 GREATEST HITS ▲ Willer Meison. Columba KC2 37542 CBS 63 53 75 Hank Williams. Jr. CARPYIN' ON THE FAMILY NAMES David Fizzel & Shelly West, Warner Bros. BSK 3555 WEA 26 28 26 185 INSIDE OUT Lee Greenwood, MCA 5305 MCA 64 48 104 GREATEST HITS ▲ Menny Rogers, Liberty L00 WEA 27 30 106 GREATEST HITS ▲ Kenny Rogers, Liberty L00 CAP 64 48 104 GREATEST HITS ▲ Menny Rogers, Liberty L00 MCA 1072 7 0 106 GREATEST HITS ▲ Kenny Rogers, Liberty L00 CAP 66 68 91 Hank Williams Jr. Heak Milliams				Hank Williams Jr Elektra/	1	-	1	Brothers 23721 (WEA)
25 27 61 THE PRESSURE IS ON ● Hank Williams Ir Elektra/Curb 55 35 WEA 26 28 26 1NSIDE OUT Lee Greenwood, MCA 5305 WEA 27 30 106 GREATEST HITS ▲ Nemy Rogers, Liberty L00 1072 64 48 104 GREATEST HITS ▲ The Oak Ridge Boys, MCA S150 WEA 28 26 5 JUST HOOKED ON COUNTRY Altanta Pops Orchestra- Abert Coleman Conducting, Epic FE 38154 CBF 67 56 4 104 Statut Hank Williams Jr Elektra/Curb 6E 300 MCA S0UNDS LIKE LOVE Hank Williams Jr Elektra/Curb 6E 300 WEA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST 12225 CAP 68 55 57 64 800BBE Strat, MCA 5248 MCA S00WDY 31 29 14 16TH AVENUE Lacy J. Daiton, Columbia (Polygram) CAP 69 67 36 80BBBE Strat, MCA 5248 MCA S00BBBE Strat, MCA 5248 MCA S00BBBE Strat, MCA 5248 33 31 125 THE LEGEND GOES ON THE Statter Brothers. Mercury SRM-1-4048 (Polygram) 71 59 34 8LACK ON BLACK Waylon Jennings, RCA AHL1-3644 RCA <	24	19	58	GREATEST HITS A				Hank Williams Jr Elektra/ Curb 5E-538 WEA
26 28 26 28 26 106 INSIDE OUT Lee Greenwood, MCA 5305 MCA 64 48 104 GREATEST HITS ▲ S555 WEA 27 30 106 GREATEST HITS ▲ Renny Rogers, Liberty L00 64 48 104 GREATEST HITS ▲ The 0ak Ridge Boys, MCA MCA 28 26 5 JUST HOOKED ON COUNTRY Allanta Pops Orchestra- Albert Coleman Conducting, Epic FE 38154 CBS 67 56 48 104 The Call Ridge Boys, MCA SOUNDS LIKE LOVE Johnny Lee, Full Moon/ Asylum 5017 (WEA) 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST L2225 CAP 68 55 57 STRAIT COUNTRY George Strait, MCA 5248 MCA 31 29 14 16TH AVENUE Lacy J. Daiton, Columbia FC 37975 CBS 71 59 34 BLACK ON BLACK Waylon lennings, RCA AHL1-3445 70 71 48 STILL THE SAME BOLE ME George Jones Epic FE 37106 CBS 32 20 15 THE LEGEND GOES ON THE Statter Brothers, Mercury SRM-1-4048 (Polygram) FOL 72 52 25 CAS 33 31 125 MY HOME'S IN Alabana RCA AHL1-3644 <	25	27	61	THE PRESSURE IS ON	63	53	/5	THE FAMILY NAMES
27 30 106 GREATEST HITS ▲ Kenny Rogers, Liberty L00 1072 CAP 28 26 5 JUST HOOKED ON COUNTRY Atlatata Pops Orchestra- Atbert Coleman Conducting, Epic FE 38154 CAP 53 The Oak Ridge Boys, MCA SUUNDS LIKE LOVE Johnny Lee, Full Moon/ Asylum 60147 MCA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Muray. Capitol-ST L2Z25 CAP 66 68 91 Hank Williams Jr Elektra/Cub 66 300 WEA 31 29 14 IGTH AVENUE Lacy J. Datton, Columbia FC 37975 CAP 69 67 36 BOBBE State NUL SC48 BOBBE State State (Polygram) MCA 32 20 15 THE LEGEND GOES ON THE Statter Rothers, Mercury SRM-1-4048 (Polygram) CBS 71 59 34 BLACK ON BLACK Waylon Jennings, RCA AtLaBAMA A 411 CAP CAP CAP CAP CAP CAP 33 31 125 THE LEGEND GOES ON THE Stater Brothers, Mercury SRM-1-4048 (Polygram) POL 72 52 25 AML1 4247 RCA 34 34 15 ULIMINTED Reba Mentine, Mercury SRM-1-4047 POL Reba Mentine, Mercury SRM-1-4047 POL Reba Mentine, Mercury SRM-1-4047 POL Reba Mentine, Mercury SRM-1-4047	26	28	26	Elektra/Curb 5E 535 WEA				West Warner Bros. BSK 3555 WEA
28 26 5 JUST HOOKED ON COUNTRY Atlanta Pops Orchestra- Albert Coleman Conducting, Epic FE 38154 CAP 537 Life Lemit For Building SOUNDS LIKE LOVE Johnny Lee, Full Moon/ Asylum 60147 (WEA) 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST 12225 CAP 66 68 91 Hank Williams Jr Elektra/Curb 6E 330 WEA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST L2225 CAP 68 55 57 STRAIT COUNTRY George Strait, MCA 5248 WCA 31 29 14 16TH AVENUE Lacy J. Daiton, Columbia FC 37975 CBS 70 71 48 STILL THE SAME DUE E 37106 CBS 32 20 15 THE LEGEND GOES ON THE Statter Brothers, Mercury SRM-1-4048 (Polygram) F0L 72 52 25 AHL1 4247 RCA 33 31 125 MY HOME'S IN Alabama RCA AHL1-3644 RCA 74 75 81 BLACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA 34 34 15 ULMIMITED Reba MEntire, Mercury SRM-1-4047 P0L Geols 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITES THE ROY CLARK				Lee Greenwood MCA 5305 MCA GREATEST HITS ▲	64	48	104	The Oak Ridge Boys, MCA
29 32 6 COUNTRY Atlanta Pops Orchestra- Albert Coleman Conducting, Epic FE 38154 66 68 91 Asylum B0147 (WEA) ROWDY Hank Williams Jr ElektraCurb 6E 330 WEA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol ST 12225 CAP 67 56 4 THE NEW SOUTH Hank Williams Jr. Elektra/ Curb 5E-536 WEA 31 29 14 16TH AVENUE Lacy J. Dalton, Columbia (rolygram) 69 67 36 80 BBIE SUE Oak Ridge Boys, MCA 5248 MCA 32 20 15 THE LEGEND GOES ON The Statter Brothers Mercury SRM-1:4045 (rolygram) 70 71 48 STILL THE SAME OLE ME George Jones Epic FE 37106 CBS 33 31 125 MY HOME'S IN ALBABAMA ▲ (rolygram) POL Reba McEntire, Mercury SRM-1:4047 72 52 25 AMALL 4247 RCA AMALL 378 34 34 15 UNLIMITED Reba McEntire, Mercury SRM-1:4047 POL Reba McEntire, Mercury SRM-1:4047 74 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITES 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW	28	26	5	1072 - CAP	101	NEW E	нтяч	SOUNDS LIKE LOVE Johnny Lee, Full Moon/
29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST 12225 CAP 68 55 57 56 4 THE NEW SOUTH Hank Williams Jr. Elektra/Curb 6E 330 WEA 29 32 6 THE HOTTEST NIGHT OF THE YEAR Anne Murray. Capitol-ST 12225 CAP 68 55 57 STRIT COUNTRY George Strait, MCA 5248 MCA 31 29 14 16TH AVENUE Laty J. Dation. Columbia FC 37975 CBS 70 71 48 STRILL THE SAME OLE ME George Jones. Epic FE 37106 CBS 32 20 15 THE LEGEND GOES ON THE Statter Brothers. Mercury SRM: 1-4048 71 59 34 SLACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA 33 31 125 MY HOME'S IN ALABAMA A ● Alabama RCA AHL1-3644 RCA 73 72 27 LISTEN TO THE RADIO Don Williams MC 5306 MCA 34 34 15 UNLIMITED Reba McEntire, Mercury SRM: 1-4047 POL FOL 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITS 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITS <td></td> <td>-</td> <td></td> <td>COUNTRY Atlanta Pops Orchestra</td> <td>66</td> <td>68</td> <td>91</td> <td>ROWDY</td>		-		COUNTRY Atlanta Pops Orchestra	66	68	91	ROWDY
THE YEAR CAP 68 55 57 Hank Multiams Jr. Eleftra/ Curb 5E-536 WEA 31 29 14 16TH AVENUE Lacy J. Datton, Columbia FC 37975 69 67 36 BOBBIE Strat, MCA 5248 MCA 31 29 14 16TH AVENUE Lacy J. Datton, Columbia FC 37975 CBS 70 71 48 STILI THE SAME OLE ME George Jones Epic FE 37106 CBS 32 20 15 THE LEGEND GOES ON THE Statter Brothers, Mercury SRM-1-4048 (Polygram) 71 59 34 BLACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA AHL1 4247 RCA ALBABAMA A (Polygram) 72 52 25 AMACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA AHL1	29	32	6	Epic FE 38154 CBS	67	56	4	Elektra/Curb 6E 330 WEA
Arrow Constraint Constant Constraint Constrai				THE YEAR Anne Murray, Capitol-ST	60	55	57	Curb 5E-536 WEA
31 29 14 16TH AVENUE 70 71 48 Still the SAME OLE ME George Jones Epic FE 37106 CBS 32 20 15 THE LEGEND GOES ON THE Statter Brothers, Mercury SRM-1-4048 (Polygram) 71 59 34 BLACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA AHL1 4247 RCA AHL1 4247 RCA AHL1 4247 33 31 125 MY HOME'S IN ALBBAMA A⊕ Alabama RCA AHL1-3644 RCA AHL1-376 73 72 27 LISTEN TO THE RADIO Don Williams, MC 5306 MCA 34 34 15 UNLIMITED Reba McEntire, Mercury SRM-1-4047 POL CET CLOSER Linda Ronstadt, Asylum 60185 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITS 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW	È	64	2	WWI				George Strait, MCA 5248 MCA BOBBIE SUE •
32 20 15 THE LEGEND GOES ON THE LEGEND GOES ON Mercury SRM-1-4048 71 59 34 37106 CBS 33 31 125 THE LEGEND GOES ON Mercury SRM-1-4048 71 59 34 BLACK ON BLACK Waylon Jennings, RCA AHL1 4247 RCA 33 31 125 MY HOME'S IN ALABAMA ▲ ● Alabama RCA AHL1-3644 RCA 73 72 27 LISTEN TO THE RADIO Don Williams, MC 5306 MCA 34 34 15 UNLIMITED Reba McEntire, Mercury SRM-1-4047 74 75 183 GREATEST HITS ▲ Waylon Jennings, RCA ANL1-3378 RCA 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITS	31	29	14	Nelson RCA AHL-1-4455 RCA 16TH AVENUE				Oak Ridge Boys, MCA 5294 MCA STILL THE SAME OLE ME
32 13 1115 1116 Statler Brothers, Mercury SRM-1-4048 (Polygram) POL 72 52 25 AMAL14247 RCA 33 31 125 MY HOME'S IN ALABAMA ▲ ● 73 72 52 25 AMAZING GRACE Cristy Lane, Liberty 51117 CAP 34 34 15 UNLIMITED Reba McEntire, Mercury SRM-1-4047 74 75 183 GREATEST HITS ▲ Waylon Jennings, RCA AAL13378 MCA 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CLTY LIMITS RCA	22	20	15	FC 37975 CBS	71	59	34	37106 CBS
33 31 125 MY HOME'S IN ALABAMA ▲ ● Alabama RCA AHL1-3644 RCA 73 72 27 Cristy Lane, Liberty 51117 CAP 34 34 15 UNLIMITED Reba McEntire, Mercury SRM-1-4047 74 75 183 GREATEST HITS ▲ Waylon Jennings, RCA AAL1-3378 MCA 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CLTY LIMITS Roy Clark, Churchill CR	J2	20	13	The Statler Brothers Mercury SRM-1-4048				Waylon Jennings, RCA AHL1 4247 RCA
34 34 15 Alabama RCA AHLI-3644 UNLIMITED Reba McEntire, Mercury Skmi-14047 74 75 183 GREATEST HITS ▲ Waylon Jenniss, RCA AALI-3378 MCA 36 33 16 STRAIT FROM THE HEART 75 61 16 THE ROY CLARK SHOW LIVE FROM AUSTIN CITY LIMITS Roy Clark, Churchill CR	33	31	125	MY HOME'S IN				Cristy Lane, Liberty 51117 CAP
Reba McEntire, Mercury SRM-1:4047 POL Waylon Jennings. RCA AALI:3378 RCA Reba McEntire, Mercury SRM-1:4047 POL The ROY CLARK SHOW RCA Inda Ronstadt, Asylum 60185 (WEA) The ROY CLARK SHOW LIVE FROM AUSTIN CITY 36 33 16 STRAIT FROM THE HEART Roy Clark, Churchill CR	34	34	15	Alabama RCA AHL1-3644 RCA UNLIMITED				Don Williams MC 5306 MCA GREATEST HITS
Linda Ronstadt, Asylum 60185 (WEA) 36 33 16 STRAIT FROM THE HEART LIMITS Roy Clark, Churchill CR			Ι.,	Reba McEntire, Mercury SRM-1-4047 POL	75	61	16	AAL1-3378 RCA
36 33 16 STRAIT FROM THE HEART Roy Clark, Churchill CR		1	Γ.	Linda Ronstadt, Asylum 60185 (WEA)	1,3		10	LIVE FROM AUSTIN CITY
UCUISE SIIAII, MUA 3320 MUA 9421 MUA	36	33	16	STRAIT FROM THE HEART George Strait, MCA 5320 MCA				Roy Clark, Churchill CR 9421 MCA

ŝ.

5

Country Nashville cene

• Continued from page 43

first solo album, being produced by Rodney Crowell. Spacek had cut tracks in Los Angeles prior to the birth of her baby; now she's due to begin recording again with Crowell at Bullet Studio in Nashville. If Sissy's singing is as believable as many think it will be-coupled with Crowell's uncanny ability to create hit songs and hit tracks-the actress may find herself with a whole new career on her hands. * * *

A few weeks ago, this column printed an item referring to a radio station in Jackson, Tenn. which had decided to boycott all George Jones records to protest Jones' flagrant no-show concert appearances. We received several letters about this from irate fans who argue that depriving listeners of George's music isn't fair.

One reader, identifying himself only as "L.R., Texas," wrote: "I totally disagree with this. I don't think personal reasons should enter into this decision. I am a George Jones fan ... but even if I wasn't, I would think it is unfair to base airplay on personal reasons or on one's personal life.

Another reader, "P.V. from South Jersey"don't any "Scene" readers have names instead of initials?-also feels the radio station is in error. Comments P.V. unequivocally: "I read in the 'Nashville Scene' that a DJ has placed a ban on all of George Jones' records. I think this is very wrong. I feel if someone is successful on the charts (which George Jones certainly is!) that means the people want to hear him. Banning his records goes against the American way

Well. We aren't sure if banning George Jones records is un-American or not, but one thing is clear: since we received only letters against the boycott, and none supporting it, radio stations considering this step as an official protest to Jones' no-shows may want to reconsider.

* * *

A Sign Of The Times: Hard times, that is. When Bertha H. Davis of Crystal Falls, Mich. won a Statler Brothers promotional drawing spon-sored by PolyGram Records, she was offered a three-day, two-night expense-paid trip to Nashville to see the Statlers cut their next album (their first with new member Jimmy Fortune). However, the economy being what it is and all, Bertha chose an alternate prize: \$1,000 in cash. * * *

Remember Johnny Tillotson? Sure you do-those '60s hits like "Poetry In Motion" and "It Keeps Right On A-Hurtin' "? (Ah, we knew you didn't forget.) Tillotson is back on the recording scene after quite a long time. His new label is very new: Reward Records, based in New Jersey and Los Angeles, with CBS distribution. Tillotson's first single, produced by Michael Lloyd, is called "Baby, You Do It For Me (And I'll Do It For You)." There's a title that could give someone ideas.

* * *

WHK Radio in Cleveland reports excellent response to its monthly newsletter giving tidbits and information about country artists. The newsletter is now mailed to more than 6,000 WHK listeners around Cleveland, with new names added from contest entries and phone requests

For those wondering if it's Jerry Reed doing the hilarious Willie Nelson and George Jones imitations on his new single, "The Bird," the answer is: yes on Jones, no on Nelson. Willie's pseudo vocals are the work of Hai Coleman, cowriter of "The Bird" with Barry Etris. (Thanks to House Of Gold Music for setting the record straight on this one.) * *

And, last but not least, there is a new building going up on the corner of Division and Demonbreun Streets at the end of Music Row, A new record company? A publishing complex? No it will be the home of "Country Crossroads, a \$3.2 million edifice housing an animated country music museum. It opens in the spring of 1983, and is destined to further congest this particular intersection as it lures visitors and fans into its displays.

Maybe the city government should consider renaming this intersection (where at least six streets converge like a demented metro planner's crazy quilt) "Tourists' Heaven," because that's what it seems this edge of Music Row is rapidly becoming.

"The CHAPPELL/INTERSONG Winners Are
TERSONO
IN FILL IN FLICE
CHAPPELL/ IN THE ,, , Winners Are
[vou Neerd) cooprum
VCU NEED (Third Award) (Third Award) Writer: RANDY GOODRUM Writer: RANDY Capitol Anne Murray-Capitol
Anne Mu
BLESSED ARE THE BELIEVERS* †
Writers: CHARLIE BLACK, RORY BOURKE and SANDY PINKARD Anne Murray—Capitol
'ROUND THE CLOCK LOVIN' †† Writers: RORY BOURKE and K.T. OSLIN
Gail DaviesW.8.
DO YOU LOVE AS GOOD AS YOU LCOK* Writers: CHARLIE BLACK and RORY BOLIDVE
Writers: CHARLIE BLACK and RORY BOURKE
-ouve
OW MET WIKER
YOU DON'T KNOW MET YOU DON'T KNOW MET (Second Award) (Second Award) (Second EDDY ARNOLD and CINDY WALKER (Second EDDY ARNOLD and CINDY WALKER
YOU DON'T KNOW MET (Second Award) (Second Award) Writers: EDDY ARNOLD and CINDY WALKER Writers: EDDY ARNOLD and CINDY WALKER Mickey Gilley-Elektra
Nickoy
(I'M GONNA) PUT YOU BACK ON THE RACK* Writers: RANDY GOODRUM and BRENT MAHER
Dottie West—U.A.
SOMEBODY'S KNOCKIN'*
Nominated for ASCAP MOST PERFORMED COUNTRY SONG OF THE
COUNTRY SONG OF THE YEAR Writers: ED PENNEY and JERRY GILLESPIE Terri Gibbs-MCA (SESAC)
(OLSAC)
WHAT ARE WE DOING IN LOVE* Nominated for ASCAP MOST PERFORMED COUNTRY SONG OF THE YEAR
WHAT ARE TO ASCAP MOST PERFORMED Nominated for ASCAP MOST PERFORMED COUNTRY SONG OF THE YEAR Writer: RANDY GOODRUM Writer: RANDY GOODRUM
Writer: RAND F GoorsU.A. Dottie West/Kenny RoçersU.A.
Congratut
Congratulations to K.T. OSLIN SESAC MOST PROMISING COUNTRY MUSIC WPITE
COUNTRY MUSIC WRITER
*ASCAP Award tEMI Award ttSESAC Award
We are proud to represent: CHARLIE BLACK RORY BOURKE JAN CRUTCHFIELD LAYNG MARTINE, JR.
BOBBY SPRINGFIELD RAFE VANHOY BARBARA WYRICK
Chappeli Music (ASCAP) Unichappeli Music (BMI) In-Chappeli (SESAC) Intersong Music (ASCAP) Rightsong Music (BMI)
Nashville Division: Henry Hurt, Pat Rolfe, Cella Hill, Jody Williams, Charlene Dobbins, Sharon Percifuli
NEW YORK NASHVILLE LOS ANGELES TORONTO

Pro Equipment & Services

InterMagnetics Sets Singapore Vid Plant

SANTA MONICA, Calif.-The InterMagnetics Corp. based here, is constructing a multi-million-dollar videotape manufacturing facility in Singapore. The new company will operate under the name InterVideo Singapore, and will function as a subsidiary of InterMagnetics. When completed, it will produce commercial and industrial videotape, and computer products, including floppy disks, for professional markets.

The plant is the fourth video facility to be constructed by Inter-Magnetics, and the first to produce and market computer products. It is expected to be fully operational early in 1983. InterMagnetics holds controlling interests in other overseas video facilities in the U.K. and France.

According to Terry Wherlock, president of InterMagnetics, Inter-Video Singapore will be capable of producing more than 100 million linear feet of videotape per month, under the initial phase of a production agreement which will enable InterMagnetics to expand to facility to include manufacturing of additional consumer and industrial products.

Under the terms of its contract in Singapore. InterMagnetics will provide future technology and knowhow for the new plant. and undertake the training of personnel, both in this country and on-site in Singapore. The company is currently de-*(Continued on opposite page)*

EQUIPMENT SURVEY SHOWS Studios' Brand Loyalty Strong

By RADCLIFFE JOE

NEW YORK-Recording studio operators in the U.S. show strong brand loyalty in selecting equipment for use in their facilities, according to statistics gathered for Billboard's 1982-83 International Recording Equipment & Studio Directory.

The information comes from 642 recording and mastering studios, respondents to the directory survey conducted between July and August.

Survey is undertaken annually, but this year the results exclude four-track rooms, a reflection of poor response (only 5% of the 642 operator four-track) and the general disappearance of these facilities, according to Bob Hudoba, Billboard's manager of directory services.

The survey modification has not

significantly affected the strong showing of many equipment brands. These, according to Hudoba, draw consistent support from major recording cites in the Northeast. Crown amplifiers, favored by 52% of the studio surveyed, are in this bracket.

Still. indications are that the tables of fortune could change substantially, as recording emphasis shifts to the sunbelt areas of Florida. Texas. Arizona, New Mexico and California.

In fact, the survey reveals that other amplifier lines like McIntosh and Yamaha are growing steadily, drawing their strengths from markets other than the Northeast. Other examples of this include Crown/ PZM microphones, which command a respectable 31.7% of its category.

It should be noted that the percentages shown reflect studio preference, and not market share of the products listed. Studios were also permitted to report more than one brand preference.

Although Crown remains the favored amplifier of studio respondents. its status has slipped a bit compared to last year. However, its two closest competitors. McIntosh and BGW, have also lost some ground, probably a reflection of the elimination of four-track studios from the results. However, as noted before, Yamaha is growing rapidly, favored by 16.1% of studio users.

In open reel audio tape, the ratings remain relatively unchanged from last year. Ampex is favored by 74.7% of users, followed by Scotch with 55.5%, and Agfa with 21.7%.

In headphones, Koss, AKG and Sennheiser lead the way with 55.9%, 52.9% and 40.9% respectively of the favored status ratings. Trailing are Beyer, Pioneer, Sony and others.

Technics by Panasonic seems unbeatable as the preferred turntable of recording studios. This year, it is favored by 51.9% of studios polled. Dual and Thorens trail with 12% and 9.4% respectively.

In microphones, Shure has shown remarkable growth. According to the survey, it is leader in its field with a commanding 88.5% of the ratings. AKG, Electro-Voice and Sennheiser follow with 85.6%, 83.7% and 76.1% respectively. Among open reel recorders of 16 tracks and up, the standings remain unchanged, with MCI leading the way with 40.7% of ratings. It is followed by Ampex and 3M with 24.4% and 14% respectively. Although trailing. Studer has begun to show some gains. It is today preferred by 14% of respondents.

The standings remain unchanged for open reel recorders of fewer than 16 tracks. Here Ampex leads the way with 45.2% of ratings, followed by Teac/Tascam with 43.5%, and Studer/Revox with 24.6%.

Another category in which Shure stands out is phono cartridges. This year it leads the way with 49.1% of ratings followed by Stanton with 32.3% and Audio-Technica with 24.8%.

The only category in which Shure has slipped is portable mixers. The firm has actually increased its favored position by a few percentage points over past surveys, but has been overwhelmed by Teac/Tascam which leads with 34%. Shure holds 21.9% of the ratings, followed by Tapco with 17.5%. Trailing are Sony, Altec and Custom.

Also growing in popularity among studio operators are JBL speakers with 68.8% of ratings. They are followed by Auratone with 60.6%, and much further down the list by UREI and Altec with 22.2% and 21.8% respectively.

The preference ratings of videotape recorders remains unchanged. Of studio respondents to the survey with this equipment (210). Sony leads with 53.3%. followed by JVC with 35.7% and Panasonic with 28.1%.

Sound Workshop consoles have strengthened their position in the industry, but still trail Teac/Tascam which leads with 18.3%, followed by MCI with 18%. Sound Workshop's share of rating is 8.6%.

EMT is the preferred name among echo/reverbs. It leads with 29.8%. followed by Lexicon with 28.2% and AKG with 27.5%.

Further and more detailed results from the survey will be available in Billboard's 1982-83 International Recording Equipment & Studio Directory, to be published within the next two weeks.

New Facility Will Preserve, Restore

NEW YORK-A facility devoted exclusively to the preservation and restoration of recorded sound is being established by the Syracuse University Audio Archives, in Syracuse, N.Y.

The facility, to be called the Thomas A. Edison Re-Recording Laboratory, has been designed especially for archival transcription of early cylinders and disks. as well as more recent tape recordings. The building includes a studio, two control rooms, a record storage area, a reception/catalog area, an audio equipment display room, a lecture/ min theatre room, a record cleaning area, a workshop and office space.

When completed, the facility will feature six MCI recorders and an automated mixing console. According to William Storm, assistant director of the Laboratory, features such as simple and accurate tape velocity control for musical pitch changes, simple three-way speed selection, and gentle tape handling are important to sound restoration; hence, the selection of MC1.

Among projects already undertaken by the facility is a major Edison cylinder restoration effort, and the transfer to tape of a rare cylinder collection of Polynesian folk music.

collection of Polynesian folk music. Storm explains that highly fragile original materials receive top priority, and in some cases, transfers are made from the only known copies of recordings.

The Syracuse University Audio Archives is a non-profit organization. Funding and other assistance comes from a variety of sources, including many professional equipment manufacturers, among them McIntosh, dbx and Shure.

Now You Can Duplicate Significantly Better Cassettes With Any Tape, At Any Speed.

Dolby HX Professional

Dolby HX Professional headroom extension increases the high-frequency capabilities of the tape formulations typically used for cassette duplication by 6 dB or more. That means clearer, more accurate pre-recorded

cassettes with improved h-f response, lower IM distortion, and no sacrifice in signal-to-noise ratio — using conventional tape at economically high duplicating speeds.

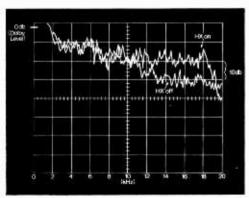
Not a signal-processing system, but a way of recording better

Dolby HX Professional is not a noise reduction or other signal-processing system, but rather is a method of recording high-frequency signals

on the tape in an inherently more accurate way. With conventional recording, highlevel high frequencies in music have a selfbiasing effect, adding to the bias from the oscillator. The result is temporary overbiasing, and thus tape saturation, when the music is rich in highs. Dolby HX Professional, on the other hand, continuously monitors the total effective bias at the head and automatically keeps it constant on all program material, regardless of its spectral balance. Over-biasing and tape saturation are thus forestalled, resulting in significantly increased headroom

The improvement is automatic

A duplicating slave equipped with Dolby HX Professional is adjusted as before for the



Spectral analyses of two high-speed (32 times) cassette recordings of the same selection of rock music show the highest levels accumulated over time at each frequency. Both recordings were made on conventional iron oxide tape of the type favored for commercial cassette duplicating; in this example, the highfrequency headroom improvement provided by Dolby HX Professional is as much as 10 dB rather improves the recording process itself, no special playback circuitry is required. The higher quality of cassettes recorded with Dolby HX Professional is realized on *any* cassette player, from personal portable to elaborate

home component deck.

All listeners benefit,

as no special decoder

is required

Because Dolby HX

Professional does not

encode the signal, but

For further information

used. Thereafter in day-to-day use, the

circuit's operation is totally automatic.

ments are required (although Dolby HX

freedom in setting record level).

Professional does permit a new degree of

No level-matching or other unusual adjust-

Dolby HX Professional was developed by Bang & Olufson with the assistance of Dolby Laboratories, who licenses it to manufacturers of cassette duplicators and home cassette recorders. The first duplicating equipment featuring Dolby HX Professional is now being introduced; for more information on how it can improve your cassette recordings, contact John Baxter, Tape Duplication Liaison Manager, at Dolby Laboratories.

Dolby Laboratories Licensing Corp., 731 Sansome Street, San Francisco. CA 94111, 415-392-0300 "Dolby" and the double-D symbol are trademarks of Dolby Laboratories Licensing Corp. S82/4207

Pro Equipment & Services

Texas Studio Operators Hopeful Encouraging Signs are Cited By Several In Survey

By MARTHA L. FISCHER

DALLAS-Recording studios in Texas, as elsewhere, have been hurt by the difficult economic conditions of the past couple of years. Some degree of optimism is now apparent, however, according to a Billboard survey of facility operators. Specifically, they cite the following as encouraging factors:

• Local growth of the audio freelance market, which has attracted engineers from around the world, including some with excellent New York/Los Angeles credentials;

• Existence of the Dallas Communications Complex, which continues to draw film/video support businesses from the East and West Coasts, thereby improving the "third coast's" chances of living up to its name;

• New investors, such as the Dallas-based PSI and WBS, who are purchasing such facilities as film labs and post production houses, and insuring an ongoing flow of funds;

• The relocation to Texas of such major companies as Shell Oil, Motorola and American Airlines, which promise jobs, a local tax base and national advertising needs that may well boost local audio studios.

Virtually all studios, of course, see a nationwide economic upsurge as a key factor in the recovery of the music industry, which, they feel, will trigger more studio work.

trigger more studio work. Throughout Texas, the recession has hurt both artist and jingle-oriented studios. "I definitely think there's hard times for everybody now," says Fred Remmert, new owner of Ruff Cedar Recording Studios in Austin. "Artists are struggling. People are working their tails off five to six nights a week in live gigs, making just enough to live on and record on weekends." He adds that his policy is to encourage artists by offering low rates, and not clockwatching too strictly if the session takes an extra hour.

"Many studios have been forced to lower their rates," says Bert Frilot of Gilley's Recording Studio in Pasadena. He adds that hourly rates have generally declined in Houston, as they have elsewhere around the country.

"Most people are buying their own time," says Bill Holford of ACA Recording Studios in Houston. "Relatively little is backed."

"More backers would help," adds AV. Mittelstedt of Sound Masters in Houston.

"We think that as a result of the business slowdown, there are fewer one-time projects," says Ed Bernet of Sumet-Bernet Sound Studios in Dallas. "You no longer see the 'good singer' coming in for a one-time album or demo."

Bernet also notes that on the advertising side of the business, agencies feeling the pinch "have started to switch tv advertising to radio spots," a trend he welcomes. "Studios depending on jingles

"Studios depending on jingles have noticed a slight decrease," says Mandy Howell of Goodnight Audio in Dallas.

"Jingles are not off that much," says Holford. Bill Young of Bill Young Productions in Houston observes that advertising budgets across the country are down 25%.

Studio managers appear to be watching the national economy closely, linking its condition with that of their businesses. Most concede that an upswing would provide a badly needed shot in the arm. Rush Beesley of Sundance Productions, Inc. in Dallas says, "Effects of the interest rates are magnified here. I am dusting off my expansion ideas for longterm planning. I think everybody is."

While many studios feel cornered into a "hang in there" philosophy, a healthy counter-trend has emerged in the form of expansion efforts and the establishment of new facilities. Wink Tyler of Austin Recording says, "I think next year will be dynamite. Once we move to our new facility downtown, we will be advertising our new studio to the world."

Tyler says the new 24-track studio will be located at Texas Center, near the site of Willie Nelson's original Armadillo Club. "My partner is building a 13-story hotel there." he says.

In Dallas, Russell Whitaker is in the design phase of a new studio, Dallas Sound Lab, located in the Dallas Communications Complex. He has already ordered 10,000 square feet of steel for the inner structure.

The facility, scheduled to open next January, will have audio, video and film capabilities. Video mix-topicture equipment will include two Otari interlocked 24-track machines with Audiokinetics cue-lock, a synch generator, and a multi-track magnetic projector and dubbers, with a 25-foot screen in the studio.

The film scoring room will have a 35mm projector and seating capacity for an 80-piece orchestra. Film mixing and dialogue replacement will be available.

"Austin is a great town for music recording, but the budget was not there to justify my equipment," says Whitaker, former owner of Ruff Cedar. "This location is really good. I will be surrounded by video and film companies and producers. As of now, this is the only sound facility in Las Colinas.

"Music and recording tradition-

InterMagnetics Sets Singapore Video Plant

• Continued from opposite page signing and building video manufacturing machinery and quality control equipment at its plant in Gardena, Calif.

In explaining his company's decision to establish a new video manufacturing facility in Singapore, Wherlock states that the growth in audio tape is leveling off throughout Asia, while demand for prerecorded and blank videocassettes is growing rapidly.

He adds, "The total world market for videocassettes, including prerecorded videocassettes, reached 160 million units in 1981. That number will increase to 285 million units this year, and to more than 450 million units by 1984. I forsee that videotape will become an industry larger than the audio cassette tape business by the mid 1980s." Wherlock also expects the half-inch VCR equipment population to grow from 8.5 million units in 1981 to more than 13 million units by 1983.

In addition to its video manufacturing facilities, InterMagnetics also has audio cassette manufacturing plants in Hong Kong, Taiwan, India, Thailand, Transkei, Egypt, Turkey and Singapore. It also has audio/video technology and marketing centers in Japan, England, and the U.S. **RADCLIFFE JOE** ally follows the movie industry," he adds, "so the logical place for my company to come was Dallas. The main thing is, there's more money up here."

Whitaker's former high school buddy Greg Morrison, now of Westbrook Audio, is architect for the new facility. J.P. Marshall will be studio manager for Dallas Sound Lab.

Dallas studio people often cite the Las Colinas complex as a helpful influence on everyone's business. Jan Parker of January Sound Studios Inc. observes that the coming of film director Peter Bogdanovich to the Dallas Communications Complex, is lending credibility to the image of Dallas as a rising communications center.

(Continued on page 65)



SAGLE COUNTRY—Chuck Sagle, left, former pop a&r executive at Mercury, Reprise, and Epic, is now producing country records for Sugartree Records artist Clifford Russell. Both men are seen here at Sound Emporium Recording Studios, Nashville.

Introducing Dolby HX Professional superior audio lower cost first in Electro Sound 8000 duplicators

Uncompromising recording of high frequencies on cassettes, without using special tape, is now available on Electro Sound Series 8000—the first in the industry to incorporate Dolby* HX Professional into high speed tape duplicating equipment.

Dolby HX Professional headroom extension is a new recording technique which permits optimal biasing across the frequency spectrum. High frequency performance is dramatically enhanced, mid and low frequency distortion is reduced, and the useful dynamic range of the tape is increased. HX Professional circuitry automatically compensates for the effects of self-biasing encountered at high frequen-

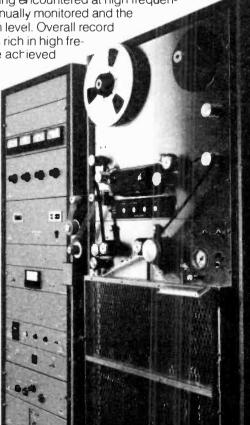
cies. The signal being recorded is continually monitored and the bias is instantly adjusted to the optimum level. Overall record level need not be reduced on programs rich in high frequencies. Superior audio quality can be achieved with less expensive tape formulations.

Electro Sound's Series 8000 plus Dolby HX Professional: technical excellence and production-line performance.

Electro Sound, Inc. 160 San Gabriel Drive P.O. Box 60639 Sunnyvale, California 94088 Telephone: (408) 245-6600

Represented internationally by Audiomatic Corporation 1290 Avenue of the Americas New York, New York 10019 Telephone: (212) 582-4870 Telex: 12-6419

*"Dolby" is a trademark of Dolby Licensing Corporation. HX Professional system manufactured under license from Dolby Licensing Corporation.



Pro Equipment & Services

Electro Sound Introduces New Model Tape Loader

SUNNYVALE, Calif. - Electro Sound has unveiled its new model 1860 high speed audio cassette loader. David Bowman, the firm's vice president of marketing, says that a single operator running three of the units can produce up to 13,000 quality C-60 cassettes on a sevenhour shift.

50

Bowman explains that the loader is capable of achieving these high output levels because it incorporates a four-station turntable. He adds, "This configuration permits parallel processing of the cassettes, and avoids the 'brute force' serial processing technique frequently utilized in other high speed loaders."

Says Bowman, "The parallel processing approach allows conservative design for longer, trouble-free operation and gentle tape handling." He notes that in the development of the model 1860, Electro Sound has taken a systems approach to the unit's design.

George Rehklau, the firm's vice president of engineering, adds that C-O feed and loaded cassette off load mechanisms are flexibly designed for easy adaptation to fully automatic production flows. Rehklau states that operator productivity was a major design goal in the loader's development. He adds that the machine offers a horizontal work surface for rapid pancake change and threading. "A simple tape path further speeds the threading process. Operating controls are positioned to

minimize wasted time and motion, while operator-oriented displays continually monitor performance and output. Reliable micro-processor based electronics perform the control, performance monitoring and diagnostic functions."

Additional features of the model 1860 include a new splicing technique that is said to eliminate gumming and jamming problems often encountered in loading. The unit also provides cue tone detection circuitry, and is suitable for both prerecorded and blank tape loading applications. The unit, which can be seen at the AES show, will be priced to match the sales tags on competitive high speed loaders, according to Bowman.

Maxell Introduces New Videocassette

MOONACHIE, N.J.-The Maxell Corp. has introduced a new HGX TC-20 blank videocassette for use with the new VHS-C mini VCRs and/or standard VCRs with an adaptor.

The tape uses Maxell's high grade Epitaxial formulation, a process which yields magnetic particles of uniform size and shape. According to Don Patrican, Maxell's national sales manager of consumer video products, this means a formulation that is more densely packed, and a tape that is free from dropouts and video noise

RIAA Publishes Third Edition Of Digital Directory

NEW YORK-Information about 90 U.S. and overseas recording studios offering digital facilities is included in the new, expanded third edition of the RIAA's Digital Recording Facilities Directory.

According to Stephen Traiman, executive director of the RIAA, the just-released book is prepared as an industry service, and designed to encourage the use of the new technology by artists and producers.

Information detailed in the new directory is supplied by the five manufacturers actively in the marketplace with master digital recording and/or editing units. They are the JVC Cutting Center, Mitsubishi Electric Sales of America, Sony Professional Digital Audio Division, Soundstream and 3M Digital Audio Systems.

Information is listed on the availability of lease-rental facilities for professional digital recording equipment. There are also seven U.S. headquarters or branch offices of equipment manufacturers. Two of these are equipment lease/rental locations. Also listed are the names, addresses, telephone numbers and business contacts for 33 other U.S. facilities and 50 overseas operations. This compares with 30 U.S. and 21 international locations listed in the second edition of the directory, released last June.

Crown Plans New PZM **Microphone Competitions**

International of Elkhart, Ind., plans

another Challenge for next May/

June. The consumer competition is

designed to discover new applica-

tions of Crown's four-year-old

According to Cheryl Rogusta, ac-

count executive for Crown public re-

lations, "A contest is the best way to

see how PZM users are experi-

menting with microphone tech-

nology. The PZM is a flexible prod-

uct, and we found new and unusual

applications of the microphone as a

The PZM Challenge involves two

separately-judged competitions, an

open contest for all but Crown deal-

ers and their employees, and a

dealer contest open only to the latter.

original stereo recordings made us-ing a minimum of two PZM micro-

phones as main pickups. The tapes

are then judged on fidelity of record-

ing process, overall sound quality,

and creativity in PZM use, taking

into account such qualities as bal-

ance, clarity, ambience, closeness or

distance of various performers, mix

and band width. Entrants are also

Entrants submit excerpts from

result of the Challenge."

PZMicrophone.

By MOIRA McCORMICK CHICAGO–Due to the success of its 1982 PZM Challenge, Crown

required to submit miking diagrams with their recordings, which are reviewed by the judges after each tape's audition.

The Challenge's three categories are classical, popular, and environ-mental sounds, with a prize for each category and a grand prize in each contest. Of the 1982 Challenge's 39 entries, which came from as far away as Holland, none were received in the environmental category.

However, Clay Barclay, Crown promotional manager, expects to get environmental entries in this next competition. "Movies and television, especially with the advent of tv stereo, will soon be needing more realistic environmental sounds," he reasons.

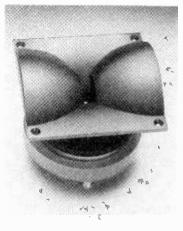
Category winners in 1982 received their choice of a pair of PZM microphones. Grand prize winners also received a Crown home audio system consisting of FM2 tuner, SL2 pre-amp and PL2 power amp in a walnut cabinet. Three honorable mention winners each received a \$50 certificate towards purchase of a PZM microphone. Prizes will remain the same in the 1983 challenge, says Rogusta. Final date for entry is May 1, 1983, with judging to close June 15.

Studio Track

By ERIN MORRIS

In Los Angeles at Skip Saylor, producer Rick Carrol with Jon Gass behind the board.... Infinity with producer Kassi Gardner finishing over-... King Errisson working on self-produbs. . duced solo album with engineer George Belle. At Larrabee Sound, Natalie Cole working on new Epic project with Stanley Clarke producing. Engineering is Erik Zobler with Judy Clapp assisting. ... Gladys Knight mixing with Steve Hodge engineering. Assisting Hodge are Nyya Lark and Clapp. ... O'Bryan Burnette laying tracks for his second LP with producer Don Cornelius. Engineering is Barry Rudolph with assistants Lark and Sabrina Buchanek.

Johnny Bush at Willie Nelson's Pedernales Recording Studio in Spicewood, Tex. Max Gardner will be producing the album, which is up coming on Delta Records, with Larry Greenhill engineering.



JBL HORN-The James B. Lansing Sound Co., has introduced its model 2370 bi-radial, constant coverage horn. The unit, said to be the most compact member of the JBL family of bi-radials, provides uniform on and off axis frequency response in the horizontal plane from 630 Hz to 16 kHz. The unit, designed for auditoriums, theatres, and/or public address systems features a compound flare configuration which is said to yield smooth response, low distortion and even coverage. This is a computer-aided system, which virtually eliminates lebing and comb filter effects.

Electro Sound introduces the fastest and friendliest automatic cassette loader

The ES 1860 is the new performance leader in high volume loading of blank and prerecorded cassettes

It's fast-three machines, manned by one operator, can turn out more than 12,000 quality C-60's on a 7-hour shift. That's over a third more than the closest competitor. The astonishing output levels of the 1860 are achieved with a unique four-station turntable which handles four cassettes. in various stages of completion, simultaneously

It's friendly—the horizontal layout and simple tape path speed pancake changes. Clear, convenient controls, operator-oriented displays, an innovative trouble-free splicing technique, and

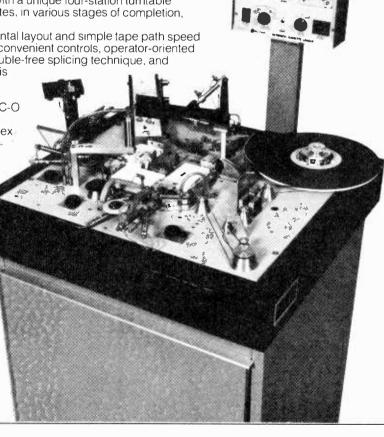
automatic trouble diagnosis shorten training time and maximize productivity And it's versatile—the C-O

feed and finished cassette off-load mechanisms are flex ibly designed for easy integration into automated production lines.

Electro Sound's 1860: Technical excellence; production-line performance.

Electro Sound, Inc. 160 San Gabriel Drive P.O. Box 60639 Sunnyvale, CA 94088 (408) 245-6600

International sales Audiomatic Corporation 1290 Ave of the Americas New York, NY 10019 (212) 582-4870 Telex: 12-6419



www.americanradiohistorv.com

Rocky Robins in at Conway Studio with pro-

ducers Reggie Andrews and Leon "Ndugu" Chancler with F. Byron Clark at the board. Platinum Hook mixing their debut RCA album with Clark engineering. Producer Danny Sheridan cutting vocals on new artist Cotton at The Music Group.

In Nashville at Bullet, Stan Silver mixing Donna Fargo's album with engineers Rick McAllister and Scott Hendricks.

Tom Carlile laying tracks for Door Knob with producer Gene Kennedy at Reflections.

At Sound Emporium, Roger Whittaker laying Tempo tracks with producer Chet Atkins. Engineering the album is Mike Poston. . . . Comstock artists Buddi Day and Gale Wahl currently working on singles with Patty Parker producing and Jim Williamson engineering. ... Cindy Joy working with producer Bill Rice and engineer Gary Laney

Chet Atkins finishing final RCA album at Music City Music Hall with producer Norro Wilson and engineer Bill Harris. ... Helen Cornelius and producer Blake Mevis in the studio with Harris engineering.

At Pete's Place, Norwegian artist Byoro Haaland working on album with Pete Drake producing and Al Pachuki engineering.

In Jackson, Miss. at International Recording Studios, producer Steve Tallman working with Roulette. Engineering the project is Steve Stringer.

At Sea-Saint Recording Studios in New Orleans, Frankie Ford working on new album with producer/engineer Skip Godwin.

The Moderns working at Southern Sound Studios in Mobile, with Jerry Powell co-producing with the band.

In Houston at Skyrocket Studios, Walkee Talkee finishing new EP for Scam Records, Coproducing is Richard Paul Thomas with the engineering being handled by Jim Demezas.

i

At Triiad in Ft. Lauderdale, Mt. Everest being produced by band members Reuben D. Ferguson and Harry J. Hafferkamp. Engineering is Vincent Oliveri with assistance from Doug Weyrick.

In Miami at Criteria Recording Studios, mastering of the new Pat Travers Band album completed by Mike Fuller. . . . Peter Solley busy producing the Henry Paul Band for Atlantic, Jo Jo Zepp for Mushroom, and Arista artists Sea Level.

Editor's note: All material for the Studio Track column should be directed to Erin Morris in Billbaord's Nashville office.

Talent & Venues **How Jamaica Fest**

Rock'n' Rolling Down-To-Earth Cougar **Just Wants To Entertain**

A No. 1 album and single don't a philosopher or social commentator make, and nobody is more aware of that than John Cougar, a down-toearth, small-town guy who likes entertaining people with his rock'n'roll and who writes songs that can relate to people's day-to-day life.

"To me it's harder to write about the real unimportant parts of life,

and to try to make them true, than to pick up a newspaper and write a song about what's going on in South America when I don't know any-thing about it," he



says. He recently walked off the new "Nightwatch" news program on CBS-TV when the interviewer began pestering him about what his responsibilities as a role model should be

"The best thing Bob Dylan ever did was keep his mouth shut," says Cougar, who would much rather talk about his plans for producing Mitch Ryder after his current tour with Heart finishes at the end of the year. The tour is a bit odd in that Cougar is opening, but he says that was set up before "American Fool" was released. Who could guess that it would climb to the top while Heart's "Private Audition" LP fell off the charts completely?

"Ann and Nancy (Wilson of Heart) are happy about what hap-pened to me, though they may not be too happy about what happened to them. But I think they'll suss their

problems out," says Cougar. "We do interviews together. We get into the same car and drive out to the radio stations, and freak the guys out there. They don't know who to talk to first.'

After the tour, Cougar says his next project will be producing Ry-der. "American rock'n'roll would not have been the same without 'Sock It To Me, Baby'," he says. "I said to Mitch that if we could do a record that is a Mitch Ryder record. not a John Cougar record, but one that could still be played on the radio, we would do it. I don't want some f***ing piece of art that five people will listen to. Art is for museums

"I don't take rock'n'roll that seriously. If I affect people, it's unintentional. I am not going to be hanging on anybody's cross, for nothing. Records are on the turntable to entertain people."

"Mitch Ryder to me is an American equivalent of Keith Richards. the only difference being that Richards had Mick Jagger and 800 other people to keep him in line. Mitch had nobody. But when you live close to the edge like Mitch has, you're something," he says. Working with Ryder will delay Cougar's own next LP, but he

doesn't feel that's such a bad idea. "I think that after this current record runs its course, people will be sick of John Cougar. The record business has this way of saying, 'more John Cougar, more John Cougar, more John Cougar–oops, too much.' And

(Continued on page 54)



Billboard photo by Chuck Pulin COUGAR CAKE-PolyGram publicist Sherry Ring shares cake with John Cougar during a party to celebrate the singer's 31st birthday. Bash followed his recent concert at New Jersey's Byrne Arena.

Manager Owen Husney: Minneapolis Has A Sound

By NELSON GEORGE

NEW YORK-"Every city has its promoter and advance man for pop bands touring the Midwest, Husney time, when its music reaches the rest spent several years "running out to of the country. Detroit, Philathe West Coast with tapes of local delphia, Chicago, all had their time. bands, cheating and lying to see a&r Now maybe it's time for Minpeople and then getting laughed at for being from Minnesota." neapolis, Minnesota." The views are those of Owen Hunsey, Prince's first manager, who currently directs the careers of Andre Cymone, Sue Ann,

Husney's fortunes didn't change until the owner of a local 8-track studio in Minneapolis, Chris Moon asked him to listen to a tape. "It crossed the line between good and something really outstanding," he recalls. "I told Chris I thought this band obviously had talent. When he told me it was one 15-year-old kid, l was stunned. Prince was staying in New York with his sister then. I immediately called him, and our relationship began." Husney then met Prince's lifelong

friend, Andre Cymone. "Prince moved in with Andre and his mother, a leader in the local black community, when he was 12. They both could play all the instruments (Continued on page 56) Aretha Franklin and Rick James). "And we wanted to pick certain acts that were very popular with Jamaicans. For instance, Skeeter Davis, why is she on? But it seems in the hinterlands of Jamaica. everybody has a Skeeter Davis 8-track. Ronnie Milsap is huge there. We also wanted acts that have a very loyal following in the U.S. and people would go to Jamaica to see. So we have the Grateful Dead. whose fans would go anywhere to see them, and the Clash. Jimmy Buffett is very popular in Florida, and his fans would go down to Jamaica."

Has Come Together

in Ja-

NEW YORK-Although the tal-

ent lineup for the upcoming three-

maica, set for the Thanksgiving weekend (Billboard, Oct. 26), may

seem wildly eclectic to American tastes,

promoter Barry Fey, who is putting on the event with the Jamaican Min-

istry Of Culture, says the acts were

chosen because they either appeal to

the local audience or they have a

loyal U.S. following that would go as

and they (the Jamaicans) wanted all

types of music. We have reggae ev-

ery night (Jimmy Cliff, Peter Tosh,

Toots & the Maytals, Black Uhuru,

Rita Marley and Yellowman), we

have new wave (the B-52s, Squeeze,

the English Beat and the Clash), and

we have black (Gladys Knight,

'lt's the 'World Music Festival'

far as Jamaica to see them.

day World Music Festival

By ROMAN KOZAK

Fey says that he is providing the acts and the production for the festi-val. Jamaica, he says, is providing a specially built permanent concert complex in Montego Bay, and is also paying transportation for the acts. The facility, the Bob Marley Memorial Performance Center, can hold up to 50,000 fans, and Fey expects one third of them to come from outside Jamaica. Tickets in the U.S. are \$100 for the three days.

To promote the concert in the U.S., Fey is taking out ads in Rolling Stone as well as daily newspapers and top alternative papers. There will also be a full-page ad in the newspaper of every East Coast college with an enrollment of 8,000 or more, Fey says.

FOBER "Our talent budget is \$592,000, advertising budget is \$150,000, and production will cost \$300,000 to 30 \$400,000. Altogether it will be \$1.3 million to \$1.4 million," says Fey. "If we only get 5,000 Americans to come, that's half a million dollars. And if we get 15,000 Jamaicans a night, we'll break even. But 1 think BILLBOARD

we'll do better than that. On the first couple of days we announced it, we sold 500 complete travel packages in Miami, 600 in New York, and 500 in Canada." Fey says that his biggest probler.

so far has been getting enough airline capacity to get fans to Jamaica. The festival was announced fairly late, considering the heavy demand for airline tickets over the busy Thanksgiving holiday.

Courts Shutter Seven French Discos

By HENRY KAHN

PARIS-Seven discotheques have recently been closed by court order in the cities of Sete and Montpelier, leaving the disco industry here alarmed by what it sees as a wide-ranging legal offensive by the authorities. At the heart of the closures is a law which prohibits the sale of drinks in two separate places with a single liquor license.

Confusion about the effect of this regulation started a couple of years

Unsurpassed in Quality

1000 POSTCARDS

COLOR PRINTS

COLOR LITHO

POSTCARDS

MOUNTED

100 8x10 CUSTOM

COLOR

241/20 1000 LOTS

\$165.00

\$32.95

per 100

\$425 per 1000

ner 3000

30"X40' \$40

\$240

\$98

ago when the noted Golf Drouot, rated France's premier "temple of rock," was closed by local police because it was run by the management of the bar next door. Drinks were available in both halls.

The case dragged on at various levels for months. Petitions were organized against the closure of the venue, a noted tourist attraction. But in the end the law prevailed. Different courts in different parts

of the country put varying inter-pretations on the letter of the law, but this sudden new offensive has

reopened the question. It is a long and costly business getting a second license. The two bars would have to be separately administered. And there are fears that copyright society SACEM might be entitled, where two licenses were in operation, to claim for twice the usual copyright payments.

and other Minnesota-based acts.

Husney founded American Artists

Management in the 1970s to "keep

all the talent that comes out of the

area based here, but still market them in the rest of the country." Af-

ter a career as a musician, concert

The hotel industry is similarly disturbed, for many hotels run discotheques and have several entrances and, often, several bars. One license normally covers the situation for hotels



Billboard photo by Chuck Pulin GUEST SPOT-Peter Wolf of the J. Geils Band joins M.S.I. Records artist the Uptown Horns at the Ritz in New York.





Talent In Action

THE WHO

Brendan Byrne Arena Meadowlands, N.J Tickets: \$16

It was said that the Who would not play "My Generation" on this tour, but at their Oct. 10 show they opened their set with that venerable anthem to youth. It was the only surprise in an otherwise slick and professional two-hour offer-

The show was the first of three in the New York area. The two shows that followed later in the week at Shea Stadium would be marred by pushing and shoving which left 176 fans hurt, 32 of whom required hospitalization, according to the New York Police Department. But there were no untoward incidents at the Byrne Arena show. And coincidentally or not, according to colleagues who saw all three shows, the Byrne concert was musically the least inspired and magical of the three.

Not that the Who put on a had show. At this point, they would really have to work to do that, and with Peter Townshend determinedly straight and sober, Roger Daltrey a complete pro as always, and neither John Entwistle nor Kenny Jones especially known for any stage excesses, there was little danger the band would tip over the edge. The Who's dissipated youth is behind it, which may be why this is the group's farewell tour

So they played their hits: "Can't Explain. "Sister Disco," "Behind Blue Eyes," "Bab O'Reily," "Who Are You," "Pinball Wizard, "Baba "Tommy" theme, "Love Reign O'er Me," "Long Live Rock," "Won't Get Fooled Again. and a few other AOR favorites—or theme songs from rock's history, if you will. They also played some songs from the new "It's Hard" LP, including "Athena," "Dangerous," and the hard funk "Eminence Front."

What to say about the performance? There was a keyboard player in back of the speakers, and that's where he stayed. Kenney Jones appeared hidden behind his drums, and though he has nowhere near the showmanship of the late Keith Moon, the beat never strayed. Entwistle, who sang "Twist And Shout" to end the only en core, was as deadpan as usual.

And Daltrey and Townshend, the two frontmen, did what was expected of them. One twirled his microphone, the other windmilled his arm on cue. It's easy to get cynical about this. and easy to see where a band can get bored, too.

But one can see it from another perspective. Midway through "Who Are You," this writer spotted a little girl, probably no older than four, and no more than waist high, dancing on the stairs, directly across the arena. She was having a great time, copying Daltrey move for move.

Westchester Theatre Slated For Demolition

NEW YORK-The troubled Westchester Premiere Theatre in Tarrytown, N.Y. has been sold by the Lincoln Savings Bank to private developers who plan to tear down the 3,500-seat venue to build a housing complex. The multi-million-dollar facility is only eight years old.

Last two concerts at the theatre were by Billy Squier over the week-end (15-16). Acts that have played there in recent months include Wilson Pickett, Marshall Tucker Band, Chicago, and Melissa Manchester.

The facility was managed most recently by Bobby Schiffman, who promoted shows on a no-guarantee basis, with acts taking home the boxoffice receipts after paying rental and expenses. The facility was also briefly managed by Dick Clark Enterprises and called the Dick Clark Westchester Theatre. Though there have been over 200 shows and events at the facility in the last four years, the theatre was never able to overcome the stigma of allegations that it was built and run by organized crime.

On Nov. 12 there will be a tag sale at which all the theatre's sound equipment and lights will be sold.

w americanradiohistory com



Billboard photo by Chuck Pulir

FLYING DONNIE-Donnie Van Zant of .38 Special is hoisted above the crowd during a recent performance at the Palladium in New York.

When he tossed his microphone, she waved her arms in time. When he ran in place, so did she. But she ran out of steam and sat down before he did. And she didn't have to sing at the same time. Daltrey, meanwhile, kept right on going.

Then it was over. You know they will be back, singly or in combinations, but no backup band will be able to push Daltrey as much as the Who and nothing Townshend or the others do individ ually will ever equal the combined impact of the Who. So whether it was a good show or not, it was still sad to see the end. After all, they still **ROMAN KOZAK** have the stamina.

.38 SPECIAL S.P.Y.S.

Palladium, New York Tickets: \$10.50, \$9.50

Showing all the signs of becoming a major headlining act in the normally hard-to-crack New York market, .38 Special played to an enthusiastic full house Oct. 16.

The band's 90-minute, 15-song set included such favorites as "Stone Cold Believer 'You Keep Runnin' Away,'' "Caught Up In You,' "Reelin & Rockin," and "Hold On Loosely."

The encore included an incredible version of Creedence's "Fortunate Son" which featured guitarists Jeff Carlisi and Don Barnes. It's a potential smash for the group.

During the final number, "I Been A Mover," leader Donnie Van Zant attached himself to guy wires and flew out over the audience several times—not bad for a performer who was recently out of commission for six weeks due to a broken ankle caused by similar stunts.

Van Zant really seems to enjoy this sort of audience contact. At one point, an over-enthusiastic male member of the audience jumped up on stage and almost made it as far as the drum kit. Van Zant pushed away the security guards and personally escorted the delighted fan back into the seats-much to the cheers of the crowd.

Opening act SPYS offered a nine-song, 50 minute set which, while energetic enough, was totally unoriginal in its presentation. Such stage lines as "Do you want to hear some rock'n'roll guitar?" might be best left to parodies on "Sat PETER KANZE urday Night Live.

1000 - \$342.00

ELLA FITZGERALD COUNT BASIE ORCHESTRA **OSCAR PETERSON TRIO** WITH JOE PASS

Royal Festival Hall, London Tickets: \$34, \$29.75, \$25.50, \$21.25

A full house on Sept. 24 gave a rapturous welcome to these three senior citizens of jazz, whose superb musicianship, flawless sense of time and ability to swing prodigiously is legen darv

Yet for all the bravura assurance and command of Basie, Peterson and Fitzgerald, nothing throughout the evening was as impressive as Joe Pass' breathtaking, sensitive and immaculately played solo version of "How Deep Is The Ocean." It was a gem of creative improvisation.

Bill Basie's band opened the show, with the Count conducting the orchestra from the piano chair with hand movements even more econom-ical than his keyboard work. The band swung with that typical sprung Basie rhythm through "How Sweet It Is"—featuring a fine muted trum-pet solo by Sonny Cohn—and positively roared through an express arrangement of "There'll Never Be Another You," with the fleet flugelhorn of Bob Summer taking solo honors.

Oscar Peterson, whose astonishing technique on uptempo numbers tends to be offset by his inclination to tread the same improvisatory paths over and over again, was at his most inspired on the slower, more laid-back numbers. His thoughtful duet with Pass on "Sweet Lorraine" was a model of controlled power and uncanny compatibility. Bassist Niels-Henning Orsted-Pedersen was unfailingly resourceful and British drummer Martin Drew was in salutary form

So, too, was Ella, singing both with her own trip and with the full Basie hand. The voice is as flexible and young as ever, and her ability to interpolate scat quotes from other tunes at break-neck tempo in songs with tricky chord sequences is still staggering.

She delighted a warmly responsive audience by singing the neglected verse of "Blue Moon" and made a minor masterpiece of "In A Mellotone," backed only by Keeter Betts' briskly walking bass. MIKE HENNESSEY



The following are among the top concert grosses nationwide reported through the survey week. Included are act(s), gross, attendance, capacity of facility, ticket prices, promoter, facility, city, number of shows, number of sellouts and dates(s)

Boxscore

Survey For Week Ending 10/30/82

- THE WHO, DAVID JOHANSEN, THE CLASH-\$2,200,000, 140,000, \$16, Ron Delsener Prods., Shea Stadium, New York City, two sellouts, Oct. 12
- THE WHO, JETHRO TULL, JOHN COUGAR-\$960,000, 60,000, \$16, Feyline Presents & Colo. Univ. Program Council, Folsom Field, Boulder, Colo., sellout, Oct. 17.
- •
- •
- sellout, Oct. 17. THE WHO, NOVO COMBO-\$352,170, 23,729, \$15, Contemporary Presen-tations, The Unidome, Cedar Falls, Iowa, sellout, Oct. 15. DIANA ROSS-\$290,418, 17,374, \$15 & \$12.50, Feyline Presents, McNichols Arena, Denver, sellout, Oct. 16. KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$265,017, 17,922, \$15 & \$12.50, C.K. Spurlock, Hersheypark Arena, Hershey, Pa., two sellouts, Sept. 27-28. FLEETWOOD MAC, GLENN FREY-\$250,602, 15,973 (17,374 capacity), \$15 & \$12.50, Feyline Presents, McNichols Arena, Denver, Oct. 15. KENNY ROGERS, LARRY GALTIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$247,865, 16,893 (18,000), \$15 & \$12.50, C.K. Spurlock, The • SHORR-\$247,865, 16,893 (18,000), \$15 & \$12.50, C.K. Spurlock, The Checkerdome St. Louis Oct.
- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND-\$244,037,
- 17,149, \$15 & \$12.50, C.K. Spurlock, The Omni, Atlanta, sellout, Oct. 9. GO-GO'S, A FLOCK OF SEAGULLS-\$236,000, 20,000, \$12.50 & \$10.50, • Ron Delsener Prods., Madison Square Garden, New York City, sellout, Oct.
- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND-\$233,880, 16,069 (17,000), \$15 & \$12.50, C.K. Spurlock, Market Square Arena, In-
- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$229,000, 15,642, \$15 & \$12.50, C.K. Spurlock, Lakeland (Fla.) Civic Center, two sellouts, Oct. 13-14.
- JUDAS PRIEST, IRON MAIDEN-\$214,332, 16,606, \$13.50 & \$11.50, Ron
- •
- Delsener Prods., Madison Square Garden, New York City, sellout, Oct. 2. **RUSH, RORY GALLAGHER—\$208,176, 19,298, \$11** & \$10, Contemporary Prods., The Checkerdome, St. Louis, two sellouts, Oct. 12 & 15. **DAN FOGELBERG—\$190,998, 15,443 (16,000), \$12.50 & \$10.50**. Schon Productions, St. Paul (Minn.) Civic Center, Oct. 16. **KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND—\$188,222,** 10,000
- 12,939, \$15 & \$12.50, C.K. Spurlock, Leon County-Tallahassee (Fla.) Civic Center, sellout, Oct. 6 KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND-\$186,835,

- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND—\$186,835, 12,743 (15,000), \$15 & \$12.50, C.K. Spurlock, Birmingham-Jefferson Civic Center, Birmingham, Ala., Oct. 7.
 DIANA ROSS—\$180,020, 12,225 (16,000), \$17.50-\$12.50, Feyline Presents, Kemper Arena, Kansas City, Mo., Oct. 14.
 JUDAS PRIEST, IRON MAIDEN—\$179,733, 16,841 (17,431), \$11 & \$9.90, Cellar Door Concerts, Capitol Center, Largo, Md., Oct. 18.
 KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR—\$177,877, 12,248, \$15 & \$12.50, C.K. Spurlock, The Roundhouse, Chattanooga, sellout, Oct. 8.
 KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR—\$174,407, 11,707 (12,300), \$15 & \$12.50, C.K. Spurlock, Univ. of Dayton (Ohio) Arena, Sept. 30.
 KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR—\$164,771, 10,516, \$17.50 & \$12.50, C.K. Spurlock, Irvine (Calif.)
- /New West Presentations, Kemper Arena, Kansas City, Mo., sellout, Prods
- •
- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$158,432, 11,045 (15,000), \$15 & \$12.50, C.K. Spurlock, Free-
- REO SPEEDWAGON, SURVIVOR-\$150,218, 12,887 (16,000), \$12.50 & \$11.50, Feyline Presents, Compton Terrace, Tempe, Ariz., Oct. 15.
 KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$149,182, 10,268, \$15 & \$12.50, C.K. Spurlock, Jacksonville (Fla.) Memorial Coliseum, sellout, Oct. 5.
 BARRY MANILOW- \$138,431, 11,725, \$12.50 & \$10.50, Contemporary Presentations, Boise (Idaho) State Pavilion, sellout, Oct. 8.
 JUDAS PRIEST, IRON MAIDEN-\$134,219, 13,151, \$10.50 & \$9.50, East Coast Concerts, The Spectrum, Philadelphia, sellout, Oct. 12.

- HEART, JOHN COUGAR—\$131,848, 13,100, \$10.50 & \$9.50, Frank J. Russo, Providence (R.I.), Civic Center, sellout, Oct. 9.
 OLIVIA NEWTON-JOHN, TOM SCOTT—\$127,950, 8,592 (14,099), \$15 & \$12.50, Evening Star Prods., ASU Activity Center, Tempe, Ariz., Oct. 15.
- DAN FOGELBERG—\$126,675, 10,532, \$12.50 & \$10.50, Contemporary Prods., Keil Opera House, St. Louis, Contemporary Prods., sellout, Oct. 10.
- HEART, JOHN COUGAR—\$126,513, 14,394 (14,953), \$9.50-\$7.50, Electric Factory Concerts, The Spectrum, Philadelphia, Oct. 15.
- DIANA ROSS—\$121,858, 8,868 (13,000), \$15-\$11, Feyline Presents, University of Nebraska at Lincoln Deveney Center, Oct. 15.
 GAP, ROGER ZAP, GOODIE, FLASH—\$121,479, 10,497 (17,200), \$12.50-
- \$9.50, Evening Star Prods., Phoenix (Ariz.) Coliseum, Oct. 8.
- DAN FOGELBERG—\$120,999, 10,630, \$11.50 & \$10, Contemporary Pres-entations, Assembly Hall, Bloomington, Ind., sellout, Oct. 9. • RUSH, RORY GALLAGHER-\$116,434, 9,750, \$12.50 & \$10.50, Stardate
- Prods., MECCA, Milwaukee, sellout, Oct. 9. RUSH, RORY GALLAGHER—\$116,434, 9,750, \$12.50 & \$10.50, Stardate
- Prods., MECCA, Milwaukee, sellout, Oct. 9.
- OLIVIA NEWTON-JOHN, TOM SCOTT-\$115,878, 8,060 (11,300), \$14.50 & \$12.50. Avalon/Marc Berman, San Diego (Calif.) Sports Arena, Oct. 16.

Copyrighted and compiled by Amusement Business, a Billboard Publications, Inc. publication. Boxscores are compiled every Tuesday. If you wish to file your concert report please call Patricia Bates in Nashville at 615/748-8120; Ancil Davis in New York at 212/ 764-7314; or Hedy Weisbart in Los Angeles at 213/273-7040.

٠ BILLBOARD 1982, **DCTOBER 30**,

- SHORR-\$164,771, 10,516, \$17.50 & \$12.50, C.K. Spurlock, Irvine (Calif.) Meadows Amphitheatre, sellout, Sept. 26.
 RUSH, RORY GALLAGHER-\$161,886, 14,232, \$11.50, Contemporary
- Oct. 16
- KENNY ROGERS, LARRY GATLIN & THE GATLIN BROS. BAND, LONNIE SHORR-\$161,667, 11,673, \$15 & \$12.50, C.K. Spurlock, MTSU Murphy Center, Murfreesboro, Tenn., sellout, Oct. 10.
- dom Hall, Louisville, Ky., Oct. 2. DIANA ROSS-\$155,978, 10,689 (19,000), \$15.\$10, Feyline Presents, The
- Checkerdome, St. Louis, Oct. 13. REO SPEEDWAGON, SURVIVOR-\$150,218, 12,887 (16,000), \$12.50 &

Talent & Venues

New York's Great Gildersleeves Switching To Jazz

NEW YORK-Great Gildersleeves, which for the last five years has been considered the city's top showcase club for unsigned suburban and mainstream rock bands, is getting into jazz.

"The day of the rock'n'roll club

has passed. Nobody can afford to pay the bands. It's not like in the old days when we could have Elvis Costello or J. Geils play here," says Dwain Tedford, manager of the club, who notes that the 500 capacity venue will now be the biggest jazz spot in the city. First jazz acts scheduled are James Blood Ulmer and Anthony

James Blood Ulmer and Anthony Braxton for the weekend (22-24), followed by Ed Palmero, Ray Charles, Buddy Rich, Taj Mahal, Oliver Lake, and others.



Superstars are awarded to those products demonstrating the greatest audience response on 15 U.S. regional disco lists. (Prime Movers).

www.americanradiohistorv.com

Dance Trax

By BRIAN CHIN

Short subjects: Kid Creole & the Coconuts recently put on a splendid show at the Ritz in New York, and in a little over two hours, fulfilled every bit of praise ever sung to August Darnell. Amid glittering cut-out palm trees and under effigies of jungle foliage and starlight, the group performed with tight, crackling energy and a remarkably focused sense of theater.

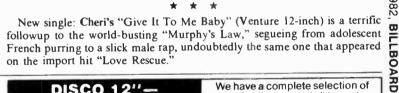
What was possibly most impressive about the evening was Darnell's apparently new-found leadership. Following the dazzle of 1976's "Dr. Buzzard's Original Savannah Band," he had seemed entirely unable to rein the broad range of styles and talents encompassed by the group, and both subsequent Savannah Band albums—along with most of the Darnell productions released on Ze over the past three years and the early Coconuts shows—*all* lized ideas as an inability to pull together a profusion of references cohesively. The success of the first stemmed as much from co-producer Sandy Linzer's careful editing and outright weeding of Darnell's and Stony Browder's fanciful visions as from the ambition of the concept itself.

Now, with an infinitely greater sense of discipline, Darnell and his merry crew have leapt into a high creative gear that attempts to tie everything together, from morality play, to vaudeville, to cabaret, to disco, to guerrila theatre, and to an amazingly complete degree, succeeds. Darnell chooses the broadest songs for the current show and the group stages them with charming mime by the three-woman Coconuts and impeccable musicianship by the band-standed musicians. Choosing highlights from the set becomes ludicrous by about the third song, when it occurs to the observer that every number covers all the bases of conception, writing and execution, and vindicates, in microcosm, all of the over-excited predictions made years ago about the respective potentials of Darnell and disco in general.

* * *

Disco, after all, was intended to be the ultimate partcipatory art—the dancer raised equal to the creator. In some ways, the coining of the term "dance music," though expedient in a marketing sense, suddenly made the vocabulary inadequate for the genre. Where "dance music" suggests a stylistically broad form suiting the rock, pop and black fusions of today, it at the same time is a reduction to a minimum of definition.

"Disco," if formulaic musically, at least also connoted the fashion, cross-format and theatrical aspirations (pretentions, perhaps) of the movement. Now in a much more aesthetically secure market—with new fusions, the arrival of "new" talents such as Darnell, and the expansive sensibility of its fans (example: after Jennifer Holliday's "I'm No Going" broke out of disco-saturated New York, her first public appearances were not in the standard cabarets, but in discos: Paradise Garage and the River Club)—the culture can be seen to have grown immeasurably since its media "death."





DANCE MUSIC REPORT 223 E. 85th St., New York, N.Y. 10028 (212)570-9500

Talent & Venues

Act-ivities_____ **Point Blank Lead Guitarist Hurt In Skydiving Accident**

Rusty Burns, lead guitarist for the Dallas-based rock band Point Blank, is in stable condition in a Fort Worth hospital following a skydiving accident in Decatur, Tex., Sept. 18. Although Burns' back is broken in three places, he is not expected to be paralyzed. He is in a body brace and can move his head, arms, and legs.

Point Blank was in the process of negotiating for a new record deal after having recorded four albums for MCA. "I'm praying at this point that by the first of the year I'll be back on my feet," says Burns.

Ronrico Rum sponsored a "Solid Gold Benefit" for the T.J. Martell Foundation Sunday (24) at the Ritz in New York. Peter Allen and David Johansen are scheduled to perform, and Little Richard is getting an award for his support of the foundation. Guests who RSVP'd early included Lou Reed, Lesley Gore, Southside Johnny, Meat Loaf, the Carpenters, the Ramones, Steve Forbert, Steve Tyler, Patti LaBelle, the Plasmatics and Paul Simon. The Channel club in Boston will

Custom Quality

in QUANTITY

COLOR

BLK.&WHT.

POST CARDS

COPY NEGS.

Glossy Photos

from your Prints or Negs. (same size)

Our Business for over 35 years.

Any Quantity
 Any Sizes

5

5"

8** 8" x 10" 100 B&W

PHOTO PRINTERS, Inc.

40 BG HATHAWAY DR • STRATFORD, CT 06497

Color ³10

x 7 x 10'' x 7'

100

100 8"

100

100

80º ea.

99* ea.

23 ¼* ea.

31º ea. 128.

8&W *5.

54

Tucker Band are receiving the Distinguished Citizens Award from the Wofford College Alumni Assn. for "outstanding service to the community." ... After working on it for a full year with producers Jimmy Iovine and Shelly Yakus, Bob Seger has reportedly finished "The Distance," his new LP for Capitol, set for release next month. Seger composed over 30 songs for the project, eventually whittling them down to nine.

Australian group Rose Tattoo, which records for Mirage Records in the U.S., will be makings its live debut here next month, opening for Aerosmith in the Northeast and Midwest.... Van Halen had to postpone two dates at the Nassau Coliseum and one at the Brendan Byrne Arena after guitarist Eddie Van Halen broke a small bone in his right hand in a fall.

Signings: Little Steven & the Disciples Of Soul to EMI America. The band is led by Miami Steve Van Zandt of Springsteen's E Street Band, and includes original Young Rascals drummer Dino Danelli and ex-Plasmatics bassist Jean Beauvoir ... Rodway, led by Steve Rodway, to Millennium Records. . . . Gloria Gaynor to Atlantic.

Phone

(203) 375-7034 or

write for our new

1981 Price List

. **A Nightclub Grows In Pittsburgh** Stanley Showcase Prospers Inside Stanley Theatre

By JOHN MEHNO

PITTSBURGH-The Stanley Showcase, a 1,100-seat club inside the Stanley Theatre, is establishing itself as an important local venue.

The Showcase was opened earlier this year by DiCesare-Engler Productions, one of this area's busiest promoters. "It's been very successful," says DiCesare-Engler production manager Ed Traversari. "The word's gotten around about it and we've had a lot of inquiries about dates."

The Showcase exists only when there's a need for it. The intimate club atmosphere is created within the 3,500-seat Stanley Theatre through the use of special curtains, which are used to partition off the theatre

A portable 28- by 28-foot stage is built over scaffolding that covers some of the theatre seats. The regular Stanley boxoffice, lobby and concession stands are used for the club as are the Stanley dressing rooms.

"There are so many clubs where the band has to get dressed in a rest room," says Traversari. "The acts that have played here like it. It's not like a regular club, where people are jammed in a smoke-filled room and the ceiling is right on top of you."

Last year, DiCesare-Engler attempted the same concept in a con-

www.americanradiohistorv.com

verted basement area of the Stanley. The club, Star Trackers, had a smaller stage and a seating capacity of only 250.

"We didn't expect to make money on the shows," says Traversari. "But after we paid the bills, we were losing on just about every show. We just didn't have enough tickets to sell to make it work."

The new club has been used to spotlight reggae and new wave acts which can't muster enough airplay to fill a larger hall. A recent evening of reggae started with a movie on the subject, viewed by the audience from the balcony of the theater. Then the crowd moved downstairs to the showcase for the live show.

The curtains required an investment of about \$10,000. Traversari says the Showcase can be set up in a few hours. Tickets are usually in the \$6.50 range for general admission seating. Both Jeff Lorber and Gary Numan have been booked for November shows.

the project with a \$1 million promo-

tion budget, \$500,000 for talent, and

\$150,000 for an advertising cam-

paign due to reach states falling

within a 350-mile radius of Jackson-

Park Talent in Nashville, is booking

and coordinating the talent for River

City Country Music Fest. Already

confirmed are Lee Greenwood, the

Oak Ridge Boys, Jerry Lee Lewis,

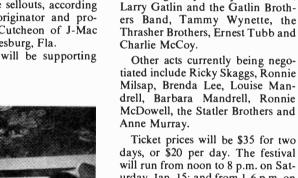
Ted Fuller, president of Music

Country Festival Planned For Florida's Gator Bowl **By KIP KIRBY**

NASHVILLE-A newly-renovated and expanded Gator Bowl in Jacksonville, Fla. will be the site of what may be the single largest individually promoted country concert production held in the U.S.

Up to 80,000 fans are expected for the first annual River City Country Music Fest Jan. 15-16, a full weekend of live shows by major country headliners. Boxoffice gross for the extravaganza could hit \$3.2 million if both days are sellouts, according to the show's originator and promoter, Jim McCutcheon of J-Mac Productions, Leesburg, Fla.

McCutcheon will be supporting



ville.

urday, Jan. 15; and from 1-6 p.m. on Sunday. Double stages will be utilized to minimize breaks between sets, according to Fuller, with lesser-known acts performing 25 minutes and headliners doing 40-45-minute

shows. Sound and lighting arrangements are still incomplete, although Fuller hopes to use local companies, if possible, to complement the support he says the venture is receiving from the city of Jacksonville. A budget of \$178,000 is set for insurance coverage. The Gator Bowl will handle security precautions, estimated at 40 uniformed guards and backstage personnel.

Billboard photo by Chuck Pulin INTERVIEW-Tom Hamilton, Steve Tyler and Jimmy Crespo of Aerosmith

(from left) share a joke during a recent round of interviews in New York.

Rock'n'Rolling • Continued from page 51

you really have to put your throttle on idle after a record like this. I'm not going to do like (Pat) Benatar did: bam, bam, bam, or like (Rick) Springfield did.

"I'm in a position where I can sit back and have fun. Because if it's just the idea of making money, then I'm not going to do it. Right now what I want to do is give Mitch Ryder the best shot I can. In six months, I may say that it just got too crazy." * * *

Should artists get involved in the industry's campaign against home taping? Ask the guys from Aerosmith, and you'll get an emphatic "yes."

"You have to give the kids something special," says bassist Tom Hamilton. "They really have to feel they are missing something if they are renting a record or copying it off

the radio."

With "Rock In A Hard Place" moving into the top 30, Aerosmith is currently enjoying a critical and commercial rebirth, as they had not released new studio product in three years.

The band is now on a major tour in support of the new album allows little time to get involved in industry politics. Also, the band members acknowledge, the better this record does, the more clout they will have on the next one in terms of releasing it on high quality tape, as Supertramp is doing, or even experimenting on some variation of the One-Plus-One concept.

"You can say that home taping is destroying rock because it's taking away from sales, but it's a weep story," says singer Steve Tyler.

ROMAN KOZAK



⁶⁶ Commerce Drive MANUFACTURERS ARRAANE Farmingdale, N.Y. 11735, USA AND 516-752-9824 DISTRIBUTORS Enterprises TELEX: 221618 FARRA UR Write or call for tree catalog nc. Heli-Fresnell F-301 copt Mirro • THEATER LIGHTS MIRROR EFFECTS HELICOPTERS Rope Light • PIN SPOTS SPEAKERS CONTROLLERS RAIN LITES MIXERS NEON ROPE LIGHTS Installations through authorized dealers worldwide include.

Survey For Week Ending 10/30/82 (Published Once A Month) Best Classical LPs Weeks on Chart Last Report Week TITLE, Artist, Label & Number THE TANGO PROJECT: Schimmel Sahl Kurtis, Nonesuch Digital D-79030 21 WEEKS AT #1 "YES, GIORGIO" (soundtrack) Luciano Pavarotti, London PDV 9001 2 NEW ENTRY PACHELBEL: Canon 37 3 2 Academy Of Ancient Music (Hogwood), L'Oiseau Lyre DSLO 594 BACH: Goldberg Variations Glenn Gould, CMS IM 37779 4 NEW ENTRY PACHELBEL: Kanon Paillard Chamber Orchestra, RCA FRL 1-5468 151 5 1 6 15 5 PUCCINI: Turandot Ricciarelli, Hendricks, Domingo (Karajan), D.G. (Digital) 2241.013 (3) PLACIDO DOMINGO SINGS TANGOS: Placido Domingo 21 7 3 DG Digital 2536 416 9 29 A LITTLE STREET MUSIC 8 The Cambridge Buskers, DG 2536-414 MOZART: Piano Concertos Nos. 15 & 21 Brendel (Marriner), Philips 6514148 9 NEW ENTRY JEAN-PIERRE RAMPAL & CLAUDE BOLLING: Suite for 10 38 351 Flute & Jazz Piano CBS Masterworks M 33233 LUCIANO: Luciano Pavarotti London PAV 2013 21 10 11 5 SOLITUDE 28 12 Zamfir, Philips 6312238 NOT LIVE FROM NEW YORK The Cambridge Buskers, DG 2536417 6 13 9 MOZART: Symphonies (Vol. 1) Academy of Ancient Music (Hogwood), L'Oiseau-Lyre D167D3 14 7 5 ADORO (Popular Mexican Songs) Placido Domingo, CBS FM 37284 13 15 11 O SOLE MIO: Neapolitan Songs Pavarotti, London OS 26560 155 16 5 STRAUSS: Alpin Symphony Berlin Philharmonic (Karajan), DG Digital 2532 015 17 8 21 GROFE/TOMITA: Grand Canyon Suite 18 NEW ENTRY Tomita, RCA ARL1 4317 BERLIOZ: Nuits d'Ete, Cleopatra (et. al.) Norman, Te Kanawa, DG 2532.047 21 5 19 HOLST: The Planets (Karajan), DG Digital 2532019 20 29 46 WAGNER: Die Walkure Norman Altmeyer, Jerusalem Adam, Minton Moll, Dresden Staatskapelle (Janowski), Eurodisc 301 143 21 NEW ENTRY TRIO SONATAS 22 NEW ENTRY Perlman, Zuckerman (et al.), Angel DS 37815 MOZART CONCERT ARIAS 23 14 17 Te Kanawa, Vienna Chamber Orch. (Fischer), London OS 26661 **GRIEG/SCHUMANN: Piano Concertos** 24 12 5 Claudio Arrau, Philips 9500.891 BRAHMS: Violin Concertos Mutter (Karajan), DG 2532 032 25 NEW ENTRY ORIGINAL BOOGIE-WOOGIE Claude Bolling, Philips 6313370 26 37 9 GREATEST HITS 27 40 5 Placido Domingo, RCA-AGL 1-4364 BACH: The Brandenburg Concertos (Marriner) 28 20 25 Philips 6769-058 THE UNKNOWN KURT WEILL 29 16 55 Teresa Stratas, Nonesuch Digital D 79019 MAHLER: Symphony #2 Mathis, Soffel, London Philharmonic (Tennstedt), Angel DSB 3916 30 17 17 ELGAR: Serenade (et. al.) 18 31 5 cademy of Saint Martin-In-The-Fields (Marriner), Argo ZRG 945 THOMSON: Four Saints In Three Acts 32 24 5 Orchestra of Our Time (Thome), Nonesuch Digital 79035 MIRELLA FRENI AND LUCIANO PAVAROTTI Orchestra dell'Ater (Magiera), London JL 41009 33 26 17 **BEETHOVEN:** Violin Concerto in D 34 13 50 (Perlman, Guilini), Angel DS-37471 PICNIC SUITE 35 27 33 Bolling, Rampal, LaGoya CBS Masterworks M37228 HANDEL: Royal Fireworks Music Academy of Saint Martin-In-The-Fields (Marriner), Philips 9500768 36 19 21 BEETHOVEN/LISZT: Symphony #6 (Katsaris) Telefunken 6.42781 37 30 13 STRAVINSKY: The Rite Of Spring Detroit Symphony (Dorati), London LDR 71048 (Digital) 17 38 23 JANACEK: Cunning Little Vixen 39 33 9 (Mackerras), London LDR 72010 BORDODIN: Quartet #2 In D Guanieri Quartet, RCA ARL 1-4331 40 34 5

Classical



PREPARING A TAKE—Wilhelmenia Fernandez checks an interpretive point with accompanist George Daren during a recording session of spirituals for Tioch Digital Records. The singer plays the title role in the current film "Diva."

CBC Into Retail With New Audiophile Line

By IS HOROWITZ

NEW YORK-The Canadian Broadcasting Corp. launches a "high-tech" retail record label this week with six classical albums, the vanguard of a large pool of material featuring Canadian performing groups.

The recordings will be sold to dealers in Canada through commissioned sales representatives. In the U.S., they will initially be sold directly to selected dealers and later through distributors yet to be named.

All material is either digitally produced or mastered at half-speed from audiophile quality analog tapes, says Allen Shechtman, manager of recording. Product is being marketed by CBC Enterprises, the facility which handles secondary uses of CBC material.

Until now, CBC recordings were only made available through mailorder. Basic price of the albums to dealers, both here and in Canada, is \$8.70, says Shechtman. There is no suggested list price.

Orchestras featured in the initial release include the Toronto Symphony, the National Arts Center Orchestra, the Vancouver Symphony and the Canadian Chamber Ensemble. Among the conductors are Kazuyoshi Akiyama, Raffi Arme-

moves into the classical arena next

week with delivery to dealers of a catalog offering some 500 imported

The diversification move grew out of discussions between JEM vice

president Ed Grossi and David

Hunt, co-owner of Orpheus Re-

markable Recordings. a New York retailer that has specialized in classi-

cal imports since its formation four

Hunt has chosen the product to be

carried by the new JEM division and

will also be the executive through

For the present, the classical line

will be limited to items selected from

the British catalogs of Decca, RCA, EMI (including Classics For Pleas-

ure) and Unicorn. Other sources in

Europe will be tapped later, says

americantadio

whom dealer orders will funnel.

classical titles.

years go

nian, Marion Bernardi and James de Priest. Some 24 master orchestral tapes are ready, says Shechtman, 13 of

are ready, says Shechtman, 13 of them recorded digitally. Many more are in the production pipeline. International repertoire will be offered first, with Canadian composers among those to be represented as the program develops.

Titles in the first release include works by Ravel, Debussy and Berlioz, a Strauss album pairing "Till Eulenspiegel" and "Death And Transfiguration," a pair of symphonies by Haydn, Stravinsky's "Firebird," and a program of pieces popular in Berlin in the 1920s.

Individual artists and small chamber groups will figure in later releases, says Shechtman. He points to a complete traversal of the Beethoven Quartets by the Orford String Quartet, a Toronto-based group, as an example. The 12-record set has already been recorded and will be released in three multi-disk albums.

Under an agreement with the musicians' union in Canada, all performers receive a royalty on sales, including individual orchestral players. Material is recorded originally for use in broadcast or mail order, and becomes subject to the additional payment when diverted to retail.

JEM Unveiling New Import Wing

NEW YORK-JEM Records, veteran importer of pop, rock, country and experimental music product, pete larg

The new division hopes to compete largely on a service basis, relying on frequent orders from abroad, rather than quarterly bulk shipments, to fulfill domestic demand. Pricing will also be competitive, somewhat below similar merchandise offered by other importers, says Hunt.

None of the lines initially carried by JEM will be handled on an exclusive basis, although such arrangements may be made later on a selective basis.

The 76-page catalog prepared by Hunt includes descriptive evaluations of recordings listed, representing both Hunt's own opinions and a consensus of reviews by leading U.K. record publications.

A separate dealer price list will be furnished so that the catalog may also serve as a browser piece for retail customers.

Von Karajan To Appear At 1983 MIDEM

• Continued from page 9

clusive launch pad for the new laser compact disks," set to arrive in European marketplaces between the end of the year and next spring.

The Berlin Philharmonic under von Karajan is set to perform during one of MIDEM's traditional galas, but for the first time the showcase will be the new Palais' 2,400-seat auditorium.

MIDEM Classique will be on the same 14,500 square meter floor, double the size of the old Palais, in a separate section from the popular music market get-together. However, the MIDEM organization is still negotiating with a number of major record companies in a bid to persuade them to take stand space at both the classical and popular markets.

A lineup of international and French classical music organizations will be attending, including the International Musik Zentrum of Vienna, which is to stage a conference bannered "The Classical Record-Development Or Decline?" Also involved will be the European Assn. of Concert Bureau Directors; CISAC, the International Confederation of Authors' and Composers' Societies; and IFPI, the International Federation of Producers of Phonograms and Videograms. And the European Broadcasting Union (EBU) is to hold a plenary session of radio music experts.

TOBER :

30

1982,

BILLBOARD

Questionnaires Going To CBS Album Buyers

NEW YORK—CBS Records has distributed an additional 10,500 album-enclosed questionnaires in its periodic survey of consumer attitudes toward its classical product.

This time, the company will pay special attention to buyer reaction to Masterworks' new packaging and label look, represented for the first time in its current release.

The questionnaire, called "Classical Record Rater," probes a wide range of buyer habits and attitudes. Quality of packaging is only one among a series of opinions sought on album characteristics, including performance, sound, pressing, etc.

pressing, etc. Bob Campbell, Masterworks marketing vice president, says information elicited from past mailings has been helpful in product planning, on both the repertoire and promotion levels.

and promotion levels. Self-mailing rater cards were enclosed in 3,500 copies each of the label's new "Goldberg Variations" performed by the late Glenn Gould, a coupling of Mozart's Third and Fifth Violin Concertos featuring Pinchas Zukerman, and a reading of Beethoven's Fourth Symphony conducted by Michael Tilson Thomas.

Campbell is reluctant to disclose quantitative results of past surveys, claiming they are "proprietary" data gathered and tabulated at considerable effort.

Competitive labels might be particularly interested in the query that asks consumers to rate (from one to 10) the "overall quality" of recent releases by Angel, Deutsche Grammophon, London, Philips and RCA, in addition to CBS.

Black



WHAT RCA CAN DO FOR NONA-Nona Hendryx, at work on her RCA Records debut, visited the company's New York offices recently to discuss mar-keting strategies for the new LP. She is pictured with Paul Altman, division vice president of business affairs; Jack Craigo, division vice president, RCA Records-U.S.A. and Canada; Ekke Schnabel, division vice president of international; Jorge Pino, director of international marketing; and manager Vicki Wickham.

LEGAL HASSLES OVER George Clinton Says He's Ready To Take Off Again

NEW YORK-After months of earthly legal battles, "the Mothership is about to fly again," says George Clinton, alias Dr. Funkenstein, founder and leader of the Parliament/Funkadelic musical family.

Earlier this year, a lawsuit against Warner Bros., contractural difficulties with PolyGram, a suit filed by three former members of Funkadelic over that name, and disgruntlement among such key P-Funk members as Bernie Worrell had apparently ended Clinton's once-thriving funk empire. But the settlement of "about 75%

New On

56



JANET JACKSON "Young Love"-

At age 16, Janet Jackson is already a veteran entertainer. She was performing with her family, the Jacksons, at the MGM Grand in Las Vegas when she was seven, and two years later she made her television debut when her siblings made the first of their variety specials.

Jackson could have enlisted their help to make her self-titled A&M debut album, but chose instead to rely on her own talent. She made the record earlier this year with the production teams of Foster Sylvers and Jerry Weaver, and Rene and Angela

She is managed by her father, Joe Jackson, for Joe Jackson Produc-tions, 6255 Sunset Blvd., Suite 716, Los Angeles, Calif., 90028, (213) 466-7315. of our legal hassles" sees Clinton optimistic. In addition, the first single ("Loopzilla") from his long-delayed Capitol solo album is progressing up Billboards's black music charts.

Clinton says that he reached an agreement with Warner Bros. which has given him control of the entire Funkadelic catalog and ended the group's recording contract with that label. For his part, Clinton has dropped any claim on the contracts of Zapp, Roger and Bootsy's Rubber Band, who-through Rubber Band Music-he had signed to Warner Bros

Clinton also claims that the dispute with the three ex-Funkadelic musicians-Fuzzy Haskins, Grady Thomas and Calvin Simon-no longer exists, and that he's made an out-of-court settlement with Bernie Worrell.

These various legal resolutions now see Funkadelic travel to CBS Records through Clinton's Uncle Jam label deal. The P-Funk All-Stars, who released two singles on Hump Records, "Hydraulic Pump" and "One Of Those Summer Nights," are on Uncle Jam as well.

Hump Records is owned by Clinton and Armen Boladian, former owner of Westbound, Funkadelic's first label. "When everybody else was badmouthing me, I knew I could rely on him," says Clinton. Hump will remain a logo on Uncle Jam's P-Funk All-Star releases. "It'll have a camel with four humps on its have a camel with four numps on its back wearing sunglasses and an Afro. The slogan will be, 'Without humps, there'll be no getting over.' "I don't know what's gonna hap-

pen with Parliament right now," Clinton says. "We're talking to Poly-Gram. While I'm waiting, I'm gonna cut another Parliament album anyway. Bootsy's deal with Warner Bros. has run out, so that's up in the air, too." Gary Shider, a member of Parliament, and Gary Cooper, a member of Bootsy's Rubber Band, are cutting a "Gary & Gary" album, probably for Uncle Jam.

Despite the troubles surrounding Clinton, "all the members of the P-Funk Mob have remained loyal. On my album, Bernie, Mike Hampton, Eddie Hazel, almost everybody who has ever worked with us was down."

"Loopzilla" contains a bit of "Planet Rock" as well as pieces of several Motown tunes, some P-Funk hits and the call letters of New York's top urban contemporary sta-tions. It's been said that the title and concept is a playful jab at the medley record craze.

The Rhythm & The Blues **Producer Levine's Sly Project**

By NELSON GEORGE

Producer Stewart Levine currently has a top five pop record with "Up Where We Belong," the theme from the hit movie "An Officer And A Gentleman," sung by the unlikely duo of Joe Cocker and Jennifer Warnes. "It is the first white record I ever made," jokes Levine, who over the years has worked primarily with black acts, including the Crusaders, Hugh Masekela,

B.B. King, and most recently Sly Stone, aiding in the completion of his upcoming "Ain't upcoming "Ain't But One Way" album.



"Sly had been working on it for over a year before I was asked to come in and help," says Levine. "I've known him since back in the days when he was a DJ in San Francisco. I remember visiting him when I was at Uni Records with Hugh Masekela and hearing him talk about this band called the Family Stone he was starting." He just seemed like another DJ who liked to talk. That was until I heard 'Dance To The Music.'

"The songs are strong. Many have that sense of playfulness and humor characteristic of his best music. I just brought in some outside musicians to flesh it out. He seems to be overcoming his problem of listening to others who were copying him. He is finding his own direction again."

After finishing Stone's album, Levine traveled to South Africa to oversee the release of a Hugh Masekela album in the land of the trumpeter's birth. It is an interesting situation since Masekela exiled himself from South Africa several years "Since Hugh can't go back, he ago. feels it's important that his music be available there. It is his only contact with the mass of people. Though previously some of his records have been imported, this is the first domestic release in some time. The local company involved, Moon Shine, is distributing the music of several South African exiles.

"It is truly a terrible place," says Levine. "Any entertainer who travels there, just sees Sun City, and says it seems alright to him, wasn't really looking. I think there is a difference playing for those who control that country and playing for the people who really need the kind of spiritual uplift music can provide. Americans who go over there have to keep that in mind. Otherwise they are just making blood money.'

* * *

Short stuff: The charts these days are heavily flavored with the sound of Motown, and not just the music of its current artists. While Lionel Richie's "Truly," Stevie Wonder's "Ribbon in the Sky," and Bobby Nunn's "She's Just A Groupie" show the continuing vitality of Berry Gordy's label, Motown alumni and songs from the company's golden age remain ever present. Marvin Gaye's Columbia debut, "Sexual Healing," and Diana Ross' "Muscles" are two of 1982's most fascinating records. Some are calling Gaye's seductive track the "Let's Get It On" of 1982. "Muscles," a product of Michael Jackson's melodramatic pro-duction style (e.g.: "Heartbreak Ho-tel"), showcases a husky, sexy Ross performance reminiscent of "Love Hangover."

The depth of Motown's Jobete catalog is currently reaffirmed by the presence of a Holland-Dozier-Holland classic, Carl Carlton's cover of "Baby I Need Your Loving," and the Al Jarreau-Randy Crawford duet on Ashford & Simpson's "Your Precious Love." The power of Mo-town's music from the '60s and the staying power of the artists and writers cultivated by Gordy is simply amazing.

Speaking of Motown, it is nice to see writer/producer Willie Hutch re-turn to that label after some years. Hutch, best known for his movie score for "The Mack," was recording for Norman Whitfield's Whitfield Records when last heard from. His self-produced "In And Out" debuted on the black singles chart last week. ... Another soul music vet-

eran has returned to the scene. Syl Johnson, a gruff-voiced Chicago singer, has a hot 12-inch on Board-walk Records called "Ms. Fine Brown Frame." The disk was originally released on Chicago's small Erect Records and, after selling some 10,000 copies in that city, wa purchased by Boardwalk. ... The first single from Skyy's upcoming "Skyy Jammin'" album will be "Moving Violation." The song features a spoken word section similar to "Call Me" and picks up the storyline of former black No. 1 that single. But musically the record is more ambitious, with some posi-tively heavy metal guitar riffs integrated smoothly into the song. The beat is in the same "punk-funk" groove as Rick James' "Super Freak" and Cameo's "Alligator Woman." ... Tyrone Brunson's Woman." ... Tyrone Brunson's "The Smurf," on CBS-distributed Believe In A Dream Records, is the first of what may be a deluge of records exploiting the new inner city dance based on the cartoon character. A number of other Smurf records are in the works.... Two songs from Stax's East Memphis/Irving catalog have just appeared on, of all places, the country charts. Country superstars Waylon Jennings and Willie Nelson have cut Otis Redding's "(Sitting On) The Dock Of The Bay," while Marlow Tackett debuted last week with the Wilson Pickett hit "634-5789." Both tunes were co-written by Steve Cropper.

. Philadelphia's black-owned Pop Art label has a new 12-inch single, "Spend Some Time" by Galaxxy featuring Ron Aikens. The group's first release sold 25,000 copies in the Philly area, according to company president Larry Goodman. Aikens was formerly lead singer of Double Exposure.... The Brighter Side Of Darkness, which had a gold record in 1970 with "Love Jones," is attempting a comeback. The Chicagobased vocal quartet reunited in 1980 and has been playing clubs around the country ever since. For more information contact Randolph Murph, 7840 South Muskegon, Chi-cago, 60649; (312) 734-5410.

MANAGER OWEN HUSNEY SAYS The Minneapolis Sound Is Here

• Continued from page 51

already. Both had a different way of hearing music. The radio here played no black music then and only a little now. They were weaned on Grand Funk Railroad. Yet they had

an intuitive feeling for r&b." According to Husney, Prince, Cymone and himself began developing the keyboard-heavy, sexually explicit sound that acts such as the Time and Vanity 6 have adopted. "We used to talk all night about things such as whether synthesizers should be used in place of horns and musical questions like that," says Husney.

The trio also talked about the need "to be controversial, the need to slap the audience in the face to make them aware of you. These were conscious decisions made in the early days. But Prince had to have these elements in him, and had to have talent, or it wouldn't have meant anything." Since Prince had been the first to have a manager and attract the interest of a major label, Warner Bros., Cymone agreed to be part of his band "until Prince had es-

w americanradiohistory

tablished himself in the market,' says Husney. Prior to Prince's "Controversy" album, Cymone left Prince's touring band, released his "Living In The New Wave" album on Columbia, and signed with Husney for management.

Husney credits Russ Thyret of the Warner Bros. a&r department for bringing Prince into the company, though there were difficult moments when I said Prince could produce himself," says Husney. "At the time he was only 17 years old. We had to have Warner Bros. staff producers watch him work in the studio before they finally agreed to it." Prince was among the youngest acts signed to Warner Bros., and certainly the youngest to be allowed to produce himself.

Prince later signed with Cavallo, Ruffalo & Fragnoli for management. "We had been close for a long time," says Husney. "Too close. He had lived with me and my wife. But when it came time to make business decisions, it became too much of a conflict. We both have learned from the experience. No matter what hap-

pened, I think Prince is a genius." Husney's artist roster consists of Cymone; Sue Ann, who had a minor hit on Warner Bros. with "Let Me Let you Rock Me"; and two other acts about to sign label deals. In addition, he has built a 24-track studio in his offices "which offers excruciatingly low rates" to attract young bands. His partner is engineer Pete Martinson. David Rifkin, who was the engineer on "Funkytown" by another Minneapolis act, Lipps Inc., also works with Husney. Rifkin is the brother of Prince's road drummer, Bobby Z.

ž.

The club scene in Minneapolis still isn't as receptive to black music as Husney would like, but he does see some dent in local radio's resistance to black music. "WLOL here just added Prince's new single, which is a major event in these parts. The rise of Cymone, Prince and the others has stimulated those interested in black music and given them confidence that we can be heard here. I'm getting calls every day from people asking me what I've got.

See New Trends In Mexican Radio

Special Survey Hot Latin LP

MEXICO CITY-The romantic ballad and children's music are currently the two most important musical trends in Mexico, while country music, both the American and the new Mexican variety, has failed to penetrate the market, according to a Billboard survey of Mexican radio programmers.

The Spanish language ballad from Spain and Mexico has displaced the traditional romantic bolero," judges Rafael Zepeda Prieto, programming director of the 27station Radiorama chain. Zepeda Prieto feels the new ballads' popularity is based on their innovative composition and on their daring approach to eroticism.

Gabriel Hernandez of OIR (Radio Development Organization) says that children's music is the most important new trend, a feeling shared by most surveyed. There is disagreement, however, on the longevity of the trend, with (Continued on page 61)

Survey For Week Ending 10/30/82

Slight U.S. Sales Recovery Seen After Sharp Decline, Industry Leaders Are Hopeful

By CARLOS AGUDELO

Latin

NEW YORK-A hopeful, if slight, recovery in record sales in the U.S. Latin market is being observed by industry leaders, according to a Billboard survey. This follows a pre-cipitous decline in business attributed to various factors, including the devaluation of Mexico's currency and Latin immigration crackdowns by U.S. authorities.

"Hit artists will sell the same," believes Sergio Rozenblat of Discos CBS. "It's the marginal artists who will suffer." According to Rozenblat, the next three months will set the pace for what is to come. Similarly, Victor Gallo of Musica Latina feels that "hits will continue to sell, but it's obvious that people are not buy-ing like they used to, and artists who

Music Series Set For PBS Stations

LOS ANGELES-Jose Feliciano. Flora Purim, Airto Moreira, Tierra, Tito Puente and Ray Barretto will headline a national tv series on the impact of Latin music, produced by public station KCET. The four-part performance series will premiere Tuesday, Nov. 2 at 10 a.m. on Southwestern PBS affiliates, with stations in other parts of the country scheduling later dates.

are at the bottom are lost." According to Gallo, a recovery can be seen in Puerto Rico, California and Texas.

"We're just now getting over a six-month-long contraction," says Alhambra's executive vice president Joe Vias Jr., "and though next year won't be as good as '81, it will cer-tainly be better than '82." Alhambra is coping with the price-sensitive economy by launching a midline series.

Caytronics Corp., which distrib-utes RCA and Ariola in the U.S. Latin market, will also launch a new economy line this year, boosted by a tv campaign and by special display material for retailers in the country's major markets. According to Cay-tronics executive Gladis Tous, the company is noticing some recovery from this year's sales drop. Tous expects that year-end sales will com-pensate for the slow period in the

middle of the year. Sergio Bofill of SAR/Guajiro Records also expects to see a recovery by the end of the year. His company has been affected to some extent by the economic crisis in Mexico, where SAR was beginning to make inroads. Except for major artists like Roberto Torres and Henry Fiol, SAR has suspended all recording until January.

TH, which has been one of the companies least affected by the eco-

nomic crunch, expects sales to rise in the last quarter, according to new marketing director Oscar Llord. Tropical dance music, one of TM's specialties, usually peaks during the Christmas and New Year season.

59

One of the fastest growing Latin companies on the West Coast, Profono Internacional, says it has maintained its position through its large investment in advertising, although a key factor may also be the nature of its product. Profono's compilation LPs appeal to the buyer who cannot afford 10 LPs but will invest in one that groups 10 favorite hits. Pro-fono's Guillermo Santiso believes that the Latin business is recovering "slowly and cautiously."



SPANISH LAURELS - Chilean singer Fernando Ubiergo, twice winner of his country's Viña dei Mar Festival, recently won this year's Benidorm Festival in Spain.



		CALIFORNIA			FLORIDA
This Neek	Last Report	TITLE—Artist, Label & Number (Distributing Label)	This Week	Last Report	TITLE—Artist, Label & Number (Distributing Label)
1	3	JULIO IGLESIAS Momentos, CBS 50329	1	-	JOSE FELICIANO Escenas de amor, Motown Latino 6018
2	-	JOSE LUIS RODRIGUEZ Historia del idolo, CBS 30302	2	5	ROBERTO TORRES Caballo Viejo, Guajiro 4013
3	2	JUAN GABRIEL Cosas de enamorado, Pronto 702	3	2	JOSE LUIS RODRIGUEZ
4	1	JOSE LUIS RODRIGUEZ Dueno de nada, CBS 30301	4	1	Dueno De Nada, CBS 30301 JULIO IGLESIAS Momentos, CBS 50329
5	-	CHELO Otro mas Musart 1830	5	3	OSCAR D'LEON El Discovolo, TH 2207
6	5	LOS BUKIS Presiento que voy a llorar, Profono 3050	6	9	SOPHY Nostalgias, Velvet 6018
7	8	JOSE JOSE Gracias, Pronto 0701	7	-	CELIA CRUZ Barbaro 212
8	4	LOS HUMILDES Quinto aniversario, Fama 617	8	-	LOS JOAO Apariencia, Musart 1825
9	11	RAMON AYALA Mi Golondrina_Freddie 1240	9	-	ANAMIA Atrevete mi amor, Peerless 2268
10	12	DULCE Heridas_Profono 3079	10	-	WILLIE ROSARIO Atizame el fogon, TH 2182
11	7	RAPHAEL 15 exitos, CBS 80345	11	-	ALEJANDRO JAEN Prisa Musart 1829
12	10	VICENTE FERNANDEZ Es la diferencia, CBS 20628	12	8	ROCIO JURADO Como una ola, RCA 401
13	9	JOSE JOSE Sus mejores exitos, Teledisco 1027	13	14	JUAN GABRIEL Cosas de enamorado, Pronto 702
14	6	LOS YONICS Rosas blancas_Profono 3074	14	10	CHRISTIAN Por tu amor, Peerless 2252
15	-	JEANETTE Corazon de poeta, RCA 7004	15	-	EMMANUEL Tu y yo, RCA 400
		NEW YORK			TEXAS
This Weel	Last Report	TITLE—Artist, Label & Number (Distributing Label)	This Week	Last Report	TITLE—Artist, Label & Number (Distributing Label)
1	1	GRAN COMBO Nuestro Aniversario. Combo 2026	1	13	RAMON AYALA Mi golondrina, Freddie 1240
2	2	JOSE LUIS RODRIGUEZ Dueno de Nada, CBS 30301	2	-	RIGO TOVAR
3	4	OSCAR D'LEON El discovolo TH 2207	3	2	15 exitos tropicales, Profono 1504 GRUPO MAZZ Command Performance, Cara 031
4	5	JULIO IGLESIAS Momentos, CBS 50329	4	-	MENUDO Quiero ser Profono 9085
5	-	JOHNNY VENTURA El Sueno, Combo 2028	5	9	VICENTE FERNANDEZ Es la diferencia, CBS 20628
6	10	LUPITA D'ALESSIO Borrare tu nombre. Orfeon 5298	6	1	JOSE LUIS RODRIGUEZ Dueno de nada, CBS 30301
7	-	MARLENE Amame, Sonorodven 009	7	-	JOSE LUIS RODRIGUEZ Historia del idolo. CBS 30302
8	-	CELIA CRUZ Barbaro 212	8	-	BEATRIZ ADRIANA La reina es el rey, Peerless 2251
9	6	ROBERTO TORRES Caballo viejo, Guajiro 4013	9	11	LOS TIGRES DEL NORTE Carrera contra la muerte, Fama 615
	3	MENUDO Quiero Ser, Profono 9085	10	7	RENACIMIENTO 74 Quisiera ser, Ramex 1070
10	13	RODOLFO Siempre, Fuentes 201388	11	-	PRISMA Venganza de amor, Peerless 2261
10 11			12	-	GRUPO ROMANCE Enamorado de ti, Hacienda 6996
	-	JOSE JOSE Gracias, Pronto 701		1	
11		Gracias, Pronto 701 JUAN GABRIEL Cosas de enamorado, Pronto 702	13	-	JULIO IGLESIAS Momentos, CBS 50329
11 12	- 12	Gracias, Pronto 701 JUAN GABRIEL	13 14		JULIO IGLESIAS Momentos, CBS 50329 CADETES DE LINARES Un viejo amor, Ramex 1071

Subway Dance Music From N.Y.'s Record Mart

• Continued from page 29

mately 9,000 titles, with LPs discounted at least \$1 off list. Ten bins at the front of the store carry sale LPs, both Latin and non-Latin, for \$1.99 and \$2.99. Imports retail at \$7.99 and up. Though the outlet car-ries prerecorded cassettes, sales of blank tape are minimal. "We don't feature it," explains Moskowitz, adding that home taping is not as much of a common practice in the Latin market as it is elsewhere.

Location is part of Record Mart's formula for success. Moskowitz feels it's hard to have a store in the city's Latin neighborhoods, where high crime and low buying power affect business. Record Mart, in the core of New York's subway system, draws

Rodriguez LP Hot In Ecuador

GUAYAQUIL, Ecuador-CBS sold 10,000 copies of José Luis Rod-ríguez' LP "Dueño de nada" in the first 20 days after its release in Ecuador, claims Carlos Pino Plaza, manager of the major's licensee in this country, Emporio Musical.

The Ecudorian company recently received CBS Records International's silver record from vice president Frank Welzer in recognition of 35 years as the major licensee in Ecuador. It's the second such award in CRI's history. The first went to Yugoslavia.

Besides Rodríguez, Emporio Mu-sical says its top CBS sellers are Julio Iglesias and Roberto Carlos in the Spanish-language field, and Super-tramp, Electric Light Orchestra and Barbra Streisand among Englishlanguage product. Emporio Musical plans to release Ecuadorian artists internationally next year through CRI's subsidiaries, beginning with the U.S.

www.americanradiohistory.com

customers from all the Latin neighborhoods. Crime is no problem: "We have very good security. There's police around all the time, and, besides, if someone broke in, how are they going to get out of the subway system carrying a box of rec-ords?"

Another positive factor is Record Mart's representative stock of American pop/rock product. "Many stores in the Latin neighborhoods only carry Latin product," explains Moskowitz. "We carry non-Latin records that we know Latins buy." About 75% of Record Mart's customers and sales are Latin, accord-

ing to their estimates. Record Mart also attracts Mexican and Mexican-American buyers who come to look for Mexican ballad, ranchera and norteño music. Product from the Dominican Re-public, Colombia, Central America, Spain, and even the southern tip of South America-where musical styles are quite different from the Caribbean-attract a clientele from all these Spanish-speaking areas. Record Mart claims good sales for international Latin pop stars like Julio Iglesias and José Luis Rodriguez, too.

Haitians are among the outlet's best customers, attracted by the store's stock of Haitian product, as well as by the French imports that customers from this French-speaking country are fond of. But both Moskowitz and Sepul-

veda claim that Record Mart's forte is its impressive catalog of Afro-Cuban music, from Cuba, Puerto Rico and Latin New York. "Catalog becomes more important when there's not a lot of hip product out," explains Moskowitz. "We depend on Unlike specialized collectors it. outlets in the American jazz and pop fields, this store's customers are mostly older, working class people.

News/International



SHINING STARR-Ringo Starr and former Little River Band leader Glenn Shorrock (introduced as the Shorrock Starr Band) recently performed a version of Carl Perkins' "Honey Don't" on Australian tv's "Parkinson Show." Starr flew to Sydney with wife Barbara Bach to tape his appearance.

Debate Continuing Over Value Of Montreux Fest

ZURICH-Debate continues in the wake of this year's Montreux Festival as to the value of the event to the Swiss music business as a whole, and it seems the majors are divided evenly on the issue.

The original doubts about whether the festival, with its increasingly wider range of music, was of value to the record business (Billboard, Sept. 19) came from EMI and CBS, both of which were convinced the event didn't boost record sales.

Now there's a buildup of industry support for the festival. Musikvertrieb, representing WEA in Switzerland, had 20 acts on display at Montreux this year, and Christian Wepfer, who handles WEA product

BILLBOARD

Philips Leading LOBE **Finnish Market**

HELSINKI-Philips remains in front of the Finnish radio/tape recorder hardware marketplace, according to a new national sales survey conducted by Markkinsindeksi.

The company has an 18% share of the total market, followed by Panasonic and Sanyo (9% each), Luxor and Sharp (8% each), Hitachi, AIWA and Sony (all 5%) and JVC (3%).

Most of the leading trademark product is sold through specialist shops and chains which handle one brand of radio/tape recorder on an exclusive basis.

here, sees the live television coverage the event received on all three national channels, as very important .

Wepfer says this wide exposure of music stimulates audience interest and builds demand for more smallscreen music productions. He also thinks festival coverage stimulates Swiss national concert the scene.And he claims noticeably increased record sales for artists like Rickie Lee Jones, Crossfire and Talking Heads during the duration of the festival and in the following weeks.

"Working conditions for record companies at the event are good. It's ideal for extensive promotion work, with most artists staying on for several days. And it's my view that Montreux Festival each year features artists who otherwise would never get a chance to work on stage in Switzerland," Wepfer says.

PolyGram executive Peter Frei, while going along with the negative views of EMI and CBS, nevertheless takes the view that "to make or break in Switzerland through the Montreux Festival" is not "of the utmost importance." He sees the international music window as more important, but agrees that the hefty television coverage is a big plus for the festival. And he says that where the festival places emphasis on specific musical styles, such as Brazilian sounds, some years in succession, there's a clear-cut increase in record sales in Switzerland.

released here each month. of-sale logging, similar to the bar coding device used in the U.S., and is intended to help record com-

Japan Trade Looks To New LP Live Pairing Of Stars Called Hope For Sluggish Mart

• Continued from page 9

Warner-Pioneer that half a million double-LP units could be sold by the end of 1982.

Taking an exchange rate of 270 Japanese yen against the U.S. dollar, the double album and cassette version sells for roughly \$14.15.

Initial talks about the potential sales of a commemorative live double album started well before the concert, but it was decided to wait and see how the actual recording worked out before a final decision was made. The two-and-a-half-hour concert was edited down to 90 minutes

Prime movers through the various stages of the project were Onodera and Jiro Namba, production manager in charge of domestic repertoire at Warner-Pioneer. They called on various record retail associations throughout Japan, providing advance publicity on the double album project. They say they met "enthusiastic response" all the way.

The Japan Record Dealers' Assn. instructed its members to carry out sales promotion programs on behalf of the package, marking the first time the group has made an official

panies handle dealer orders more

efficiently as well as to simplify

Standard typeface numerals are

being used, however, in preference

to a bar code as the JPRA consid-

ers this too large for cassette pack-

aging, and incompatible with the

System capacity is 82,000 titles,

but although the coding is already

being added to new releases the

JPRĂ estimates it will be five years

before all catalog product can be

logged. Manufacturers will print their

stock control for retalers.

"image of records."

push for a new record.

Onodera says: "While we've set that half-million year's end target, the ultimate goal is to sell one million units. What's more, we see no reason why there shouldn't be similar joint projects at this level in the future. As an executive of an independent company, I'm perhaps in a better position than someone with one of the major record companies to approach these firms with such

projects. "But if we just sit back and say times are hard, and we do nothing, then the situation will simply get worse and worse. It's obviously up to the record producers to think up new sales ideas and offer artists who really do sell so that the trade, at retail level, has product which interests the customers."

Greek TV Network Bows New Weekly Rock Show

By JOHN CARR

ATHENS-A new weekly rock show promoting international repertoire here has drawn reactions from the Greek record industry ranging from very guarded to openly optimistic.

Titled "Musicorama" and made up mostly of promotional video clips supplied by major record companies supplemented with commentary and information about artists, it is shown on the state network, ERT. Executives of PolyGram and EMI

believe it is still too early to tell what

Japan Adopting Bar Coding

By SHIG FUJITA

JAPAN-The Phonographic allocated identification code on Record Assn. of Japan (JPRA) is software packaging followed by 10 adopting a uniform coding system digits. The first two identify the to keep track of the 1,500 new titles type of software being issued, while the remaining seven are for a standard manufacturers' catalog The new system employs pointnumber.

> At the retail outlet, an optical scanner attached to the cash register records the information when passed over the disk or cassette package. This is then relayed to a computer which prints out a breakdown of individual records

> Retailers must purchase a new cash register, now on the market, to make use of the new system. This contains a code-reading optical scanner which, when passed over the disk or cassette packaging, transmits sales information to a computer and provides a breakdown of individual record sales.

impact the show will have on the marketplace for international repertoire. But according to PolyGram's Yannis Petridis "It was high time something like this appeared on Greek tv.

CBS and WEA, both big distributors of international product here, are more openly enthusiastic. Says Miltos Karadsas, CBS marketing manager: "It's a good move for the ERT network and for the business generally."

A number of key industry figures have yet to be convinced that the show will stay, citing the brief fling, and unexpected demise, two years ago of the tv rock show "Pop 80." Having started out with high hopes. "Pop 80" was abruptly withdrawn after a few months for what ERT network spokesmen then called "cultural reasons."

Producer and presenter of "Musicorama" is former Lyra Records promoter George Goutis, who has said he intends to make the show as professional as possible in order to stay on the air. Besides giving out useful facts on each video clip shown, Goutis encourages viewer participation with quizzes, awarding records as prizes. The acts featured on "Musicorama" are drawn equally from current and catalog material, further stimulating hopes of a market revival.

Į

1

Meanwhile, Greece's second state-run tv network, ERT-2, has also started its own rock show, featuring weekly reruns of Casey Kasem's 'America's Top Ten.' This has drawn criticism from the music industry here on the grounds that its material is dated, but is still believed to stimulate market interest in international repertoire here.

Irish Industry Intensifying Crackdown On Video Piracy

By KEN STEWART

DUBLIN-Piracy remains the biggest problem confronting the emerging Irish video industry, but, through the combined efforts of the Irish Videogram Assn. (IVA) and the police (Gardai), offenders are beginning to feel the heat of battle.

The Gardai crackdown has resulted in many more cases of piracy going before the courts. A typical recent decision saw a renter of pirate tapes fined \$200, with 20 tapes confiscated and an order for a further 200-plus to be erased.

The industry, though, regards the existing penalties as too lenient in comparison with other countries', and the situation has encouraged two or three U.K. counterfeiters to move across the Irish sea and set up operations in Ireland.

The IVA campaign, including the use of a team of private detectives, is, according to Clive Hudson, key executive in the organization, "just beginning to bite-hard."

After a slump in video sales earlier this year, the Irish market has made a good recovery, and prospects for the anticipated Christmas sales bonanza look good. All kinds of things can hit the market. "Good weather this summer, plus World Cup soccer television coverage, hit the video market," says Willie Cavanagh of CBS Ireland. "The quantities we'd sell in on a new tape were extremely small compared with the available market. But things will be fine once we've nullified the efforts of the counterfeiters."

Sales of VCRs have been stimulated through the summer by Sony's strong sales pitch for the most inexpensive Betamax unit, the C5, its price in Ireland slashed from \$1,400 to roughly \$900. And Sony's C7, a remote control version of the C5,

now retails at roughly \$1,150, down from over \$1,600. Ferguson responded by reducing its 3V29 VHS machine from around \$1,350 to roughly \$1,050.

Tony Wall Video occupies a prime downtown Dublin location. Executive Brian Moran recalls, "It was a starvation market when we started five years ago: hardly anything available, just a choice of 25 films. Cassettes were in the \$50-\$70 range. Now it's \$105 for a two-hour movie, which is too much."

The Wall Video operation is now 100% rental. He has 550 members of his club. If a customer buys a video machine, free life membership to the club is the reward. Otherwise, it's a joining fee of \$60, with rental at \$4.40.

Says Moran, "The boom really started at the Christmas of 1980, and peaked a year later. There's been a decline for a while, but piracy is to

blame. People come in and say they've seen 'Rocky III,' or whatever, and that's a problem for legal libraries, who couldn't and wouldn't rent out this kind of material.

We're frequently approached by the pirates. They give you a list, with no letterhead, with all the top titles, available for a price. Generally the tapes are of poor quality. And customers often just don't understand why you can't supply them right vith some nev movies. And when 'Kramer Vs. Kramer,' say, does come out, its impact is lost because of piracy."

Tony Wall Video has around 1,000 titles for rental. Says Moran, "Irish people are very choosy over video. They want only the latest movies. Business will expand only with first-rate movies." But he'd like to see Irish videocassette release move in line with U.K. dates, instead of the current two weeks later.

Moran finds Beta the top system-

around 60% of the market, compared with VHS. He stocked the Philips V2020, formerly V2000, but says he couldn't sell it. He estimates there are now around 75,000 VCRs in Ireland, and notes that there is a big blank tape market, with a threehour line selling at around \$23.

Omnitech, a division of Thor, has been set up in Ireland for the sale and distribution of Atari video games and systems, and Atari has bought a plant in Limerick for manufacture of its video computer system. But the high cost of video games is a stumbling block to market expansion. A main unit and one game costs around \$250 in Ireland.

Says Dublin retailer Gerry Hefferman, "This kind of price barrier is too big. I don't think Atari will repeat its worldwide success in Ireland because of our local taxation." He sees home computers replacing video games as a consumer interest line.

News/International **PD Magnetics Sets Tape Push** Dutch Manufacturer Taps New Firm To Run Campaign

By WILLEM HOOS

AMSTERDAM-Ad Video, a new distribution and marketing company, has been launched here to coordinate a promotional push for Dutch-based blank audio and videocassette manufacturer PD Magnetics.

Owned jointly by Dutch multinational Philips and U.S. chemical firm Dupont, PD Magnetics is based in Oosterhout, in southern Holland. The firm was opened 18 months ago with an investment of around \$36 million.

Since then, PD Magnetics has launched its cassettes in Italy, France, Sweden, West Germany and the U.S., although its initial promotional push will be centered in Holland and Dutch-speaking parts of Belgium.

PD Magnetics aims to double its manufacturing plant's 400-strong workforce in the next three years, while current production of two million blank videocassettes a year is expected to top the four million mark in 1983. Accordingly, Ad Video has invested a "tremendous amount of money" in the company's advertising campaign and looks to make its products a household name in Benelux.

Based 30 miles from Amsterdam in Almere, Ad Video is run jointly by Ruud Wijnants, former managing director of Dutch independent record company CNR, and Jaap Twigt, a former sales manager with local photographic distributor Fodor.

Wijnants says that between now and Christmas, Ad Video is concentrating on promoting PD Magnetics

Czech Firm Develops New Record Player

PRAGUE-A new hi fi record player, said to meet the highest international quality standards, has been developed by Czech hardware manufacturing company Tesla and has already attracted orders from the U.S., Canada, the U.K. and other non-socialist territories.

The model, NAD 5120, was built by a research team headed by Ing Kos. It's been widely tested by Tesla's foreign trading partners, and a production target of 10,000 units during the rest of this year will be followed by at least 100,000 units in 1983.

Apart from the model's wideranging export possibilities, it will add quality to a local market in which overall hi fi standards are low. videocassettes, but that it will switch its emphasis to its audio cassette lines early next year.

The longterm marketing campaign will include 52 television commercials in Benelux next year, together with advertising in national newspapers and trade and consumer video magazines. The highlight of the campaign is a national video quiz, which started in Holland and Dutch-speaking areas of Belgium on Oct.15 and will run through Nov.22.

The quiz, promoted by Dutch singer Vanessa, involves PD Magnetics 180-minute videocassettes being prerecorded with 40 minutes of quiz information, punctuated with commercials from sponsoring companies, including Dutch national airline KLM, U.S. tobacco

Restructuring At

PolyGram Group

And with the departure of David

Fine to group management, Roman

Lopez-who now heads PolyGram

U.K.-moves into the chief execu-

tive's chair at PolyGram Leisure

Ltd., controlling all PolyGram activ-

Apparently pleased with the performance of centralized classical

firms in the U.S. and U.K., Poly-

Gram Classics International is being

formed here to oversee worldwide

marketing of classical music on

DGG, Decca/London and Philips.

PolyGram stresses, however, that all

three labels will maintain their own

The current president of Polydor

International, Tim Harrold, will be-

come chairman of the new classical

body, while his seat at Polydor will

be filled by Rudolf Gassner, now president of DGG.

Phonogram and Decca companies

in Hamburg, Baarn and London

will now concentrate on pop prod-

Replacing Gassner as head of DGG, which is PolyGram's leading

record company and the market

leader in Germany, will be the cur-

rent head of PolyGram Video here,

Dieter Oehms. But as PolyGram

Video in Germany is to become part of DGG/Polydor, Oehms will continue to handle the company here.

It is unlikely that the PolyGram

Group's other international divi-

sions will remain unaffected by the

restructuring operation, and more

announcements are expected soon.

The international Polydor,

• Continued from page 9

ities in the U.K

identity.

uct

manufacturer Peter Stuyvesant and French liquor company Cointreau. If successful, the idea will be re-

peated, and may even be transferred to other territories marketing PD Magnetics cassettes. The viability of such a project in the U.S. will be discussed next month when Wijnants visits the territory.

Alongside its marketing campaign, Ad Video distributes PD Magnetics cassettes to between 1800-2000 Dutch and Belgian audio and videocassette outlets. Most are sold through hardware retailers, says Wijnants, but other points of sale include disk retailers, photographic shops and wholesale warehouses.



FORD DEBUT—Phonogram International executives map out plans for Lita Ford's debut album for the label. Entitled "Out For Blood," the former Runaways member's LP is slated for release in 1983. Pictured from left are Nell Merryweather, Ford's producer, manager and bassist; Aart Dalhuisen, Phonogram International president; Ford; and Guenter Hensler, PolyGram president and chief operating officer.

BALLADS, CHILDREN'S MUSIC New Trends In Mexican Radio

• Continued from page 59

forecasts that vary from a drop after the end of the year to an indefinitely sustained success. Cesar Sobrevals, producers of the program "Festival," which is broadcast on Radio ABC Internacional, feels that the Mexican market has yet to hear from the emerging national children's music movement, which will take up the challenge of the invasion of young foreign talent.

There is unanimous agreement on the failure of country music to grab the Mexican market, in spite of the label's promotional efforts on radio and tv. "The North American country style appeared for a brief period as a novelty," opines Jaime Ortiz Pino, general manager of the Mexican Radio Society, "but it did not convince the public and, consequently, it did not work." There

New Tape Aids French Radio

PARIS—One of the key problems affecting the burgeoning French independent radio network, which now has more than 100 stations operating, is letting potential listeners know just what programs are included in their schedules.

Some of the biggest stations get local press coverage, but it's still regarded as inadequate promotion. A specially prepared audiocassette, French Radio Programs, has been created by Jean-Paul Laleu on which key independent radio features are previewed by Yves Mourcousi, an established broadcasting personality here. The cassette is available to subscribing stations for on-air promotion. was also agreement that the Mexican style of country, a fusion of American country and traditional Mexican music, was equally unsuccessful.

The need for new talent was a concern of those surveyed, with most agreeing that the best vehicles for this search are festivals like the one sponsored by the international tv organization OTI, the tv-sponsored children's festival "Let's Play At Singing," or the Festival Of The Ranchera Song.

Radio, not tv, should be in the vanguard of the search for new talent, says Hector Cantu, programming supervisor of the ACIR Group. "TV's narrow circle of contacts does not offer real opportunities for the rise of new figures," says Cantu, "while radio has traditionally been the discoverer of new talent, and it could do it again through the practical means of contests."

Most of those surveyed were pessimistic about the rise of a new ranchero singer of the stature of Pedro Infante, Javier Solis or Vicente Fernandez. According to Rafale Rivas Polanco, programming manager of the Radio Peninsular organization in Yucatan, this is because the singers follow established patterns. "If they don't develop artistically, it will be very difficult for them to make it."

Romantic music, rock and disco from Spain are becoming accepted by Mexican listeners, according to the survey. Jaime Almeida, general manager of the Radiopolis System, explains, "This year we have felt the determining influence of music by Spanish artists due to the lack of a language barrier and to their large numbers in relation of artists from other countries."

Adolfo Perez, program director for several stations of the Radio Centro chain, believes that his stations have already reflected new trends in European rock, particularly the new dance music, which he feels will grow in the coming months.

The Mexican economic crisis has affected radio, but there was some optimism expressed that the industry can weather the storm. "We expect a change for the better at the end of the year, in spite of the high costs implied by our having to import our technical equipment," explains Leopoldo Montes Baltasar, program director of Radio Comerciales of Guadalajara. Humberto Suarez, general coordinator of the radio division of Estrellas de Oro of Monterrey, Nuevo Leon, feels that the radio industry is sustained by a massive public which will pull it out of the economic pit.

Finnish Police Acting On VCR Burglary

HELSINKI—With the average retail price of a VCR in Finland up around the 1,250 mark, it's no surprise to the authorities here that video hardware has become a priority among Finnish burglars.

Police action is being stepped up to meet the challenge. Helsinki detectives have arrested a gang of six men and a woman accused of a series of raids on local video and hi fi shops. The property involved, in addition to VCRs, included video cameras, videocassettes and some radio/ cassette hardware units, with a total value in excess of \$25,000.

VCR Sales On The Rise In Austria; VHS Dominates

By MANFRED SCHREIBER

VIENNA-By the end of 1981 there were a total of 90,000 videocassette recorders in use in Austria, and the betting is that close to half that number-another 40,000-will be sold by the end of this year.

It's a market dominated by VHS (50%), with Philips V2000 having 35% of the share, and the rest going to Beta.

Martin Pauker, general manager of Video Market, one of the biggest video stores in this territory, estimates that 70% of the videocassettes his firm rents are VHS, with 25% of what's left going to V2000. "The Philips system is increasing sales strongly while VHS is hitting a stagnation point, and Beta is falling down badly," Pauker says. Philips developed the V2000 system in its factory in Vienna, which

Philips developed the V2000 system in its factory in Vienna, which helps explain its popularity here. Each year the plant produces nearly 750,000 videorecorders.

Most are exported to other European countries, but Philips looks for new impulses for the V2000 configuration because of the development of the first Philips video-portable, containing minicassettes, presented formally at the Vienna Fair this September. The software, played via an adaptor in every V2000 recorder, comes in the size of a pack of cigarettes, with a playing time of 60 minutes per side. Also new from Philips is the VR 2220/VR 2120 videorecorder line. The former is portable and fully compatible within the V2000 system, with a rechargeable 12-volt battery. The latter is a tuner-timer working on 220 volts.

There are, right now, around 200 video stores in Austria. Martin Pauker, whose Video Market distributes software from PolyGram, 20th Century, Atlas and VPS, stresses that some 99% of the business is in rental. Retail sale prices are in the \$115-\$235 range, whereas rental for three days runs from approximately \$4.70 to \$8.80.

Because of the upturn in videocassettes, the market for prerecorded Super-8 films has all but vanished in
Austria. There are roughly 4,000 ti-
tles available in cassette form. Most
illegally duplicated videocassettes
sold in Austria come from Hamburg
or Amsterdam.co
sta
con
sal

One key reason for the arrival of video piracy was that new films were not available on videocassettes. Producers are now trying to provide video versions of new films much faster, although this has led to disputes with cinema owners.

According to an amendment in Austrian copyright law, importers and manufacturers of blank videocassettes have to pay royalties of roughly 16 cents per playing hour to the Austro-Mechana mechanical copyright society. Says Helmut Steinmetz, Austra-Mechana general manager: "We're expecting an income of maybe \$145,000 in the second half of 1982, with blank tape sales amounting to around 750,000 hours of playing time."

There are also top-level talks about royalties on prerecorded cassettes. The chief negotiators are Austro-Mechana and the Chamber of Commerce, which represents the producers and importers of prerecorded videocassettes.

So far there's been no agreement. The copyright society is looking for 8% on consumer price, which is wholesale plus 40%. The Chamber of Commerce so far hasn't come anywhere near that figure.

HGOS heWo Billboard®

© Copyright 1982, Billboard Publications, Inc. No part of this publication may be reproduced, stored in a retrieval system, or transmitted, in any form or by any means, electronic,

62

© C mec	opyright 1982, Billboard Publications, Inc. No part of this chanical, photocopying, recording, or otherwise, withou	s publication may be reproduced, stored in a retrieval sys it the prior written permission of the publisher.	stem, or transmitted, in any form or by any means, electr	ronić.
BRITAIN	23 15 FRIENDS, Shalamar, Solar	15 13 WO BIST DU, Spider Murphy	3 4 SPECIAL LIVE, Shinji Tanimura &	NETHERLANDS
(Courtesy of Music & Video Week)	24 NEW BORROWED TIME, Diamond Head, MCA	Gang, EMI 16 20 AFRICA, Toto, CBS	Masashi Sada, Polystar Warner- Pioneer	(Courtesy Stichting Nederlandse Top 40)
As of 10/23/82 SINGLES	25 NEW ASSAULT ATTACK, Michael	17 16 ZAUBERSTAB, Zaza, Intercord	4 3 LUNATIC MENU, Ippu-Do, Epic-	As of 10/16/82 This Last SINGLES
This Last	Schenker Group, Chrysalls 26 35 ENDLESS LOVE, Various, TV	18 10 FELICITA, Conny & Jean, Big Mouth	Sony 5 6 MACHINERY, Sheena Easton,	Week Week
Week Week 1 2 DO YOU REALLY WANT TO	27 19 RIO, Duran Duran, EMI 28 20 AVALON, Roxy Music, EG	19 24 DER HIMMELK BRENNT, Wolfgang Petry, Ariola	Toshiba-EMI 6 8 NUDE MAN, Southern All Stars,	1 1 PRIVATE INVESTIGATIONS, Dire Straits, Vertigo
HURT ME, Culture Club, Virgin 2 1 PASS THE DUTCHIE, Musical	29 NEW CHOOSE YOUR MASQUES,	20 17 SADDLE UP, David Christie,	Victor	2 8 STATE OF INDEPENDENCE, Donna Summer, Getten
Youth, MCA 3 4 STARMAKER, Kids From "Fame,"	Haukwind, RCA 30 NEW CORRIDORS OF POWER, Gary	Polydor 21 19 IT STARTED WITH A KISS, Hot	7 7 ONLY SEVENTEEN, Iyo Matsumoto, Victor	3 3 TRY JAH LOVE, Third World
RCA	Moore, Virgin 31 NEW H2O, Daryi Hall & John Oates,	Chocolate, Rak 22 15 MAID OF ORLEANS, Orchestral	8 5 AISHUNO KASABURANKA, Himori Go, CBS/Sony	CBS 4 2 EYE OF THE TIGER, Survivo',
4 3 ZOOM, Fat Larry's Band, Virgin 5 14 LOVE ME DO, Beatles,	RCA 32 18 THE DREAMING, Kate Bush, EMI	Manouevers In The Dark,	9 9 SAUDADE, Masayoshi Takanaka, Kitty	Scottl Brothers 5 5 DO WAH DIDDY DIDDY, Dolly
Parlophone 6 5 HARD TO SAY I'M SORRY,	33 25 THE COLLECTION 1977-1982,	Dindisc 23 28 VERDAMP LANG HER, BAP, EMI	10 10 PROLOGUE, Akina Nakamori,	Dots, WEA
Chicago, Full Moon	Stranglers, Liberty 34 21 SPECIAL BEAT SERVICE, The	24 23 COME ON EILEEN, Dexys Midnight Runners & Emeraid	Warner-Pioneer 11 11 NIGHT BIRDS, Shakatak, Polydor	6 4 COME ON EILEEN, Dexys Midnight Runners, Mercury
Chrysalis	Beat, Go-Feet 35 23 PETER GABRIEL, Peter Gabriel,	Expres, Phonogram 25 21 NON SUCCEDERA PIU, Claudi	12 NEW NEBRASKA, Bruce Springsteen, CBS/Sony	7 6 MORE THAN I CAN SAY, June Lodge, Dance
8 27 DANGER GAMES, Pinkees, Creole	Charisma	Mori, Ariola	13 13 NIAGARA CM SPECIAL VOL. 2,	8 9 SADDLE UP, David Christie, Carrere
9 15 ANNIE, I'M NOT YOUR DADDY, Kid Creole & Coconuts, Ze/	Capitol	26 22 JUST AN ILLUSION, Imagination, Ariola	Niagara CM Stars, CBS-Sony 14 NEW LOVE ME TOMORROW, Chicago,	9 NEW IDAHO-AS COR, Anita Meyer, Ariola
Island	37 24 MODERN HEROES, Various, TV 38 NEW GREATEST HITS, Olivia Newton-	27 NEW KRISTALLNAACH, BAP, EMI 28 NEW ICH WILL, UKW, Tekdec	Warner Pioneer 15 12 FINE, YASUKO Agawa, Victor	10 NEW I CAN SEE CLEARLY NOW, I.ee
10 6 JACKIE WILSON SAID, Kevin Rowland & Dexys Midnight	John, EMI 39 26 LOVE & DANCING, League	29 25 DESIRE, Roni Griffith, Metronome 30 26 ICH WILL SPASS, Markus, CBS	16 14 SEVENTH AVENUE SOUTH, Yoshitaka Minami, CBS/Sony	Towers, Ariola
Runners, Mercury 11 13 THE HOUSE OF THE RISING	Unlimited Orchestra, Virgin		17 17 KURISHE, Taeko Oonuki, RVC	ALBUMS 1 1 LOVE OVER GOLD, Dire Straits,
SUN, Animala, Rak 12 20 REAP THE WILD WIND, Ultravox,	40 39 HAPPY FAMILLIES, Blancmange, London	ALBUMS 1 1 VON DRINNE NOH DRUSSE,	18 NEW NEBIUSU, Seri Ishikawa, Nippon Phonogram	Vertigo
Chrysalis	CANADA	BAP, EMI 2 2 NIMM MICH MIT KAPITAEN AUF	19 16 I LOVE YOU, Off Course, Toshiba-EMI	2 2 MET LIEFDE, Andre Hazes, EMI 3 3 CUT, GOLDEN EARRING, 21
13 36 I WANNA DO IT WITH YOU, Barry Manilow, Arista	CANADA (Courtesy Canadian Broadcasting Corp.)	DIE REISE, James Last, DGG 3 3 HAPPY GUITAR DANCING, Ricky	20 NEW KAZENO AKIKARA, Kunihiko Mitamaura, TDK	4 4 SOMETHING'S GOING ON, Frida, Polydor
14 8 JUST WHAT I ALWAYS WANTED, Marl Wilson, Compact	As of 10/23/82 SINGLES	King, Arcade	mitanaura, TOK	5 5 AVALON, Roxy Music, EH/ Polydor
15 7 LOVE COME DOWN, Evelyn King, RCA	This Last	4 6 TUTTI FRUTTI, Spider Murphy Gang, EMI		6 6 NEW YORK, Lee Towers, Ariola
16 38 MAD WORLD, Tears For Fears,	Week Week 1 2 DOWN UNDER, Men At Work,	5 5 LOVE OVER GOLD, Dire Staits, Phonogram	AUSTRALIA	7 7 NEBRASKA, Bruce Springsteen, CBS
Mercury/Phonogram 17 24 SHOULD I STAY OR SHOULD I	CBS 2 1 JACK & DIANE, John Cougar,	6 4 FUER USSZESCHNIGGE, BAP, EMI	(Courtesy Kent Music Report)	8 9 WIJ, Andre van Duin, CNR 9 10 IN THE HEAT OF THE NIGHT,
GO STRAIGHT TO HELL, Clash, CBS	Riva 3 3 NEW WORLD MAN, Rush,	7 NEW FACE TO FACE, Frank Duval,	As of 10/24/82 SINGLES	Imagination, R&B
18 22 ZIGGY STARDUST, Bauhaus,	PolyGram	K-Tel 8 7 RUECKKEHR DER	This Last	10 8 THE DREAMING, Kate Bush, EMI
OC 19 9 THERE IT IS, Shalamar, Solar	4 5 SOMEBODY'S BABY, Jackson Browne, Asylum	PHRANTASTISCHEN 5, Extrabreit, Metronome	Week Week 1 1 EYE OF THE TIGER, Survivor,	ITALY
Q 20 NEW I'LL BE SATISFIED, Shakin' O Stevens, Epic	5 4 HARD TO SAY I'M SORRY, Chicago, CBS	9 11 DER BLAUE PLANET, Carat,	Epic 2 3 COME ON EILEEN, Dexys	(Courtesy Germano Ruscitto) As of 10/19/82
21 11 FRIEND OR FOE, Adam Ant, CBS 22 30 BACK ON THE CHAIN GANG,	6 11 HEART ATTACK, Olivia Newton- John, MCA	Teldec 10 9 IN THE HEAT OF THE NIGHT,	Midnight Runners, Mercury 3 2 SHY BOY, Bananarama,	SINGLES
Pretenders, Real	7 14 THE LOOK OF LOVE, ABC,	imagination, Ariola 11 NEW MORGENS IX, MITTAGS 2X	Liberation	This Last Week Week
	PolyGram 8 13 DON'T FIGHT IT, Kenneth	(NACHTS SO OFT ES GEHT), Mike Krueger, EMI	4 8 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU, Meliasa	1 4 DER KOMMISSAR, Faico, CGD- MM
24 28 IN THE HEAT OF THE NIGHT, Imagination, R&B 25 18 GLITTERING PRIZE, Simple	Loggins & Steve Perry, CBS 9 6 YOU SHOULD HEAR THE WAY	12 8 GREASE 2, Soundtrack, RSO	Manchester, Arista 5 9 DA DA DA I DON'T LOVE YOU.	2 1 MUSIC AND LIGHTS, imagination, Panarecord
Minds, Virgin O 26 37 LOVE'S COMIN' AT YA, Melba	SHE TALKS ABOUT YOU,	13 NEW GIVE ME YOUR HEART TONIGHT, Shakin' Stevens,	Trio, Mercury	3 3 AVRAI, Claudio Baglioni, CBS
	Melissa Manchester, Arista 10 7 I KEEP FORGETTIN', Michael	CBS 14 15 FIVE MILES OUT, Mike Oldfield,	Trick, Epic	4 2 BRAVI RAGAZZI, Miguel Bose, CBS
C 27 32 NEVER GIVE YOU UP, Sharon M Redd, Prelude	McDonaid, Warner Bros. 11 16 ATHENA, The Who, Warner Bros.	Ariola 15 NEW MISTERY, Hot Chocolate, EMI	7 5 HARD TO SAY I'M SORRY, Chicago, Full Moon	5 6 DA DA DA, Trio, PolyGram 6 11 MASTER PIECE, Gazebo, Baby
Redd, Prelude 28 34 LIFE IN TOKYO, Japan, Hansa 29 33 TAKE A CHANCE WITH ME, Roxy	12 10 EYE IN THE SKY, Alan Parsons Project, Arista	16 12 SOMETHING'S GOING ON, Frida,	8 6 REAL MEN, Joe Jackson, A&M 9 13 GLITTERING PRIZE, Simple	Record/CGD-MM 7 5 UN'ESTATE AL MARE, G. Russo,
Music, EG/Polydor 30 NEW I DON'T WANNA DANCE, Eddy	13 12 HOLD ON, Santana, CBS	Polydor 17 10 ABRACADABRA Steve Miller	Minds, Virgin	CGDMM
Grant, Ice	14 18 GYPSY, Fleetwood Mac, WEA 15 15 ONLY TIME WILL TELL, Asia,	Band, Mercury 18 17 IV, Toto, CBS	10 15 I KNOW THERE'S SOMETHING GOING ON, Frida, RCA	8 7 TANZ BAMBOLINA, A. Camerini, CBS
31 NEW OOH LA, LA, LA (LET'S GO DANCIN), Kool & the Gang, De-	Geffen 16 8 VOYEUR, Kim Carnes, EMI	19 NEW THE GETAWAY, Chris De Burgh, CBS	11 12 DON'T GO, Yazoo, Mute 12 7 ABRACADABRA, Steve Miller	9 14 I WON'T LET YOU DOWN, Ph.D., WEA
Lite 32 19 EYE OF THE TIGER, Survivor,	America 17 9 BLUE EYES, Elton John, Getten	20 18 85555, Spliff, CBS	Band, Mercury 13 10 THE LOOK OF LOVE, ABC,	10 8 NON SONO UNA SIGNORA,
Scotti Bros. 33 40 AMOR, Julio Iglesias, CBS	18 NEW PRESSURE, Billy Joel, CBS		Mercury	Loredana Bert), CGDMM 11 9 NISIDA, E. Bennato, Ricordi
34 17 WALKING ON SUNSHINE,	19 NEW THE ONE YOU LOVE, Glenn Frey, WEA	JAPAN (Courtesy Music Labo)	14 16 WORDS, Missing Persons, Capitol	12 16 TWIST 82, VARIOUS, Five CGD-MM
Rockers Revenge & Donnie Calvin, London	20 NEW STEPPIN' OUT, Joe Jackson, A&M	As of 10/25/82 SINGLES	15 11 GREAT SOUTHERN LAND, icehouse, Regular	13 NEW HE GIA, Lucio Battisti, NO. 1/ RCA
35 39 BE LOUD BE PROUD (BE HEARD), Toyah, Safari	ALBUMS	This Last Week Week	16 14 HURTS SO GOOD, John Cougar, WEA	14 15 FLASH IN THE NIGHT, Secret Service, Ricordi
36 29 SO HERE I AM, UB40, Dep Int'l. 37 NEW ZAMBEZI, Pirahnas & Bob	1 1 SIGNALS, Rush, PolyGram	1 2 SUMIRE SEPTEMBER LOVE, Ippu-Do, Epic-Sonny (Janny's)	17 17 LADY WHAT'S YOUR NAME,	15 17 PRIVATE INVESTIGATIONS,
Grover, Dakota	Riva	2 1 HORETAZE KANPAI, Masahiko Kondo, RVC (Janny's)	Swanee, WEA 18 NEW GYPSY, Fleetwood Mac, Warner	Dire Stratts, PolyGram 16 12 PARADISE, Soundtrack, CBS
38 NEW DO IT TO THE MUSIC, Raw Slik, KR	3 4 BUSINESS AS USUAL, Men At Work, CBS	3 3 MATSUWA, Amin, Nippon	Bros. 19 19 ROSANNA, Toto, CBS	17 10 BLUE EYES, E. John, PolyGram
39 NEW CRY BOY CRY, Blue Zoo, Magnet 40 16 THE BITTEREST PILL, The Jam,	4 3 AVALON, Roxy Music, Warner Bros.	Phonogram (Yamaha) 4 4 YOKORENBO, Miyuki Nakajima,	20 18 DOWN ON THE BORDER, Little River Band, Capitol	18 NEW MORE THAN THIS, Roxy Music, PolyGram
Polydor	5 6 IT'S HARD, The Who, Warner Bros.	Canyon (Yamaha) 5 NEW YUWAKU SURESURE, Toshihiko	ALBUMS	19 NEW LOVE IS IN CONTROL, Donna Summer, WEA
ALBUMS 1 1 LOVE OVER GOLD, Dire Straits.	6 5 EYE IN THE SKY, Alan Parsons	Tahara, Canyon (Janny's) 6 7 SHOJO A, Akina Nakamori,	1 1 LOVE OVER GOLD, Dire Straits,	20 NEW ROSEANNA, Toto, CBS
Phonogram	Project, Arista 7 7 NEBRASKA, Bruce Springsteen,	Warner-Pioneer (NTV/Nichion)	Vertigo	NEW ZEALAND
2 2 THE KIDS FROM FAME, Various, BBC	CBS 8 NEW SECURITY, Peter Gabriel, WEA	Sawada, Polydor (Nabe/Anime)	2 3 COMPLETE MADNESS, Madness, Stiff	(Courtesy Record Publications)
3 38 THE KIDS FROM FAME AGAIN, Various, RCA	9 10 MIRAGE, Fleetwood Mac, Warner Bros.	8 11 YAKUSOKU, Watanabe Touru, Epic /Sony, (NTV)	3 2 THE VERY BEST OF DON McLEAN, Don McLean,	As of 10/17/82 This Lost SINGLES
4 9 REFLECTIONS, Various, CBS 5 NEW FRIEND OR FOE, Adam Ant, CBS	10 9 TALKING BACK TO THE NIGHT, Steve Winwood, Island	9 10 KARIN, Yoshie Kashiwabara, Nippon Phonogram (Noeru)	Interfusion 4 4 AVALON, Roxy Music, Polydor	Week Week
6 NEW QUARTET, Ultravox, Chrysalis		10 5 DANCEWA UMAKI ODORENAI,	5 6 PRIMITIVE MAN, Icehouse,	1 2 DA DA DA, Trio, Polydor 2 3 MICHEY, Tony Basil, RCA
8 12 KISSING TO BE CLEVER, Culture	WEST GERMANY	Mio Takaki, Canyon (Nakayo Shi)	Regular 6 5 NIGHT AND DAY, Alan Parsons	3 1 FAME, irene Cara, Polydor 4 4 MEMORY, Barbra Streisand, CBS
Club, Virgin 9 3 GIVE ME YOUR HEART	(Courtesy Der Musikmarkt) As of 10/20/82	11 9 KENKAO YAMETE, Naoko Kawai, Nippon Columbia (Gelel)	Project, Arista 7 NEW TOO-RYE-AY, Kevin Rowland &	5 5 AIN'T NO PLEASING YOU, Chas
TONIGHT, Shakin' Stevens, Epic	SiNGLES This Last	12 13 YA YA-ANOTOKIO WASURENAI, Southern All Stars, Victor	Dexys Midnight Runners 8 8 NEW GOLD DREAM, Simple	& Dave, RTC 6 7 EYE OF THE TIGER, Survivor,
10 5 UPSTAIRS AT ERIC'S, Yazzo, Mute	Week Week 1 1 WORDS, F.R. David, Carrere	13 12 HYORUSHA TACHI, Hideki Saljo, RVC (Gelel)	Minds, Virgin	CBS 7 6 CAT PEOPLE, David Bowle,
11 4 UB44, UB40, Dep International 12 6 TOO-RYE-AY, Kevin Rowland &	2 2 NUR GETRAEUMT, Nena, CBS 3 3 STERNENHIMMEL, Hubert Kah,	14 14 HITORI MACHIKADO, Kyouko	Mercury	Backstreet 8 NEW IKO IKO, Natasha, RTC
Dexy's Midnight Runners,	Polydor	Koizuml, Victor (Fuji/Burning) 15 8 AISHU NO KASABURANKA,	10 11 MIRAGE, Fleetwood Mac, Warner Bros.	9 NEW IT STARTED WITH A KISS, Hot Chocolate, EMI
Mercury 13 7 THE LEXICON OF LOVE, ABC,	4 4 ADIOS AMOR, Andy Borg, EMI 5 5 I KNOW THERE IS SOMETHING,	Hiromi Go, CBS Sony (Burning/PMP)	11 10 DADDY'S COOLEST, Daddy Cool, Wizard	10 8 LOOK OF LOVE, ABC, Polydor
Neutron 14 8 A BROKEN FRAME, Depeche	Frida, Polydor 6 8 WEIL I DI MOG, Ralax, Ariola	16 16 NATSUO AKIRAMETE, Naoko Ken, Canyon (Amuse/PMP)	12 NEW THE NYLON CURTAIN, Billy Joel, CBS	ALBUMS 1 1 LOVE OVER GOLD, Dire Straits,
Mode, Mute 15 NEW STRAWBERRIES, Damned,	7 6 HARD TO SAY I'M SORRY, Chicago, Warner Bros.	17 NEW ROCKING MY HEART, Eikichi Yazawa, Warner-Pioneer	13 7 1982 OUT OF THE BLUE,	Polydor
Bronze	8 7 ABRACADABRA, Steve Miller	(Sunrise)	Various, Festival 14 14 UP STAIR'S AT ERICS, Yazzo,	2 3 MEMORIES, Barbra Streisand, CBS
16 10 NEBRASKA; Bruce Springsteen, CBS	Band, Mercury 9 12 MADE IN ITALY, Ricci & Poveri,	18 15 YUMENO TABIBITO, Chiharu Matsuyama, News (Pants)	Mute 15 12 ROCKTRIP '82, Various, CBS	3 NEW NEW GOLD DREAM, Simple Minds, RTC
17 22 TROPICAL GANGSTERS, Kid Creole & Coconuts, Ze/Island	Baby 10 11 JEDE STUNDE, Karat, Pooi	19 NEW SUNAONI NARENAKUTE, Chikagoee Chicago, Warner-	16 17 EYE IN THE SKY, Alan Parsons Project, Arista	4 2 PRIMITIVE MAN, Icehouse, WEA 5 4 TOO-RYE-AY, Dexys Midnight
18 11 LOVE SONGS, Commodores, K- tel	11 9 DON'T GO, Yazzo, Intercord 12 14 GIVE ME YOUR HEART	Pioneer (Watanabe) 20 17 NEJIRETA HEART DE, Kaori	17 15 GREATEST HITS, Steely Dan, MCA	Runners, Polydor
19 14 IN THE HEAT OF THE NIGHT, Imagination, R&B	TONIGHT, Shakin' Stevens, CBS	Momoi/Tokio Kisugi, CBS/	18 19 SHEFFIELD STEEL, Joe Cocker,	Polydor
20 13 NEW GOLD DREAM, Simple	13 18 EYE OF THE TIGER, Survivor,	Sony	Liberation 19 16 SONS OF BEACHES, Australian	7 NEW AVALON, Roxy Music, POLYDOR 8 6 T REX 20 GOLDEN GREATS, T.
Minds, Virgin 21 17 CHART BEAT/CHART HEAT,	Beilaphon 14 NEW MANCHMAL MOECHT ICH	ALBUMS 1 1 NEXT, Soundtrack, Toshiba-EMI	Crawl, EMI 20 13 CAN'T STOP THE CLASSICS,	Tex, EMI 9 10 TOTO IV, Toto, CBS
Various, K-tel 22 20 AMOR, Julio Iglesias, CBS	SCHON MIT DIR, Roland Kalser, Hansa	2 2 NYLON CURTAIN, Billy Joel, CBS/Sony	Royal Philharmonic Orchestra, K-tel	10 8 EYE IN THE SKY, Alan Parsons Project, Arista
				i i i i i i i i i i i i i i i i i i i

www.americanradiohistorv.com

Opry Star Doyle Wilburn Dies In Nashville At 52

NASHVILLE-The Oct. 16 death of Doyle Wilburn at 52 has taken from the Grand Ole Opry one of its most colorful performers. Wilburn, who had performed with his brother Teddy for virtually his entire life. died at Baptist Hospital here after a three-month bout with cancer. Since 1953, when the team joined

the Opry, the Wilburn Brothers had been a fixture on the Friday and Saturday night shows. From the late '50s through the early '70s, they released numerous hit records, including "Which One Is To Blame?" (1959); "Trouble's Back In Town" (1962); "Hurt Her Once For Me" (1966): and "Arkansas" (1972).

Dovle Wilburn's flair for the music business extended to publishing and management. Through the Wil-Helm Co., he launched Loretta Lynn's first Opry appearances and published her pre-1970 compositions

The Wilburn Brothers hosted a successful, long-running country music tv show, syndicated by Show Biz Productions from 1961 until the mid '70s.

New Companies Granville White and Associates,

formed by Granville White, for independent promotion, marketing, artist management and consultancy White recently retired from CBS Records after 35 years of service Address: 8 E. Chestnut, Chicago, Ill. 60611; (312) 664-7548.

Seeya Records, formed by Cynthia Stark Booker and Walter M. Booker Jr. First single release is "Economy Blues." Address: 176 W. 87th St., New York, N.Y. 10024; (212) 874-8135.

* * *

* * *

Raina Production Co., headed by Lawrence Carroll, with Alice M. Candler serving as staff producer. Production consultant is Lawrence Carroll. First releases are "Low Rider Rapp," by Poor-Boy Rappers. and "Cross-roads" by Bobby Barnes. Address: 5042 Š. Central Ave., Suite A, Phoenix, Ariz. 85040; (602) 276-2039.

Apple Pye Records, formed by Charles Manna. First release is three-selection EP by Tony Frye, featuring "One Nite Lover" and "Baby, I Don't Believe You." Ad-dress: 128 Colonial Parkway, Suite 4H North, Yonkers, N.Y. 10710; (914) 337-4462.

* *

+



The brothers started their singing careers with their parents, sister Geraldine and brothers Leslie and Lester as the Wilburn Family gospel singers. Doyle and Teddy began performing as a country duet in the early 1940s, and worked six months on the Grand Ole Opry in 1940 after Roy Acuff brought them to Nashville from Arkansas. At that time, Dovle was 10, Teddy 11.

They joined the "Louisiana Hayride" radio show in Shreveport in 1948. After the Korean War, they followed Webb Pierce-another former "Hayride" performer-to Nashville again, this time to join the Opry in 1953 and launch their Decca recording career. At the Opry, Doyle Wilburn met singer Margie Bowes, whom he married in 1961. His death on the 57th birthday of

the Grand Ole Opry was noted by many other performers on stage that night, including hosts Porter Wagoner, Roy Acuff, and singer Charlie Louvin, who remarked that "yet another member of the Opry has floated away.

CARTER MOODY

Births

News

Twins, Clifford and Rachel Louise, to Cathy and Jon Stone, Oct. 14 in Los Angeles. He is director of creative services for MCA Music.

* * *

Twins, Matthew and Erin, to Bonnie and Mike Radford, Oct. 6 in Nashville. He is president of AMI Records.

*

Girl, Jessica Elizabeth, to Candace and Christopher Bond, Oct. 14 in Los Angeles. He is a record producer.

> * * *

Girl, Briget Anne, to Karen Tobin and Tim Boyle, Oct. 5 in Los Angeles. He is an engineer with Record Plant Scoring. She is a singer-songwriter.

* *

Girl, Catherine Marie, to Maggie and John Hey, Oct. 14 in Tarzana, Calif. He is AOR regional manager. West Coast, for EMI America/Liberty Records.

Lifelines

Girl, Amber Miko, to Misa Roach and Rolf Johnson, Oct. 1 in Milwaukee. She works for Stardate Productions.

* * * Girl, Joanna Blanche, to Janet and Tony Lioce, Oct. 5 in Providence. He is pop music critic for the **Providence Journal and the Evening** Bulletin.

Boy, Brendan John, to Judi Sheppard Missett and Jack Missett, Oct. 7 in Oceanside, Calif. They are principals of Jazzercise Inc.

Marriages

James Cason to Peggy Parker Ball, Oct. 10 in Brentwood, Tenn. He is president of Southern Writers Group U.S.A. She is marketing coordinator for CBS Records.

Robert Goulet to Vera Novak, Oct. 17 in Las Vegas. Wayne Newton served as best man.

Deaths

Doyle Wilburn, 52, a member of the Wilburn Brothers, Oct. 16 of cancer in Nashville (story, this page).

* * * Michael Wayne Lesso, 38, Oct. 4 in Muscle Shoals, Ala. He was president of LeSuer Management and a Muscle Shoals Music Assn. board

* *

Alcyone Bate Beasley, 70, of a massive stroke. Oct. 17 in Madison, Tenn. She made her Grand Ole Opry debut in 1925 as a member of Dr. Humphrey Bate and the Possum Hunters, and remained an Opry member for the next 50 years.

DOUBLETIME CHRISTMAS:

COME HEAR, ON THE DOUBLE!

All new DG DOUBLETIME TAPES **

member.

DOUBLETIME VIVALDI: 3584 023

·(####

Granmophen

3584 027

DOUBLETIME SCHUBERT: 3584 025

DOUBLETIME RAVEL: 3584 024 DOUBLETIME WAGNER: 3584 026

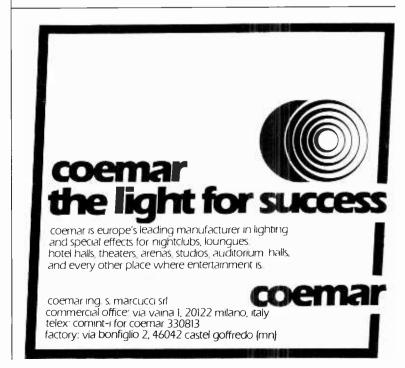
Don't miss these other doublecrossovers:

BACH: 3584 002 **BEETHOVEN: 3584 006** CHOPIN: 3584 009 MOZART: 3584 021

STRAUSS: 3584 012 **TCHAIKOVSKY: 3584 016** FILM CLASSICS 3584 022

90 minutes of music for only \$7.98 list!

© 1982 DG/PolyGram Classics, Inc



ADVENTUROUS MEET-Columbia executives congratulate Kenny Loggins after his recent six-night run at the Universal Amphitheatre in Los Angeles, where he performed selections from his new LP, "High Adventure." Pictured, from left, are Myron Roth, senior vice president and general manager, West Coast operations, CBS Records; Loggins; and Ron Oberman, vice president of West Coast merchandising for Columbia.

ACCORDING TO AGREEMENT Original Aces Can't Use Name

PHILADELPHIA-The four original members of the Four Aces can no longer own that professional name.

But, according to an agreement reached in the U.S. District Court here Oct. 12, they can use a variation such as "The Original Four Aces" by paying a license fee to their successors in the group. The original locally-based Four

Aces sold millions of records in the '50s with such hits as "Tell Me Why." "Three Coins In The Founand "Strangers In Paradise." tain

The four original members-Albert Albertini, who uses the stage name of Al Alberts and was the group's leader: Rosario Vaccaro. David Mahoney and Louis Silvestri-have agreed to pay \$25,000 a year for three years, as well as part of their earnings, to Ferdinand Dio-dati, Joseph Giglio and Anthony Alesi, in return for the use of the group's name when they perform. Between 1958 and 1975, the origi-

nal four members, one by one, gave up their rights to use the group name. The name is now legally owned by the three men who, one by one, replaced them, according to the terms of the court agreement. The li-

cense agreement requires that the original group can use the names "The Original Four Aces." "Al Alberts' Four Aces" or "The Original Four Aces Featuring Al Alberts" when promoting their perform-ances. They cannot use the name "The Four Aces" because that might confuse the public, according to the agreement.

Alberts and the other three members of the original Four Aces filed a civil suit against the new three Aces in 1976, contending that they had infringed on the use of the group's name. The agreement to settle the case was reached just before the start of the trial in that civil suit before U.S. District Court Judge John P. Fullam. MAURIE ORODENKER

For The Record

Elliot Mazer was incorrectly listed as the producer of Joan Baez' "The Night They Drove Old Dixie Down" in the U.S. Records launch story (Billboard, Oct. 23). This record was produced by Norbert Putnam, who was Mazer's partner in Quadrafonic Studio in Nashville. Mazer produced Linda Ronstadt's hit, "Long Long Time."





EMMYLOU HARRIS-Last Date, Warner Bros., 237401. Produced by Brian Ahern. Harris continues her benevolent aim to embrace the whole of country music in her repertoire. Here we have snippets of the Nashville Sound (the title track), the Bakersfield Sound ("Buckaroo/Love's Gonna Live Here"), the Memphis Rockabilly Sound ("Restless") and the country-pop assimilations of Gram Parson, Chris Hillman and Neil Young. There are even affectionate musical nods to Hank Snow, the Everly Brothers and Bruce Springsteen. Amazingly and beautifully, Harris puts it all together in a seamless live concert tapestry. The collection fairly pulsates with single possibilities

MERLE HAGGARD-Going Where The Lonely Go, Epic FE38092. Produced by Merle Haggard, Lewis Talley, Ray Baker. There is little here of the brash, truculent Haggard of recent outings. He seems to have opted instead for the quietly mournful mode, managing to sound almost excessively dispirited in such numbers as "Going Where The Lonely Go. his current single, and "Why Am I Drinkin'." Even a state-ment song like "I Won't Give Up My Train" sounds more amiable than assertive. Two highlights, though, are Willie Nel son's classic "Half A Man" and "Nobody's Darlin' But Mine," the Jimmie Davis weeper from the 1930s

JOHNNY LEE-Sounds Like Love, Full Moon/Asylum 60147. Produced by Jim Ed Norman. Aside from "Cherokee Fiddle," reworked from its "Urban Cowboy" presentation, most of this album focuses on-what else?-love songs Though neither Lee nor Norman is inclined to take chances, they do make smooth, easy music which is clearly positioned for both country and AC playlists. Side two has the edge, with "Shot Full Of Love," "You Know Me" and "Come As You Were.

2

OCTOBER

KEITH JARRETT-Concerts, ECM ECM-1-1228 (Warner Bros.). Produced by Manfred Eicher. The pianist's live solo improvisations have served as both his chief artistic signature and commercial peak, and this new single disk digital package should be no exception: like his most open hearted work on "Bremen/Lausanne" and "The Koln Concerts." this 1981 concert in Bregenz, Austria, is richly lyrical. The same recording is also being offered as part of a three-disk package (ECM 3-1227) with the same title



MOVING PICTURES-Days Of Innocence, Network 60202 (Elektra/Asylum). Produced by Charles Fisher. This youthful six-piece band has already made waves Down Under, starting with the lush pop bravura of "What About Me," already chart ing as their first single here. On balance, though, their music offers a tougher rock slant, with lead singer Alex Smith bringing urgency to his work throughout. With a taut band style fleshed out by horns, they should join countrymen like Men At Work in reaching beyond new rock to pop and AOR fans.

LITTLE STEVEN AND THE DISCIPLES OF SOUL-Men Without Women, EMI America ST-17086. Produced by Miami Steve. Few "newcomers" have done as much homework as





this band, assembled as the studio support for E Street Band veteran Miami Steve Van Zandt. Already a relative production veteran through his work with Southside Johnny and Gary U. S. Bonds, Van Zandt offers passionate urban rock in a raw but righteous vocal style reminiscent of other guitar gun slingers like Ron Wood. With various E Streets, ex-Rascals and other aces aboard, this should have a built-in audience

AMY KANTER-The Other Girl, Atlantic 800161. Produced by Earl McGrath & Robert Thiele Jr. Helping out on this album are a diverse group of musicians including such names as Paul Shaffer, Alan Lanier, Elliot Randall, Bobby Martinez, and Teresa Brewer. The music is in the Linda Ronstadt pop/rock vein, with the difference that Kanter writes her own material. However, missing is a unique personal style. Being just session perfect is no longer enough.

MESSENDGER, Jab Records JABIII. Produced by Messendger. Messendger is a power trio from Georgia recording for a small Tifton, Ga. based label. Despite its origins, Mes sendger does not play southern rock: this is wall banging hard rock, done very well. The band does a couple of covers ("Hang On Sloopy" and "Be Bob A Lula") but mostly it's orig inal material they excel in, with guitarist Brady Sayre developing his own powerful and fluid style that demonstrates anew that there will always be room for the guitar virtuoso in rock.

ANTI-NOWHERE LEAGUE-We Are ... The League, WXYZ Records Faulty Products (IRS) COPE4. An Aurable Production. This album does not include the notorious-"So What' which was judged obscene in Britain, but such other songs as "I Hate ... People" "(We Will Not) Remember You," "Let's Break The Law" and "World War III" give a good indication of what these current bad boys of U.K. rock are all about. The band's concerts are more sexual than political, but the sound and presentation of this LP recall the early Clash

DIDI STEWART-Begin Here, Kirshner Records ARZ38357 (CBS). Produced by Stephan Galfas. Stewart writes and sings energetic pop rock songs, whose melodies and arrangements lean more toward A/C than AOR. However, with Steve Perry on guitars there is no denying the rock'n'roll bite where necessary. The main strength here, though, is in the songwriting. Each song is unique, and each one has its own hook. Stewart also has a strong voice, which is a capable vehicle for her songs, though a more distinct personality has to be developed

BUZZY LINHART-Four Sides Of Buzzy Linhart. Caromar Records CM101. Produced by Chris Huston. Helping Linhart on this four-song EP are such rock veterans as Laurence Juber, Nicky Hopkins, Denny Seiwell, Tim Bogart and the Cham-

check for:

ber Bros. Two of the songs here are Linhart originals, one, "If I Fell," is by Lennon/McCartney. The other is the classic "Slow Down" by Larry Williams. The EP has a nice barroom

SUPERTRAMP-"... famous last words ...," A&M SP-

3732. Produced by Supertramp & Peter Henderson. The

quintet's first studio album since 1979's "Breakfast In

America" returns to the expansive pop/rock style that

made that album a multiple-platinum career peak, and,

like that work, mixes often lively melodies and arrange

ments with a brooding undercurrent of introspection

Here though the hand hews more to upbeat moods

even when chronicling the end of a love affair (as on "It's

Raining Again," the first single). Production throughout

is of the standard expected, and the technical quality of

both LP and cassette, the latter issued on chrome tape

is a selling point in itself. Expect mainstream pop and

AOR to offer immediate exposure

blues feel to it.

ARKANSAW MAN, Alterboys International MO2OAK (Subterranean Records). Produced by Arkansaw Man with Richard Kelly. Arkansaw Man is a three-man group which plays midtempo rock compositions, mostly instrumental, with basic guitar, bass and drums. There are some horns and chants here, but the emphasis is on basic instrumentation while the music goes from rock'n'roll to new wave to psychedelia.

RUBBER RODEO, Eat Records EATUMEP009. Produced by John Doelp. Rubber Rodeo is a rather unusual outfit: a coun try & western band from Connecticut. But the band plays it straight, or seems to, though sometimes tongue seems to wander to cheek. On the East Coast the band does such tunes (included here) as "Jolene" "Tumblin' Tumbleweeds" and "How The West Was Won" before new wave audiences and does rather well.

NO GUITARS, CMI Music Inc. CM10001. Produced by Michael Levine. As can be expected there are no guitars in No Guitars. The leads are handled by the violin and keyboards. But there is also a lot more. This four-man band writes some inventive pop rock songs, and with all four members sharing the vocals there are some interesting harmonies here as well. The unique instrumental lineup also makes for a unique sound that complements the band's quirky and innovative songs



ρορ

SLEEPY LaBEEF-Electricity, Rounder 3070. Produced by Scott Billington. LaBeef, who is also known as a blues, country and gospel performer, turns his considerable energies to basic rock'n'roll this time, and comes up with a true to the roots album of music that also encompasses rockabilly, and boogie woogie

CODE OF HONOR-Fight Or Die/SICK PLEASURE-Dolls Under Control. Subterranean Records SUB27. No producers listed. "Two hardcore bands share one LP. Code of Honor wants to split California off from the U.S. while Sick Pleasure just wants to gross you out. Either way it's great thrash," says

the record company, describing this disk. The two bands both like short songs so there are at least eight of them per side here.

JIM LORD-Inside Out, Inlet Records JL10782. Produced by Ken Pine. The folk rock genre is alive and well as long as artists like Jim Lord practice their craft. Tasty is the word that describes this LP. Lord has a warm and personal voice and the arrangements behind him are just on the mark; some times it's pedal steel, sometimes the guitars are acoustic, and at other times they are electric, but everything fits perfectly.

country

CRISTY LANE-Here's To Us, Liberty LT51137. Produced by Ron Oates. If awards were given for fragility in country vocals. Lane would emerge the winner. Sometimes she sounds like an early Olivia Newton John, as on "The Good Old Days." Wisely, producer Oates doesn't attempt to camouflage her delicate singing style with punchy tracks, but instead relies on subtle instrumentation and plenty of background vocalists to provide fullness.

ROY CLARK-Turned Loose, Churchill CR9425. Produced by Roy Clark. Clark's recent track record on the charts belies an artist who is one of the better singers around. When he goes with a solid country number like "Here We Go Again," he can be forgiven lapses like "I'm A Booger When I Love."

RODNEY LAY AND THE WILD WEST-Heartbreak, Churchill CR9423. Produced by Nereco & Joe Bob Barnhill. Lay, who fronts Roy Clark on the road, has a strong voice and no trouble delivering material. However, the material here for the most part leaves little room for vocal dynamics or real emotion

|QZZ

DEXTER GORDON-Gordon's Gotham, Everest FS360. Producer unlisted. George Duke, Oliver Johnson and Racquel Garrett provide backup to Gordon's tenor sax stylings on five long tracks apparently recorded in Europe in the 1970s. "The Shadow Of Your Smile" probably is the most satisfying title, but Gordon's fans-and there are many-will appreciate his entire program

BILL EVANS-The "Interplay" Sessions, Milestone M47066. Produced by Orrin Keepnews. An attractive two-LP set package by the late planist/composer taped in 1962 with men like Freddie Hubbard, Jim Hall, Zoot Sims and Philly Joe Jones laying down effective accompaniment. Tunes include "When You Wish Upon A Star," "You Go To My Head," "Fun Ride" and "Wrap Your Troubles In Dreams."

THE ALTERNATIVE WES MONTGOMERY-Milestone M47065. Produced by Orrin Keepnews. This twofer offers a generous supply of tracks by the late guitarist, 14 of which have never before been issued. All were originally recorded for the old Riverside label in the early 1960s, mostly with small combos spotting Wynton Kelly, Jimmy Cobb and an assortment of capable backup men.

BIG BANDS OF THE SWINGING YEARS-Everest FS359. Reissue producer unlisted. Except for a dreadful Jimmy Dorsey cut of "So Rare," the 10 titles here offer a representative sample of how Benny Goodman. Woody Herman, Artie Shaw, Charlie Barnet, Duke Ellington, Count Basie, Louis Armstrong, Tommy Dorsey and Chick Webb sounded back in the Big Band era. The surprise is Ella Fitzgerald singing "Oh Johnny. Johnny.

Spotlight-The most outstanding new product of the week's releases and that with the greatest potential for top of the chart placement; picks-predicted for the top half of the chart in the opinion of the reviewer; recommended-predicted to hit the second half of the chart in the opinion of the reviewer, or albums of superior quality. Albums receiving a three star rating are not listed. Reviewers: Dave Dexter Jr., Enrique Fernandez, Laura Foti, Paul Grein, Douglas E. Hall, Is Horowitz, Kip Kirby, Roman Kozak, Irv Lichtman, Ed Ochs, Tony Sabournin, Sam Sutherland, Robyn Wells, Adam White.

National Boy Scout Alumni Enrollment Form

Please fill out this form and return it with your membership fee.

To: National Boy Scout Alumni Family

I'm glad to be back in Scouting! 🗌 1-yr. membership \$10

wall certificate. I'm enclosing my

Please enroll me as a National Boy Scout Alumnus. I understand 🗆 3-yr. membership \$30 and you membership entitles me to the receive a FREE Norman Rockwell Alumni Bulletin, The Annual print Report, a membership card, and a

Name	
Address	
City	
State	ZIP



Please make checks payable to Boy Scouts of America. Your membership fee is tax deductible.

National Boy Scout Alumni • 1325 Walnut Hill Lane • Irving, Texas 75062-1296

Market Quotations

			As	of closing	. Oct. 20	, 1982					
Annı High	ual Low	٢	NAME		P-E	(Sales 100s)	High	Low	Close	Cha	nge
13/16	1/2	Altec Corpo	ration		_	65	9/16	1/2	1/2	-1	/16
531/2	26%	ABC			9	422	521/4	51 1/2	521/4	+	3/4
35%	25%	American C	an		11	703	34¾	33%	341/2	+	3/4
541/4	33%	CBS			10	760	521/4	51%	51%	+	%
461/4	29%	Coca-Cola			11	2248	451/8	44%	45	Unc	h.
7 3/8	5	Craig Corpo	oration		15	62	7	6¾	7	+	1/4
67	47	Disney, Wal			20	2761	70	661%	69%	+	3%
4	21/8	Electrosour			28	10	21/2	21/2	21/2	+	1/8
101/2	61/a	Orion Pictu			4	684	11%	101/2	11%	+	%
1734	111/4	Gulf + Wes	stern		5	860	171/8	16%	171/8	Unc	h.
15¾	10%	Handleman			6	190	15½	15	15%	+	1/4
6¼	1 1/2	Integrity En	tertainmer	nt	6	37	2 3/8	2 1/8	2 3%	+	1/4
7	3¾	K-tel			10	16	4 1/2	4 3/8	4 1/2	+	1/8
59	36	Matsushita	Electronic	s	10	32	5134	51 1/4	51%	_	3/4
721/2	38	MCA			17	1119	74	70 1/2	73 %	+	2 3/8
76%	48%	3M			13	3705	75¾	74	75¾	+	1 %
85 1/2	49	Motorola			16	1942	83	79¾	82¾	Z	1 1/2
491/2	30	North Amer	rican Philip	5	9	94	48 %	48%	48%	+	1/8
12	51/8	Orrox Corp			_	335	12%	113/4	12%	+	1 1/8
16%	10	Pioneer Ele	ctronics		20	_	~	_	131/8	Und	ch.
26%	15%	RCA			12	3440	25%	24 3/8	25%	Und	ch.
18	11	Sony			11	3247	1434	141/2	1434	Z	1/4
34 1/4	19	Storer Broa	dcasting		17	857	28¾	27	281/2	+	1 ½
3%	2	Superscop			_	92	2 %	21/2	2%	+	1⁄a
41%	27%	Taft Broadd			10	21	401/4	39¾	40 1/8	+	%
63¼	34	Warner Cor	mmunicatio	ons	11	9039	51¾	48 <i>1</i> /a	51¼	+	1¾
OVER TI COUNTE		Sales	Bid	Ask		R THE UNTER		Sales	Bid	_	Ask
АВКСО			1 1/2	1 1/2	Kus	tom Elec.		_	21/4		2%
Certron	Corp.	40	15/16	11/16	Rec	oton		_	3¼		3¾
Data Pad		1	61/2	71/4	Ree	eves					
Josephs		72	13	13½	С	omm.		872	301/4		30 ½
Koss Co		211	4 3/4	5	Sch	wartz Bro	thers	-	1 1/2		21⁄4

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compliation. The a bove information contributed to Billboard by Douglas J. Vollmer, Associate Vice President, Los Angeles region, Dean Witter Reynolds, Inc., 4001 West Alameda, Suite 100, Toluca Lake, Burbank, California 91505, (213) 841-3761, member of the New York Stock Exchange. Inc.

A&M Records Marking 20 Years On The Charts

• Continued from page 6

three times, with Alpert's "Whipped Cream & Other Delights" in '65, Peter Frampton's "Frampton Comes Alive!" in '76 and Supertramp's "Breakfast In America" in '79. In addition, Carole King's Ode LP "Tapestry," which A&M marketed and distributed, is the only album to win the NARM citation for best-selling album two years running—in '71 and '72

Other A&M acts to top Billboard's album chart are Cat Stevens (1972's "Catch Bull At Four"), the Carpenters (1973's "The Singles") and Styx (1981's "Paradise Theatre"). The Go-Go's "Beauty & The Beat" on A&M-distributed 1RS was also No. 1 for six weeks this spring, a total

Hope Seen For Texas Studios

• Continued from page 49

Bob Pickering of Charley Pride's new Dallas-based studio. Cecca (pronounced Check-uh), says the evident growth of the area's film industry, spurred by Las Colinas, is a key factor that influenced Pride to open his studio last March.

The counter-trend of expansionism is matched by a parallel interest in exploring music video. Studio managers considering such a move include Fred Remmert of Ruff Cedar (Austin), Bert Frilot of Gilley's (Houston), and Lonnie Wright of Sugar Hill Studios (Houston). Texas studios already active in music video recording include Paul Christensen's Omega Audio and Productions (Dallas), Michael Block's Third Coast Sound (Austin), and Patrick Fant's The Production Company (Houston).

In terms of the current state of business, most studios report losses, a holding pattern, or only mild gains over last year. Christensen says that record and remote recording are down, but that local video work has increased substantially. Block proclaimed a 35% increase over last year, with some 65% of his business coming from out of state. topped by only two albums so far this year.

A&M's top singles act of the past 20 years is the Carpenters, which had three No. 1 hits and 10 million sellers between "Close To You" in 1970 and "Please Mr. Postman" in '75.

Herb Alpert had the label's first No. 1 single, 1968's "This Guy's In Love With You," and also made it back to the top of the chart in 1979 with "Rise." Billy Preston had two No. 1 hits in '73 and '74, while the Captain & Tennille and Styx each had one for the label. Ode's Carole King also reached No. 1 in 1971 with "It's Too Late," while A&M/Virgin's the Human League topped the chart earlier this year with "Don't You Want Me."

The Captain & Tennille who moved over to PolyGram three years ago, set an industry precedent in 1975, when "Love Will Keep Us Together" became the only hit to ever win both the NARM award for bestselling single of the year and the Grammy award for record of the year.

Records And Soap Operas

• Continued from page 6

from "Ryan's Hope," and two more "General Hospital" characters, "Dr. Alan Quartermaine" (Stuart Danton) and "Rose Kelly" (Loanne Bishop) will be among those featured. All told, five of ABC's daytime dramas, which have earned the network the top slot in that sector for the past four years, will be represented.

In readying a marketing plan, Vince Cosgrave, MCA's marketing vice president, is already eyeing "hardcore soap opera viewers" as a key target, with specialty daytime tv magazines and tv itself among key media buys being examined.

media buys being examined. Foglesong himself will produce the album via sessions in New York, Los Angeles and Nashville, with Al DeLory to arrange and conduct the dates.

• Continued from page 6

chart at a walloping number 8. Only two other albums have done that well in '82: **Stevie Wonder's** "Original Musiquarium" (Tamla, number 10), and the **Gap Band's** "Gap Band IV" (Total Experience, number 6).

News

Richie's sometime singing partner, Diana Ross, picks up the 17th top 20 record of her solo career (and 36th top 20 overall) with "Muscles," which makes a solid move from 29 to 18. Richie and Ross are two of 12 acts on the Hot 100 who first hit the top 10 as singers with duos or groups. The others include Michael McDonald, Glenn Frey, Don Henley, Timothy B. Schmit, Donald Fagen, Paul McCartney, Jeffrey Osborne, Bill Medley, Rogers and Jermaine Jackson.

If "Truly" hits No. 1, Richie will become the 11th act to reach the top alone after first getting there with a group. As a Commodore, Richie collected two chart-toppers, "Three Times A Lady" and "Still," and he picked up another in a duet with Ross, "Endless Love." But Richie may be beat to the feat by McDonald, who's kicking his heels this week at number four with "1 Keep Forgettin'" (Warner Bros.).

★ ★ ★ Neil Diamond chalks up his 13th top 10 single this week with "Heartlight" (Columbia). which moves to number 10. He now stands seventh on the list of male artists with the most top 10s, and is tied for second with Elvis Presley (RCA) for the

Chartbeat

greatest span of years in which the hits came. Here are the men with the most top 10 hits, and the span of years in which the hits were achieved.

- 1. Elvis Presley, 38 (1956-72, RCA) 2. Stevie Wonder, 23 (1963-82,
- Tamla) 3 Rick Nelson, 19 (1957-72,
- Imperial, Verve and Decca)
- 4. Pat Boone, 18, (1955-62, Dot)
- 5. **Marvin Gaye,** 17 (1963-77, Tamla)
- 6. Elton John, 17 (1971-80, Uni/ MCA)
 7. Neil Diamond, 13 (1966-82,
 - Bang, Uni/MCA and Columbia)

"Heartlight" is also Diamond's eighth No. 1 on the Adult Contemporary chart, where it holds the top spot for the second week. This ties him with Anne Murray, Helen Reddy and Barbra Streisand for fifth place in the heated race for most MOR No. 1s. For those who won't be able to sleep without knowing the others, in fourth is John Denver (9), third, Olivia Newton-John (10), second, Barry Manilow (12), and in first. with five chart-toppers, are the Carpenters, who picked up all but one of those in the space of six years (1970-76).

Happy Anniversary: Supertramp's "It's Raining Again" leaps onto the Hot 100 at number 31, and ties with Styx's "The Best Of Times" for the third highest debut record of the last 10 years. (The others are Stevie Wonder and Paul McCartney's "Ebony and Ivory" and the Bee Gees' "Tragedy," which both came on at 29, and Bruce Springsteen's "Hungry Heart," which came on at 30). Supertramp enters exactly 20 years after the first A&M single, "The Lonely Bull," by Herb Alpert & the Tijuana Brass, broke in. "Bull" later became the first of 72 of top 10 singles for the label (separate story, page 6).

* *

Resurrection: Last May, Patti Austin and James Ingram's "Baby Come To Me" reached number 73 on the Hot 100, and fell off after four weeks The record got lost under the extended attention given Quincy Jones' "The Dude," on which Austin and Ingram shared lead vocals. Three weeks ago, the record reappeared on the Hot 100, thanks to some exposure on tv's General Hospital (separate story, page 6), and this week the record moves to a superstarred 71, surpassing the original peak. "Baby" also re-enters the black chart this week, at 84, and Austin's "Every Home Should Have One" moves to 50 on the black LP chart, after breaking in again last week.

Plateau Relocates

NEW YORK-Plateau Records has relocated here to 1650 Broadway, Suite 1003. The label, operated by Eddie O'Loughlin and Lou De Biase, represents and administers Bronze Records for the U.S. and Canada.

30

1982, BILLBOARD



www.americanradiohistory.com



boord's



SUPERTRAMP-It's Raining Again (4:25); producers: Supertramp. Peter Henderson; writers: Rick Davies, Roger Hodgson; publisher: Delicate/Almo, ASCAP: A&M 2502. Roger Hodgson's airy lead vocal serves notice that Supertramp is back after a three-year hiatus, and pop. AOR and AC will be quick to welcome them via this lush midtempo charmer. John Helliwell's soaring sax lines and a sing-song "children's" chorus at the fade are icing on the cake.

MICHAEL JACKSON/PAUL MCCARTNEY—The Girl Is Mine (3:41); producer: Quincy Jones; writer: M. Jackson; publisher: Mijac/Warner-Tamerlane, BMI; Epic 34-03288. The first single from Michael Johnson's forthcoming "Thriller" album teams the wunderkind with Paul McCartney in a breezy, lighthearted love song capped by some playful superstar banter at the tag. Pop. AC and black formats will prompt a fast break.

PHIL COLLINS—You Can't Hurry Love (2:50); producer: Phil Collins; writers: Holland, Dozier, Holland; publisher: Stone Agate, BMI; Atlantic 7-89933. The Genesis drummer continues his love affair with American r&b in this straightforward cover of the Supremes hit. It's the first preview from his second solo album, and as such destined for fast pop and AOR acceptance.

ASIA-Sole Survivor (4:48); producer: Mike Stone; writers: Wetton, Downes: publisher: WB/Almond Legg/WB/Ackee, ASCAP; Geffen 7-29871 (Warner Bros.). The year's most successful new act returns with another single from their selftitled debut, again underlining a mix of instrumental rock drama and bittersweet lyrics. Whether heavy prior play as an album track will help or hinder remains to be seen, but ex pect wide acceptance.

recommended

ROD STEWART-Guess I'll Always Love You (4:43); producer: Rod Stewart; writers: Stewart, Taupin/Stewart, Cregan, Savigar, Le Mesurier, Brock, Davis; publisher: not listed, ASCAP; Warner Bros. 7-29874.

ABBA-The Day Before You Came (4:30); producers: Benny Andersson, Bjorn Ulvaeus; writers: Benny Andersson, Bjorn Ulvaeus; publisher: Artwork, ASCAP; Atlantic 7-89948.

DON HENLEY-Dirty Laundry (5:38); producers: Don Henley, Danny Kortchmar, Greg Ladanyi; writers: Don Henley, Danny Kortchmar; publisher: Cass Country/Kortchmar, ASCAP; Elektra/Asylum 7:69894.

THE MOTELS—Forever Mine (3:22); producer: Val Garay; writer: Martha Davis; publisher: Clean Sheets, BMI; Capitol 5182.

JOHN WAITE-Going To The Top (3:32); producer: Neil Geraldo; writers: J. Waite, T. Pierce; publisher: Paperwaite/ Tim Pierce, BMI; Chrysalis 2649.

ICEHOUSE-Hey! Little Girl (3:39); producers: Iva Davies, Keith Forsey; writer: I. Davies; publisher: I.D./Rare Blue, ASCAP; Chrysalis 2650.

RODWAY – Don't Stop Trying (3:53); producers: Mark Liggett. Steve Rodway; writers: S. Rodway, N. Dolph; publisher: Carbert, BMI/Four Moons, ASCAP; Millennium 13111.

RANDY MEISNER-Strangers (3:54); producer: Mike Flicker; writers: E. John, G. Osborne; publisher: Intersong, ASCAP; Epic 34-03352.

GRACE JONES-Nipple To The Bottle (4:17); producers: Chris Blackwell, Alex Sadkin; writers: G. Jones, S. Dunbar; publisher: Ackee/Grace Jones, ASCAP/Ixat/Island, BMI; Island 7-99963 (Atlantic). RICK NELSON-Give 'Em My Number (3:36); producer: Nik Venet; writer: Dave Loggins; publisher: MCA/Patchwork, ASCAP; Capitol 5178.

MENTAL AS ANYTHING-Too Many Times (2:45); producers: Bruce Brown, Russell Dunlop, writer: Smith; publisher: Syray/EMU/Irving, BMI; A&M 2503.

ADRIAN GURVITZ-Your Dream (3:40); producers: Adrian, Paul Gurvitz; writer: Adrian Gurvitz; publisher: Finchley, ASCAP; Geffen 7-29872 (Warner Bros.).

JILL COLUCCI-Shot In The Dark (3:51); producer: Michael Stewart; writers: Jill Colucci, Harold Payne; publisher: Satellite Sounds/Pass It On/Adamsongs, ASCAP; Casablanca 2360. SHAKATAK-Night Birds (3:15); producer: Nigel Wright;

writers: W. Sharpe, R. Odell; publisher: Skratch, PRS; Polydor 2219. AVERAGE WHITE BAND-Cupid's In Fashion (3:46); producer:

Dan Hartman; writers: Hamish Stuart, Alan Gorrie, Roger Ball, White; publisher: Average, ASCAP; Arista 1022.

BILLY THORPE-No Show Tonight (3:27); producers: Spencer Proffer, Billy Thorpe; writers: B. Kristian, M.J. Williams; publisher: The Pasha/East Of Eden, ASCAP; Pasha 4:03351 (CBS).

BERTIE HIGGINS-Casablanca (4:32); producers: Sonny Limbo. Scott Maclellan; writers: B. Higgins, S. Limbo, J. Healy; publisher: not listed; Kat Family 4:03256.



KOOL & THE GANG-Let's Go Dancin' (Ooh La, La, La) (3:59); producers: Eumir Deodato, Kool & The Gang; writers: Amir Bayyan, James Taylor, Kook & The Gang; publisher: Delightful, BMI/Double F, ASCAP; De-Lite 824. A modified reggae undertow carries over into the Iryic in this latest foray into Caribbean elements for a major U.S. act. Sultry vocal, bright horn accents and a can't-quit groove complete the mood.

CHAKA KHAN-Got To Be There (3:48); publisher: Arif Mardin; writer: Elliot Willensky; publisher: Jobete/Glenwood, ASCAP; Warner Bros. 7-29881. In contrast to her best known performances both with Rufus and on her own, Khan sticks with a relatively traditional ballad delivery here. Despite that tack and the low register sections at the beginning, she still offers plenty of vocal fireworks, and pop and black formats will likely respond.

recommended

GLORIA GAYNOR-Tease Me (4:51); producer: Ollie E. Brown: writers: Tommy Woods, James Washington; publisher: Interor/Irving/Startingate, BMI; Atlantic 7-89947.

LOU RAWLS—Let Me Show You How (4:14); producers: James Mtume, Reggie Lucas; writers: W. Lester, R. Brown; publisher: Frozen Butterfly/Diamond in the Rough, BMI; Epic 34-03357.

MATERIAL-I'm The One (4:25); producer: Material; writers: M. Beinhorn, B. Laswell, B. Fowler; publisher: Elektra/Asylum/WEA; Elektra/Asylum 7-69933.

MARC SADANE-Baby Won't Cha (3:32); producers: James Mtume, Reggie Lucas; writers: James Mtume, Reggie Lucas; publisher: Frozen Butterfly, BMI; Warner Bros. 7-29870.

MAXINE NIGHTINGALE featuring JIMMY RUFFIN-Turn To Me (4:10); producer: Sam Brown III; writers: Lori Lieberman, Gary Scott; publisher: Poor International/Jet D'eau/Cinescore, BMI; Highrise 2004. PATRICE RUSHEN-I Was Tired Of Being Alone (Glad I Got Cha) (3:49); producers: Charles Mims Jr., Patrice Rushen; writers: Patrice Rushen, Charles Mims Jr.; publisher: Baby Fingers/Mims/Ameze, ASCAP/Freddie Dee, BMI; Elektra/ Asylum 7-69930.

BILLY GRIFFIN-2nd Day Love Story (4:04); producer: John Barnes; writers: J. Barnes, B. Griffin; publisher: Ramwave, ASCAP; Columbia 38-03360.

HARRY RAY-Sweet Baby (3:57); producers: Sylvia. Tommy Keith, Joey Robinson Jr.; writers: H. Ray, T. Keith; publisher: Sugar Hill, BMI; Sugar Hill 789.

CLIFF DAWSON-Don't Hide Away From Love (3:58); producer: Lionel Job; writer: M. Ennis; publisher: Harrindur/Ensign, BMI; Boardwalk 11-157-7.

DON BLACKMAN—You Ain't Hip (3:01); producers: Dave Grusin, Larry Rosen; writers: Don Blackman, Desire White; publisher: Roaring Fork/Black-Man, BMI; Arista 3001.



MICKEY GILLEY-Talk To Me (3:10); producer: Jim Ed Norman; writer: J. Seneca; publisher: Jay & Cee, BMI; Epic 34-03326. Shades of "You Send Me," immortalized by the late Sam Cooke, echo through this nicely-detailed ballad which could find a home on AC and pop charts as well.

GENE WATSON-What She Don't Know Won't Hurt Her (3:40); producers: Russ Reeder, Gene Watson; writers: Dave Lindsey, Ernie Rowell; publishers: Booth & Watson, Crosstimbers/Blue Creek, BMI; MCA 52131. Watson's back to unadorned country in this nicely wrought tale of encroaching guilt. The steel and fiddle intro set the hook immediately, and Watson's impeccable vocals reel the listener in.

TERRI GIBBS-Baby I'm Gone (2:56); producer: Ed Penney; writer: Glenn Worf; publisher: Chamblin, ASCAP; MCA 52134. Gibbs comes with the same blusey mode at which she excels for what is undoubtedly her strongest single since "Somebody's Knockin." Penney has instinctively honed in on the right production techniques to showcase this artist's undeniable talent.

JIM STAFFORD--What Mama Don't Know (2:13); producer: Bob Montgomery; writers: Jim Stafford, John Hadley; publisher: Cross Keys/Tree, ASCAP/BMI. Town House PB1062. This could be another "Wildwood Weed" for country music's most elegant court jester. Stafford manages to be uproariously funny while giving a capsule essay on how parents and children imprison each other's most natural (and base) impulses.

JOHNNY CASH—Fair Weather Friends (2:58); producer: Jack Clement; writers: J. Allen, J.R. Cash; publishers: Joe Allen/Fur Fly, BMI/ASCAP; Columbia 3803317. To a folky melody, Cash recites the value of true friendship. The lyrics are ambiguous enough to give the song a mild gospel meaning. The instrumentation is simple and mostly acoustic.

recommended

THE CORBIN/HANNER BAND-One Fine Morning (2:21); producer: Tommy West; writer: Bob Corbon; publisher: Sabal, ASCAP; Lifesong 45120.

McGUFFEY LANE—Making A Living's Been Killing Me (3:22); publishers: Marshall Morgan, Paul Worley; writers: Zack Van Arsdale, Nancy Montgomery, Marshall Morgan: publishers: Cedarwood, JenSing, BMI; Atco 99959.

WYVON ALEXANDER—Midnight Cabaret (2:59); producer Jerry Shook; writer: Kirk Stirland; publisher: Gervasi, BMI Gervasi 661. Billboard is reorganizing its review procedure for singles. Effective with this issue, these will become the responsibility of Nancy Erlich, singles review editor, in New York.

Manufacturers seeking prompt consideration and/or review of their new seven-inch and 12-inch releases should immediately service Erlich at Billboard, 1515 Broadway, New York, N.Y. 10036. Phone: (212) 764-7311. Existing service to the magazine's Los Angeles bureau should continue, however, since offices on both coasts will now be working together in this editorial area.

Album reviews are unaffected by this reorganization, and will continue to be handled jointly from Los Angeles and New York. Country and gospel product, including both singles and albums, will continue to be handled from Billboard's Nashville bureau.

TEXAS VOCAL COMPANY–Why Did You Have To Be So Good (2:45); producer: Blake Mevis; writers: Jerry Foster, Bill Rice; publisher: April, ASCAP; RCA 13338.

THE MERCEY BROTHERS-I've Already Left You (2:46); producer: MBS Productions; writer: Darrell Scott: publisher: Music Number One, CAPAC; Comstock 1695.

TRAVIS WAMMACK—Long Shots, Long Necks, And Long-Legged Women (2:56); producer: Nelson Larkin; writers: Tony Joe White, Leann White; publishers: Tennessee Swamp, Fox, ASCAP; Gusto 9033.

DAVID ALLAN COE-Whiskey, Whiskey (Take My Hand) (2:34); producer: Billy Sherrill; writer: D.A. Coe; publisher: Warner-Tamerlane, BMI; Columbia 03343.

JIM GLASER-When You're Not A Lady (2:52); producer: Don Tolle; writers: Pat McManus, Lefty Pedroski; publishers: Colgems-EMI, Tiny Tiger, ASCAP; Noble Vision 101.

BRENTWOOD-Make A Little Hay (2:53); producer: Earl Spielman; writer: Kix Brooks; publisher: Golden Bridge, ASCAP; Hot Schatz 0049.

DE DE UPCHURCH-Everlasting Love (2:58); producer: L.C. Parsons; writer: John W. Patton; publisher: Parton, BMI; RCI 2368

BILLY PARKER AND CAL SMITH-Too Many Irons In The Fire (3:08); producer: Joe Gibson; writer: James H. Forst; publisher: Hitkit, BMI; Soundwaves 4686.



BRUCE SPRINGSTONE-Bedrock Rap/Meet The Flintstones (3:03); producer: Jack Heyrman; writers: Hankin, Chalkley, Hanna-Barbera, Curtin; publisher: Erikanian, ASCAP; Cold Cuts 902. This tiny label, a spinoff of the Clean Cuts jazz line, has a potential AOR and pop sleeper in this first-rate parody of The Boss "interpreting" the old TV theme. With Springsteen's own current work a change of pace, programmers will be quick to add this levity.

DENISE PRICE—Two Hearts Can't Be Wrong (2:38); producer: Ray Pennington; writers: D. Knutson, J. Barlow; publisher: First Lady Songs, BMI; Dimension DS1037. Wrangler Starsearch winner Price unleashes her heart discoveries to a heart-pounding beat, the moral of which is: Go with the flow. There are some sharp hooks and an energizing background chorus.

Picks—a top 30 chart tune in the opinion of the review panel which voted for the selections released this week; recommended—a tune predicted to land on the Hot 100 between 31 and 100.



Give the gift of music.

The Programming Book The Retailing Book The Licensing Book

Dealers Stress Potential For 'Classic' R&B Midlines

Arbitrons Put Spotlight On AM Ratings Decline

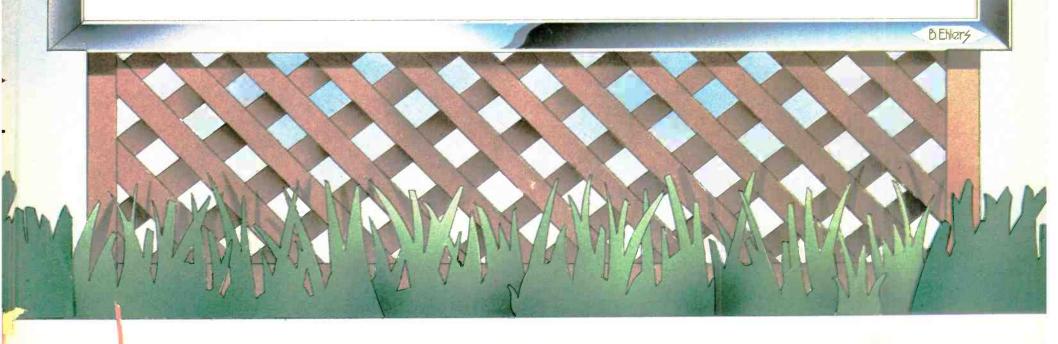
Labels Hike Video Clip Production

Billboard covers all the business of music and home entertainment

Our industry has several publications specializing in its various functions and interests. But only one, Billboard—the international newsweekly of music and home entertainment, thoroughly covers the whole field while targeting strongly on its three major components: Retailing, Programming, and Licensing. And it also provides the most complete and credible music charts used weekly by radio execs for programming information and promotion ideas, and by retailers for spotting trends and buying product.

Billboard is a Radio Book, a Retail Book, a Rights Book from cover to cover ... because news and analysis on each of those key areas appears everywhere—from general news to any appropriate section, from the first page to the last. Billboard is the only publication totally responsive to the whole marketing picture and the inter-relation of its prime aspects.

Billboard® 1515 Broadway, New York, NY 10036





The timeless magic of Crosby, Stills & Nash.

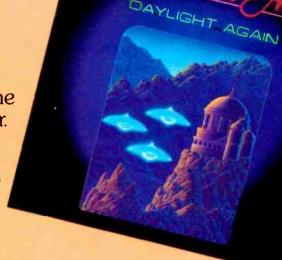
The unmistakable sound of Crosby, Stills & Nash. Making magic.

Making magic with "Daylight Again." Already gold and going platinum.

And "Southern Cross," the Second Top 10 single from "Daylight Again."

And even more magic with one of the most successful tours of the summer.

On Atlantic Records and Cassettes. In Produced by Crosby. Stills & Nash with Stanley Johnston and Steve Gursky.



Album Billboard 🕁 Cashbox 29

Single

Billboard 🚖 Cashbox (25)

www.americanradiohistory.com

Management: Peter Golden & Bill Siddons Crosslight Mgmt. Ltd Jeff Wald Jeff Wald & Ass

CROSBY, STILLS & NASH ON TOUR, PART II.

OCT. 16 Lakeland Civic Center, Lakeland, FL 17 University of Florida, Gainesville, FL 18 Leon County Civic Center, Tallahassee, FL 20 Omni, Atlanta, GA 21 Coliseum, Greensboro, NC 22 Coliseum, Charlotte, NC

- 24 Gulf Coast Coliseum, Biloxi, MS
 25 L.S.U. Assembly Center, Baton Rouge, LA
 26 Mid-South Coliseum, Memphis, TN
 28 Jefferson County Civic Arena, Birmingham, AL
 29 Stokley Athletic Center, Knoxville, TN
 38 Murphy Athletic Center, Murfreesboro, TN

NOV. 2 Rupp Arena. Lexington. KY 3 University of Dayton. Dayton. OH 5 Rochester War Memorial. Rochester. NY 6 New Haven Coliseum. New Haven. CT 7 Centrum. Worcester, MA

licate	onm	av be	982. Billboard Publications. Inc. e reproduced, stored in a retriet	No pa	rt of this p	bub- ans-					21	2	5		~						
mitta	n (n	201	form or by any means, elec recording, or otherwise, witho the publisher Compiled from national reta stores and one-stops by the Musi Popularity Chart Dept, of Bil	tronic out the il	mechan: prior writ	cal. tten														Tu:	
S MEEN	T WEEK	ks on Chart	board. ARTIST Title		DIAA	Suggested List Prices LP.	Black LP/	S WEEK	T WEEK	Weeks on Chart	ARTIST Trie	RIAA	Suggested List Prices LP, Cassettes,	Biack LP/ Country LP +	IS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title	RIAA	Suggested List Prices LP, Cassettes.	Black LP/ Country LP
	1. AL	S Weeks	Label, No. (Dist. Label) Dist	t. Co.	RIAA Symbols	Cassettes, 8-Track	Country LP Chart	SIHI	IVAST 14	¥ 19	Label, No. (Dist. Label) Dist. Co. CHICAGO	Symbols	8-Track	Chart	SIHE 71	≦ 53	¥ 23	Label, No. (Dist. Label) Dist. Co. CHEAP TRICK	Symbols	8-Track	Chart
1			JOHN COUGAR American Fool Riva/Mercury RVL- 750)					36	44	3	Chicago 16 Full Moon/Warner Bros. 1-23689 WEA	-	8.98		72	72	64	One On One Epic 38021 CBS STEVIE NICKS			
	2	16	FLEETWOOD MAC	POL		8.98	J	金			Get Closer Asylum 60185 (Elektra) WEA	-	8.98	CLP 35	12			Bella Donna Modern Records MR 38139 (Atco) WEA		8.98	
	4	4	Mirage Warner Bros. 1-23607 BRUCE SPRINGSTEEN	WEA		8.98		Ø	38	4	KOOL AND THE GANG As One De Lite DSR 8505 (Polygram) POL		8.98	BLP 5	贪	85	3	GRAND MASTER FLASH & THE FURIOUS FIVE The Message		8,98	BLP 22
2	9	18	Nebraska Columbia TC 38358 MEN AT WORK	CBS		8.98		贪	45	3	LUTHER VANDROSS Forever, For Always, For Love				74	74	34	Sugar Hill 268 IND ALABAMA Mountain Music			
3			Business As Usual Columbia ARC 37978	CBS				40	40	19	Epic FE 38235 CBS	-		-	\mathbf{A}	87	3	RCA AFL1-4229 RCA RICKY SKAGGS	-	8.98	CLP 3
	5	13	BILLY SQUIER Emotions In Motion Capitol ST 12217	CAP		8.98			43	10	No Fun Aloud Elektra E1-60129 WEA AMERICA	-	8.98		76	67	15	Highways And Heartaches Epic FE 37996 CBS ELVIS COSTELLO			CLP 5
2	6	10	MICHAEL McDONALD	WEA	•	8.98	BLP 12				View From The Ground Capitol ST-12209 CAP DARYL HALL & JOHN OATES		8.98					Imperial Bedroom Columbia FC 38157 CBS			
公	7	20	Warner Bros. 23703 THE ALAN PARSONS PROJEC Eye in The Sky	T				宜	n(w)		H2O RCA AFL1-4383 RCA		8.98		77	77	12	ZAPP Zapp II Warner Bros. 1-23583 WEA	•	8.98	BLP 6
2	8	6	Arista AL 9599 THE WHO	IND		8.98		43	26	9	BAD COMPANY Rough Diamonds Swan Song 90001-1 (Atlantic) WEA		8.98		78	60	28	THE MOTELS All Four One Capitol ST-12177 CAP		8.98	
	12	3	It's Hard Warner Bros. 1-23731 BILLY JOEL	WEA		8.98		-	48	6	ABC The Lexicon Of Love Mercury SRM-1-4056 (Polygram) POL		8.98		79	64	10	GEORGE THOROGOOD & THE DESTROYERS			
3			The Nylon Curtain Columbia TC 38200	CBS				A	new	ENTRY	DONALD FAGEN The Nightfly					86	8	Bad To The Bone EMI-America ST-17076 CAP PAUL CARRACK		8.98	
0	10	24	A FLOCK OF SEAGUILLS A Flock Of SeaguIIs Jive/Arista VA 66000	IND		6.98		46	34	17	Warner Bros. 1-23696 WEA REO SPEEDWAGON Good Trouble		8.98		80			Suburban Voodoo Epic ARE 38161 CBS			
佥	11	5	RUSH Signals Mercury SRM-1-4063 (Polygram)	POL		8.98		47	47	12	Epic FE 38100 CBS	•			81	68	25	MISSING PERSONS Missing Persons Capitol DLP 15001 CAP		4.98	
A	15	3	NEIL DIAMOND Heartlight					48	35	12	Donna Summer Geffen GHS 2005 (Warner Bros.) WEA THE GO GO'S		8.98	BLP 19	会	94	5	VANITY 6 Vanity 6 Warner Bros. 1:23716 WEA		8.98	BLP 9
	13	6	Columbia TC 38359 KENNY LOGGINS High Adventure	CBS							Vacation I.R.S. SP 70031 (A&M) RCA		8.98	ļ	会	110	2	Warner Bros. 1-23716 WEA TONI BASIL Word Of Mouth			DEI J
14	3	19	Columbia TC 38127 THE STEVE MILLER BAND	CBS	•			49	37	16	ROBERT PLANT Pictures At Eleven Swan Song SS 8512 (Atlantic) WEA	•	8.98		84	75	15	Chrysalis CHR 1410 IND KENNY ROGERS	•	8.98	
	16	21	Abracadabra Capitol ST 12216 THE CLASH	CAP		8.98		50	50	25	MELISSA MANCHESTER Hey Ricky Arista AL 9574 IND		8.98			97	3	Love Will Turn You Around Liberty LO 51124 CAP SHEENA EASTON	+	8.98	CLP 12
R			Combat Rock Epic FE 37689	CBS				51	51	8	JOAN JETT AND THE BLACKHEARTS				兪			Madness, Money And Music EMI-America ST 17080 CAP		8.98	
贪	18	18	STRAY CATS Built For Speed EMI-America ST-17070	CAP		8.98		52	52	12	Bad Reputation Boardwalk NB 33251-1 IND EDDIE MURPHY	-	8.98		86	76	18	SOUNDTRACK			
金	19	15	JUDAS PRIEST Screaming For Verigeance Columbia FC 38160	CBS					ļ		Eddie Murphy Columbia FC 38180 CBS			BLP 39	87	79	6	MCA MCA 6109 MCA		8.98	
13	21	4	OLIVIA NEWTON-JOHN Olivia's Greatest Hits,	683				53	56	7	STEEL BREEZE Steel Breeze RCA AFL1-4424 RCA		8.98		88	84	26	Reprise 1-22306 (Warner Bros.) WEA ELTON JOHN		13.98	
	14	51	Vol. 2 MCA MCA 5347	MCA		8.98		1	54	23	JUICE NEWTON Quiet Lies Capitol ST-12210 CAP	•	8.98	CLP 9	89	80	13	Jump Up Geffen GHS 2013 (Warner Bros.) WEA URIAH HEEP		8.98	
19			Get Lucky Columbia FC 37638	CBS				\$	55	10	STACY LATTISAW Sneakin' Out		8.98	BLP 11	67	00	13	Abominog Mercury SRM 1-4057 (Polygram) FOL		8.98	
20	20	17	EDDIE MONEY No Control Columbia FC 37960	CBS				56	46	11	Cotillion 90002-1 (Atlantic) WEA JERMAINE JACKSON Let Me Tickle Your Fancy				兪	REW	Eattay	DIONNE WARWICK Heartbreaker Arista AL 9609 INO		8.98	BLP 43
欽	25	3	DIRE STRAITS Love Over Gold Warner Bros. 1-23728	WEA		8.98		57	57	23	Motown 6017 ML IND 38 SPECIAL	•	8.98	BLP 16	91	91	33	WILLIE NELSON Always On My Mind Columbia FC 37951 CBS			CLP 1
22	22	9	SANTANA Shango			0.50			58	13	Special Forces A&M SP-4888 RCA SYLVIA		8.98		92	92	32	Columbia FC 37951 CBS SCORPIONS Blackout	•	1	ULT 1
23	23	12	Columbia FC 38122 ARETHA FRANKLIN Jump To It	CBS				1			SYLVIA Just Sylvia RCA AHLI-4312 RCA		8.98	CLP 2		100	5	Mercury SRM-1-4039 POL YAZ		8.98	
24	24	31	Arista AL 9602 ASIA	IN D.		8.98	BLP 3	23	59	10	SOUNDTRACK Fast Times At Ridgemont High				93	103	65	Upstairs At Eric's Sire 1-23737 (Warner Bros.) WEA JOURNEY		8.98	BLP 37
^	27	16	Asia Geffen GHR 2008 (Warner Bros.) JOE JACKSON	WEA		8.98		60	61	23	Full Moon/Asylum 60158-1 (Elektra) WEA	•	12.98		Ŕ			Escape Columbia TC 37408 CBS			
3			Night And Day A&M SP-4906	RCA		8.98					Jane Fonda's Workout Record Columbia CX2-38054 CBS				95	96	32	Success Hasn't Spoiled Me Yet			
	28		What Time Is It? Warner Bros. 1-23701	WEA		8.98	RLP 2	2615	73	2	SPYRO GYRA Incognito MCA MCA 5368 MCA		8.98		96	81	19	RCA AFL1-4125 RCA GENESIS Three Sides Live	•	8.98	
次	29	16	CROSBY, STILLS AND NASH Daylight Again Atlantic SD 19360	WEA	•	8.98		62	62	17	APRIL WINE Power Play		8.98		*	106	3	Atlantic SD 2-2000 MEA		10.98	
A ∕	30	8	EVELYN KING - Get Loose	RCA		8.98	BLP 1		, 71	6	LAURA BRANIGAN Branigan				98	99	22	Utopia Network 60183 (Elektra) WEA RICHARD SIMMONS		8.98	
29	17	19	Eve Of The Tiger			0.30			70	3	Atlantic SD 19289 WEA PINK FLOYD The Wall		8.98					Reach Elektra El-60122 WEA		10.98	
	42	2	Scotti Bros. FZ 38062 (Epic)	CBS				65	-	20	Columbia PC2 36183 CBS				99	99	25	PAUL McCARTNEY Tug Of War Columbia TC 37462 CBS	•		
	31	9		IND		8.98	BLP 8				MANHATTAN SWING ORCHESTRA Hooked On Swing RCA AFL1-4343 RCA		8.98		100	107	6	DEF LEPPARD High & Dry Mercury SRM-1-4021 (Polygram) POL		8.98	
	32		I Can't Stand Still Elektra El-60048	WEA		8.98		66	66	11	STEVE WINWOOD Talking Back To The Night Island ILPS 9777 (Warner Bros.) WEA		8.98		101	82	11	TEDDY PENDERGRASS This One's For You		0.00	DI D 17
32			Rock In A Hard Flace Columbia FC 38061	UBS				67	63	21	GAP BAND Gap Band IV Total Experience TE-1-3001	•			102	83	1 17	P.1.R. FZ 38118 (Epic) CBS			BLP 15
33	33	10	ORCHESTRA CONDUCTED B	BY				68	49	6	(Polygram) PDL KIM CARNES		8.98	BLP 7				Chinese Eyes Atco SD 38149 (Atlantic) WEA	and the local diversity of the local diversit	8.98	
^	36	5	Hooked On Classics II RCA AFL1-4373 PETER GABRIEL	RCA		8.98					Voyeur EMI-America SD 17078 CAP		8.98		103	88	54	POLICE Ghost In The Machine A&M SP-3730 RCA		8.98	
			Security Geffen GHS 2011 (Warner Bros.)	WEA		8.98		De la companya de la	78	01111	Winds Of Change Grunt BXL1-4372 (RCA) RCA MICHAEL MARTIN MURPHY	_	8.98		104	104	51	ROYAL PHILHARMONIC ORCHESTRA CONDUCTED BY LOUIS CLARK			
家	41	2	Silk Electric	RCA		8.98	BLP 13	奋			Michael Martin Murphy Liberty LT-51120 CAP		8.98	CLP 19				Hooked On Classics RCA AFLI-4194 RCA). • Recording Industry Assn. Of America s		8.98	

★ Stars are awarded to those product showing greatest sales strength. 🕁 Superstars are awarded to those products showing greatest upward movement on the current week's chart (Prime Novers). ● 500,000 units. (Seal indicated by dot.) ▲ Recording Industry Assn. Of America seal for sales of 1,000,000 units. (Seal indicated by triangle.)

News **Chrysalis Warns On Airing Of Entire LPs**

• Continued from page 1 ing in a musical compilation copy-

72

right owned by the undersigned.' This copyright, the letter continues, is "in addition to the sound recording copyright" for the LP. Chrysalis asserts that it therefore owns the right of public performance to the complete album, and adds, "Your unauthorized broadcast of said album clearly constitutes an infringement of such performance right.'

The communication further states that while "broadcast of particular songs" from the album is exempted, playing the entire record would be in violation of Federal law.

DC-101, legally known as WWDC-FM, was singled out for a strongly worded second warning from Chrysalis' director of business affairs Ronda Espy, to the same ef-

RCA, Col Pix Form Board

• Continued from page 4

and Canada will be known as RCA/ Columbia Pictures Home Video. Headquartered in Burbank, the unit will be under the direction of Robert Blattner, vice president and general manager.

RCA/Columbia Pictures International Video, established in June, 1981 and headquartered in New York, already operates in the U.K. and France and enters the West German market this month.

RCA members of the common board are: Herb Schlosser, executive vice president of RCA; Bob Summer, president of RCA Records: Jose É. Menendez, the label's vice president of staff operations and finance; and Thomas Kuhn, vice president of RCA VideoDiscs.

LBOARD

bers are: Frank Price, chairman and chief executive officer; Victor Kaufman, vice chairman; Jonathan Dolgen, president of Columbia Pictures Pay-Cable and Home Entertainment Group; and Patrick Williamson, president of Columbia Pictures International.

Betamax Brief

• Continued from page 6

1976 Copyright Act, and applied to video recording.

... Congress has created," the brief states, "a broad right to control reproduction, subject to limited, narrowly defined exemptions. The words of Congress are controlling; snippets lifted from a record of 20 years of legislative review cannot prevail over the words ultimately enacted into law. Congress has not exempted home video recording from liability.

In its conclusion, the brief states, "Congress can-and, we believe, should-address the competing economic and social interests presented by the advent of VCRs and determine whether an amendment to the 1976 Act is warranted. But, unless and until Congress acts, the law exists in its present form—with no express or implied exemption for home video recording."

By the time the Oct. 27 deadline is reached for filing briefs, dozens will have been filed on both sides of the issue. In addition to manufacturerand retail groups, some 17 state governments and 13 consumer groups will ask the court to uphold the Ninth Circuit ruling. The Granvilleheaded committee brief will receive support from the RIAA, NMPA and the Motion Picture Assn. of America, among others.

Forsythe explains that the furor stemmed from a dispute over Chrysalis' special request on programming prior to actual service on the new Benatar set. "They (DC-101) were threatening to play it in its entirety, and told our local man and my national album promotion director, Louis Newman, as much. We went on a campaign a month ago to persuade stations known for airing albums in their entirety not to do so with Benatar."

Apparently, most stations are now sympathetic. Says Forsythe, "Every other station, to my knowledge, has agreed not to air it in its entirety. DC-101 was the only station that told us they would."

DC-101's music director Dave Brown says the station offered to "break up the sequence, play one song and then a commercial, but they sent us this other letter." Espy says she knows nothing of the station's offer to break up the sequence and continuity of the album.

Brown claims that DC-101 has been "very good" to Benatar. "It's unfortunate that this has happened, because DC-101 broke Pat Benatar in this city. We played her and

played her a lot when she was unknown. We presented her at the Bayou here. It's a shame Chrysalis is threatening to sue the station that broke Pat Benatar."

Assistance in this story provided by Sam Sutherland in Los Angeles.

Brown is also angry about the manner in which the label has handled its concern. "You see that sign on the wall?" Brown says, pointing to the logo of Capitol Broadcasting Co., owner of the station. "I get my paycheck from them, not Chrysalis Records. It's as simple as that. Chrysalis can ask us to do something, request us to do something, but they shouldn't make a demand.

In line with its new policy, Chrysalis is stickering the Benatar album and other forthcoming titles: "All rights reserved. Unauthorized public performance, broadcasting and copying of this record prohibited."

Chrysalis president Sal Licata says of the new stickers, "If we have that legal line on there, our position will be that much stronger. If stations repeatedly air one of our albums in its entirety after receiving

selected Musicland outlets in the

past several months, although some

have been running for up to a week's

mits Glenn Hemmerle, vice presi-

dent and general manager of the 17-

unit Goody chain in the metropoli-

tan New York area. "We're trying to

reduce inventory levels. We intend

to stay in business with home video

software on a much more limited

Hemmerle would not disclose the amount of VHS and Beta video in-

ventory the Rockefeller Center unit

had in stock, but he notes that inven-

tory was brought in from other

Interestingly, dealers were also in-

vited through the ad to make pur-

chases, indicating a large amount

available. The ad refers to "hun-

dreds of selections." Hemmerle is

not concerned that the store would

have difficulty meeting demand in the gift season ahead. "Inventory is

Both Eugster and Hemmerle say

sales of videodisks, most of which

list in the \$20 range, are selling ac-

ceptably well, pointing up consumer

price resistance on the videocassette

Spending Down

spent. However, Discount Records

spent \$11,703 and Peaches Records

paid out \$13,592 in the first quarter

of 1981 while neither had any

budget in the same period this year.

Another spender in the first period

of 1981 without a budget in 1982

was Sam Goody, which paid \$7,656

it only paid \$215,034 for radio time

in the first quarter of 1981. Total

spending for 3M for all of 1981 was

\$902,259. The only other tape pro-

ducer spending in radio in the be-

ginning of 1981 was Maxell with a

\$1,310 budget. Maxell, however,

While 3M spent \$416,042 in 1982,

not a problem," he says wryly.

Labels' Ad

• Continued from page 15

in 1981's first quarter.

"Business has been very soft," ad-

Musicland Cuts Investment In Home Video Software similar sales that have taken place at

time.

basis."

end.

Goody locations.

• Continued from page 1

tised for sale at \$34.99. In addition, the store put on sale all "demo" and rental programming in stock at \$24.99.

The three-day Goody sell-off, bringing discounts of up to 70% on \$119.95 list product, is one of several



RITA'S BIG DRAW-Shanachle Records' Rita Marley recently appeared at the Ritz in New York, where she performed songs from her album, "Who Feeis It Knows It."

Computer Group

Continuea from page 4 tronics U.S.A., CEG vice chairman and chairman of the audio division; William Boss of RCA Corp., reelected vice president of CEG; and John McDonald of Casio, chairman of the computer division.

Robert Eastwood of N.A.P. Consumer Electronics Corp., will chair the video systems subdivision. Jim Ringwood of Maxell Corp. and James Twerdahl of James B. Lansing Sound will head the blank tape and car audio subdivisions, respectively.

that warning, we'll be in better shape to stop the practice."

He notes that the label plans to notify all distributors and key accounts of the move. "They should appreciate this, since home taping affects their business, too. I think an account that's been hit locally by that kind of album broadcasting has probably felt the loss in sales." Licata is hopeful that retailers and distributors can help Chrysalis police radio station infractions.

Aware that this new, tougher stance may prove controversial, Licata concludes, "I just think this has to happen. Radio has been dictating to us for too long. Obviously, I don't want to blow off any airplay, but when you're talking about airing an album in its entirety, and killing sales through home taping, we have to take some kind of stand."

Tribunal Hikes Cable TV Fees

• Continued from page 3

called broadcasters more than "joint authors of copyrights" along with sports teams, which is what the Joint Sports Claimants and the Tribunal had decided they were. NAB wants broadcasters to be allocated at least 36.5% of the funds going to the sports claimants.

However, Thursday's ruling was greeted by the NAB as "a step in the right direction, and we are pleased by the rate increase," according to a public affairs spokesperson, who also mentioned that current legislation on the Hill "will iron out a lot of these differences." The bill, lodged in the Senate and already passed by the House, includes a compromise distribution agreement between copyright owners such as commercial broadcasters, the motion picture companies, NCTA, public broadcasting, religious broadcasters and others.

Profits Up For RCA Records

• Continued from page 4

sion of \$150 million, after tax, for restructure of operations and revaluation of assets, and a gain of \$18.1 million, after tax, from the sale of the C.I.T. headquarters building. Exclusive of these non-recurring 1981 items, third quarter earnings this year were 75% ahead of 1981. Third quarter sales rose to a new high of \$2.04 billion from \$1.99 billion a year ago. The company said earnings for the first nine months of 1982 were 9% ahead of the prior year.

Bubbling Under The HOT 100

- 101-NASTY GIRL, Vanity Six, Warner Bros. 7-29908 102-IF THIS WORLD WERE MINE, Chervi Lynn,
- Columbia 103-BABY I NEED YOUR LOVING, Carl Carlton,
- RCA 13313 104-SHE'S JUST & GROUPIE, Bobby Nunn, Mo-
- town 1643 105-YOU'VE GOT ANOTHER THING COMIN', Judas Priest, Columbia 18-03168
- 106-YOUR PRECIOUS LOVE, AI Jarreau and Randy Crawford, Warner Bros. 7-29893
- 107-IT'S OUR OWN AFFAIR, Ray Parker Jr., Arista 1014 108-PACK JAM, Jonzun Crew, Tommy Boy 826
- 109-WHAT, Seft Cell, Sire 7-29976 (Warner Bros.)
- 110-I KNOW THERE'S SOMETHING GOING ON, Frida, Atlantic 89984



A weekly calendar of upcoming conventions, awards shows, seminars and other notable events.

Oct. 23-27, Audio Engineering Society, Disneyland Hotel, Anaheim.

Oct. 28-31, Neewollah International Festival, Independence,

Oct. 29-30, College Media's college & progressive radio brainstorm 2, New York Sheraton Hotel.

Oct. 29-31, Yamaha World Popular Song Festival, Tokyo.

Nov. 4-6, National Assn. of Recording Merchandisers independent distributors' conference, Întercontinental Hotel & Spa at Bonaventure, Miami.

Nov. 8-10, Subscription Television Assn. over-the-air pay tv conference and exposition, Airport Hyatt, Los Angeles.

Nov. 9-12, ABC Radio Networks affiliates board meeting, Sheraton Plaza, Palm Springs.

Nov. 12-14, Nashville Music Assn. entertainment expo '82, Municipal Auditorium, Nashville.

Nov. 13-15, NCTA national cable programming conference and ACE awards, Biltmore Hotel, Los Angeles.

Nov. 17-19, Western Cable Show, Anaheim Convention Center, Anaheim, Calif.

Nov. 18-21, Billboard's Video Entertainment/Music Conference, New York.

Nov. 18-21, Billboard's fourth international video entertainment/ music conference, Vista International, New York.

Nov. 18-20, Amusement & Music Operators Assn. (AMOA), Hyatt Regency, Chicago.

Nov. 21, Beach Music Awards Inc. first annual ceremony, Convention Center, Myrtle Beach, S.C.

Jan. 6-9, Consumer Electronics Show, Las Vegas Convention Center.

Jan. 21-23, National Assn. of Music Merchants Winter Market, Anaheim Convention Center, Anaheim. Jan. 24-28, MIDEM, Palais des

Festivals, Cannes. March 13-15, Ohio Cable Television Assn. annual convention and trade show, Hyatt Regency, Columbus.

March 15-18, Audio Engineering Society's 73rd convention, POC Congress Centre, Eindhoven, Holland

April 10-14, National Assn. of Record Merchandisers, Fontainebleau Hilton, Miami Beach.

April 23-24, National Kidney Foundation Country Music Festival, Nashville.

Bubbling Under The Top LPs_

- 201-GARY NUMAN, I. Assassin, Atco 90014-1 (Atlantic) 202-CREEDENCE CLEARWATER REVIVAL,
- Chooglin', Fantasy 9621 203-WILLIE NELSON, Best of Willie Nelson
- RCA 0708 204-TAVARES, New Directions, RCA AFL1-4357 205-MICKEY GILLEY, Put Your Dreams Away,
- Epic FE 38082
- 206-THE FIXX, Shuttered Room, MCA 5345 207-SUNRIZE, Sunrize, Boardwalk NB 33257-1
- 208-SAMMY HAGAR, Rematch, Capitol ST 12238
- 209-CLIFF RICHARD, Now You See Me Now You
- Den't, EMI-America ST 17081 210-POCO, Ghest Town, Atlantic 80008-1

spent \$307,713 in all of 1981.

Columbia Pictures board mem-

opy	yrigt	nt 19 ced. ctron ritter	LPS & LAP 82. Billboard Publications. Inc. No pa stored in a retrieval system or transmi ic. mechanical. photocopying. record permission of the publisher.	itted, in an	publication ty form or by	anv	IS WEEK	LAST WEEK	Weeks on Chart	Compiled from national retail stores and one-stops by the Music Popularity Chart Dept. of Bill- board. ARTIST Title	RIAA	Suggested List Prices LP, Cassettes,	Black LP/ Country LP	IS WEEK	LAST WEEK	Weeks on Chart	ARTIST Trie	RIAA	Suggested List Prices LP, Cassettes,	Black LP, Country L
A WITH	LASI WEEK	Weeks on Charl	ARTIST Title	RIAA	List Prices LP, Cassettes,	Black LP/ Country LP	SIHL.	147	4	Label, No. (Dist. Label) Dist. Co. ICEHOUSE Primitive Man Chrysalis CHR 1390 IND	Symbols	8 Track 8.98	Chart	위 169			Label, No. (Dist. Label) Dist. Co. SOUNDTRACK The Best Little Whorehouse In Texas	Symbols	8-Track	Chart
+-	\rightarrow	¥ 13	Label, No. (Dist. Label) Dist. Co. STEPHANIE MILLS Tantalizing Hot	Symbols	8-Track 8.98	Chart BLP 10		138 115	14	KENNY ROGERS Greatest Hits Liberty LDO 1072 CAP		8.98	CLP 27	170	168	24	MCA MCA 5343 MCA PAT METHENY GROUP Off Ramp ECM ECM-1-1216 (Warner Bros.) WEA		8.98	CLP 8
		TRY	Casablanca NBLP 7265 (Polygram) POL MISSING PERSONS Spring Session M Capitol ST 12228 CAP		8.98	DLF 10		149		Rocky III Liberty LO 51130 CAP GIL SCOTT HERON		8.98		171	173	20	JEFFREY OSBORNE Jeffrey Osborne A&M SP 4896 RCA		8.98	BLP 18
	89	_	TOTO Toto IV Columbia FC 37728 CBS	•			139	144	22	Moving Target Arista AL 9606 IND DURAN DURAN Rio		8.98	BLP 33	172	152		The Best A&M SP-3200 RCA		8.98	445
	09	79 14	BILLY SQUIER Don't Say No Capitol ST-12146 CAP BILLY IDOL		8.98		141	145	17	Capitol ST-12211 CAP DAVID SÅNBORN As We Speak Warner Bros. 1-23650 WEA		8.98 8.98	BLP 56	血	183		BOBBY NUNN Second To Nunn Motown 6022 ML IND WAYLON AND WILLIE		8.98	
1	13	84	Billy Idol Chrysalis CHP. 1377 ND ALABAMA Feels So Right		8.98		142	112		SOFT CELL Non Stop Ecstatic Dancing Sire 1-23694 (Warner Bros.) WEA		5.98		175	нен 177		WW II RCA AHLI-4455 RCA BOB JAMES		8.98	
1	11	28	RCA AHL1-3930 RCA HAIRCUT ONE HUNDRED Pelican West Arista AL 6600 IND		8.98 6.98	CLP 17	☆	153 174	16 2	POINTER SISTERS So Excited Planet BXL1 1055 (RCA) RCA SAGA		8.98	BLP 69	176	132	36	Hands Down Columbia/Tappan Zee FC 38067 CBS THE HUMAN LEAGUE Dare	•		
1	14	21	RICKY SKAGGS Waitin' For The Sun To Shine Epic FE 37193 CBS			CLP 6	145	151	4	Worlds Apart Portrait ARR 38246 (Epic) CBS MIKE RUTHERFORD Acting Very Strange				177	158	20	A&M/Virgin SP-6-4892 RCA ROBERTA FLACK I'm The One Atlantic SD 19354 WEA		6.98 8.98	BLP 42
		17 10	JOE COCKER Scheffield Steel Island IL 9750 (Atco) WEA PIECES OF A DREAM		8.98		146	146	58	Atlantic 80015-1 WEA DARYL HALL AND JOHN OATES Private Eyes RCA AFLI-4028 RCA		8.98 8.98		178	178	49			8.98	
	20	5	We Are One Elektra E1-60142 WEA DURAN DURAN		8.98	BLP 25	147	128		THE DAZZ BAND Keep It Live Motown 6004ML IND	•	8.98	BLP 35	179	141	9	ROMEO VOID Benefactor Columbia ARC 38182 CBS		0.00	
1:	22	59	Carnival Capitol SLP-15006 CAP WILLIE NELSON Willie Nelson's Greatest Hite Ange Same That Will		4.98			127		STEVIE WONDER Stevie Wonder's Original Musiquarium I Tamia 6002TL2 IND		13.98	BLP 41		185 181		SOFT CELL Non-Stop Erotic Cabaret Sire SRK-3647 (Warner Bros.) WEA THE J. GEILS BAND		8.98	
1	19	50	Hits And Some That Will Be Columbia KC 2 37542 CBS OZZY OSBOURNE			CLP 24	14 9 150	148 130		BARRY WHITE Change Unlimited Gold FZ 38048 (Epic) CBS AXE			BLP 24		181		Freeze-Frame EMI-America SOO-17062 CAP JUICE NEWTON		8.98	
1	18	20	Diary Of A Madman Jet FZ 37492 (Epic) CBS ROXY MUSIC Avalon				TEIT		63	Offering Atco SD 38-148 Atlantic WEA AL JARREAU Breakin' Away	•	8.98		183	150	11	Juice Capitol ST-12136 CAP THE ISLEY BROTHERS The Real Deal		8.98	CLP 69
	69	6	Warner Bros. 1-23686 WEA BARRY MANILOW Oh Julie Arista AB 2500 IND		8.98 5.98		血	NEW.	ENTER P	Warner Bros. BSK 3576 WEA THE BLASTERS Over There—Live At The Venue, London		8.98	BLP 63	184	135	53	T. Neck FZ 38047 (Epic) CBS OLIVIA NEWTON-JOHN Physical MCA MCA-5229 MCA		8.98	BLP 20
			LOVERBOY Loverboy Columbia JC 36762 CBS SOUNDTRACK				153	155	67	Slash 1-23735 Warner Bros. WEA FOREIGNER 4 Atlantic SD 16999 WEA		5.99 8.98		185	188	31				
	16		An Officer And A Gentleman Island 90007-1 (Atco) WEA PINK FLOYD		8.98		1	170		CARL CARLTON The Bad C.C. RCA AFL1-4425 RCA		8.98			165 175		LEAGUE UNLIMITED ORCHESTRA Love And Dancing A&M SP-3209 RCA PATRICE RUSHEN		8.98	
	23	6	Dark Side Of The Moon Harvest SMAS 11163 (Capitol) CAP MERLE HAGGARD/GEORGE JONES A Taste Of Yesterday's		8.98			160 156	106 55	THE POLICE Zenyatta Mondatta A&M SP 3720 RCA GENESIS		8.98			175		Straight From The Heart Elektra E1-60015 WEA		8.98	BLP 61
1	24	66	Wine Chesteruay's CBS Epic FE 38203 CBS THE GO-GO'S Beauty And The Beat			CLP 4		157		Abacab Atlantic SD 19313 WEA ROLLING STONES Still Life		8.98		189	186	12	The Envoy		8.98	
!	90	10	LR.S. SP-70021 (A&M) RCA ANNE MURRAY The Hotest Night Of The Year		8.98		158	159	23	Rolling Stones Records COC 39113 (Atlantic) WEA HERB ALPERT Fandango		8.98		190	180	99	Etektra EI-60159 WEA REO SPEEDWAGON Hi Infidelity Epic FE 36844 CBS		8.98	
13	37	3	Capitol ST-12225 CAP DOLLY PARTON Greatest Hits RCA AHL 1-4422 RCA		8.98 8.98	CLP 29 CLP 15	159	139	16	A&M SP-3731 RCA JOHN WAITE Ignition Chrysalis CHR 1376 IND		8.98 8.98			187		RICK JAMES Throwin' Down Gordy 6005 GL (Motown) IND	•	8.98	BLP 17
	93		AIR SUPPLY Now And Forever Arista AL 9587 IND	•	8.98	OFL T2			55	VANGELIS Chariots Of Fire Polydor PD-1-6335 (Polygram) POL		8.98			190 192		TORONTO Get It On Credit Network 60153 (Elektra) WEA MERLE HAGGARD		8.98	
		46	DOAN JETT AND THE BLACKHEARTS I Love Rock 'N' Roll Boardwalk NBI:33243 IND		8.98			142		FRANK ZAPPA Ship Arriving Too Late To Save A Drowning Witch Barking Pumpkin FW 38066 (CBS) CBS					192		Big City Epic FE 37593 CES			CLP 7
	01 31		ORIGINAL CAST Dreamgirls Geffen GHSP 2007 (Warner Bros.) WEA MARSHALL CRENSHAW		9.98	BLP 45			23 30	NEIL DIAMOND 12 Greatest Hits Vol. II Columbia TC 38068 CBS IRON MAIDEN				195	195	11	Randy Meisner		8.98	
12	21	8	Marshall Crenshaw Warner Bros. BSK 3673 WEA TANE CAIN Tane Cain		8.98		164	163	16	The Number Of The Beast Capitol ST-12202 CAP CHERYL LYNN Instant Love		8.98		196	196	22	Epic FÉ 38121 CBS KIM WILDE Kim Wilde EMI-America ST-17065 CAP		8.98	
		26	RCA AFLT 4381 RCA VAN HALEN Diver Down Warner Bros. BSK 3677 WEA		8.98 8.98			140		Columbia FC 38057 CBS BOW WOW WOW I Want Candy RCA AFL1-4375 RCA		8.98	BLP 14		193	_	OINGO BOINGO Nothing To Fear A&M SP 4903 RCA		8.98	
	33 17		OZZY OSBOURNE Blizzard Of Ozz Jet JZ 36812 (Epic) CBS KOOL & THE GANG				- 0	164 167		TOM SCOTT Desire Musician 60162-1 (Elektra) WEA KURTIS BLOW		8.98			198 194		Aldo Nova Portrait ARR 37498 (Epic) C88 DAN FOGELBERG	•		
		23	Something Special De-Lite DSR 8502 (Polygram) POL SOUNDTRACK		8.98	BLP 66			8	Tough Mercury MX-1-505 (Polygram) POL "HOWARD JOHNSON		5,98			200		The Innocent Age Full Moon/Epic KE2 37393 CBS			

TOP LPs & TAPE	Clash 15	Jimi Hendrix	Michael McDonald 6	Linda Ronstadt	Stray Cats
	Joe Cocker113	Don Henley	Randy Melsner	Diana Ross	Donna Summer
A THISTED ON ADDICTCO	Elvis Costello	Human League176	Men Ál Work 4	Roxy Music118	Survivor
A Z (LISTED BY ARTISTS)	John Cougar 1	Icehouse	Stephanie Milis	Royal Philharmonic Orchestra33, 104	Sylvia 58
	Marshall Crenshaw130	Billy idol	Missing Persons	Rush 11	Talk Talk
	Crosby, Stills & Nash 27	Iron Maiden	Eddle Money	Patrice Rushen	George Thorogood 79
	Dazz Band	isley Brothers183	Moteis	Mike Rutherford	Time
ABC	Def Leppard100	Jermaine Jackson	Eddle Murphy 52	Saga	Toronto
Aerosmith	John Denver194	Joe Jackson	Michael Martin Murphy 70	David Sanborn	Toto
Air Supply127	Nell Diamond	Bob James	Anne Murry	Santana	Pets Townshend102
Alabama	Dire Straits 21	Rick James	Willie Nelson	Scorpions	Urlah Heep
Alan Parsons Project	Duran Duran	Al Jarreau151	Juice Newton	Tom Scott	Utopia
Aldo Nova	Sheena Easton	Jefferson Starship 69	Olivia Newton-John	Gll Scott-Heron	Luther Vandross
Herb Alpert	Larry Elgart	Joan Jett	Stevie Nicks	Richard Simmons	Vangelis
America	Donald Fagen 45	Billy Joel	Bobby Nunn	Ricky Skaggs	Van Halen
April Wine	Roberta Flack177	J. Gelis Band	Oingo Boingo	Soft Cell	Vanity 6
Asia	Fleetwood Mac	Elton John 88	Jeffrey Osborne	SOUNDTRACKS:	John Waite
Axe	A Flock Of Seaguils	Howard Johnson168	Ozzy Osbourne	Annie	Dionne Warwick
Bad Company	Dan Fogelberg	Quincy Jones172	Dolty Parton126	An Officer And A Gentleman121	Waylon And Willie
Toni Basii	Jane Fonda 60	Journey	Pat Metheny Group	Best Little Whorehouse in Texas .169	Barry White
Blasters	Foreigner153	Judas Priest 17	Teddy Pendergrass	Dreamgiris129	Who
Kurtis Blow	Aretha Franklin	Evelyn King 28	Pieces Of A Dream	E. T	Kim Wilde196
Karla Bonoff185	Glenn Frey	Kool And The Gang	Pink Floyd	Fast Times At Ridgemont High 59	Steve Winwood
Bow Wow Wow165	Peter Gabriel 34	Stacy Lattisaw 55	Robert Plant 49	Rocky III	Stevie Wonder148
Laura Branigan	Gap Band 67	League Unlimited Orchestra	Pointer Sisters	Rick Springfield	Yaz
Tane Cain	Genesis	Kenny Loggins 13	Police	Bruce Springsteen	Zapp
Carl Carlton154	Go-Go's	Loverboy	REO Speedwagon	Spyro Gyra 61	Frank Zappa
Kim Carnes	Grand Master Flash 73	Cheryl Lynn	Lionel Richie	Squeeze	Warren Zevon186
Paul Carrack	Merie Haggard	Melissa Manchester 50	Kenny Rogers	Billy Squier	.38 Special
Cheap Trick	Haircut One Hundred111	Barry Manilow	Rolling Stones157	Steel Breeze 53	
Chicago 36	Darvi Hall & John Oates	Paul McCartney	Romeo Void	Steve Miller Band 14	

Every care for the accuracy of suggested lish prices has been taken. Biliboard does not assume responsibility for errors or omissions. • RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 500,000 units. A RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 1,000,000 units.

www.americanradiohistory.com

SOLD WITH GREETING CARDS

Minneapolis Firm To Bow Single-Song Cassette Line

NEW YORK-Metacom Inc., a Minneapolis-based company that has been an all-cassette outlet in one form or another for the past 12 years, makes another commitment to prerecorded cassettes in January with a line of "Fun & Love" product.

74

According to Phil Levin, vice president and general manager, the \$3.50 list line will include a singlesong cassette, featuring re-recordings of rock oldies, along with a "humor" greeting card. There will be 16 titles in the initial release.

Levin formed Metacom in 1970 with Jim McCann, president, primarily to sell blank cassettes in "custom lengths" instead of the normal

Blay Keynoter At Video Meet

• Continued from page 3

videocassette and sale to wholesale distributors. Ten years later, he sold his company to 20th Century-Fox, and headed up the result until establishing the Andre Blay Corp. in 1981. That venture was sold to Embassy Communications, and Blay



3 0

OCTOBER

was named chairman of its board. The video conference kicks off Thursday evening, Nov. 18 with a cocktail reception

Other scheduled panels will deal with such subjects as retailing, technology, rights clearances, piracy, and the creative forces in video. There will also be an artists' panel, a "one-on-one" luncheon, and individual exhibitors. For information about registration or rental of display rooms at the conference, contact Kris Sofley at (213) 859-5319. lengths of 30, 60 or 90 minutes. The company entered into prerecorded cassettes in 1974 on a direct-mail basis, selling a still flourishing line of old radio shows, which now number 300.

In 1978, the company began to sell at the retail level, adding a \$3.98 "Kinder Kolor" and \$9.98 "The Learning Curve" series. "Kinder Kolor" consists of a cassette, coloring book and five Crayola crayons. "The Learning Curve" consists of three levels each of French, German and Spanish. Levin says Metacom fills its retail pipelines through sales to rackers and by selling direct to retailers.

The newest Metacom line to reach retail is "Mr. Men & Little Miss," a licensed character line of 18 releases listing at \$3.98. Levin says 200,000 units have been sold to retail since the line's introduction in August. IRV LICHTMAN



LOVE, EVELYN—RCA's Evelyn King signs autographs during her recent appearance at Independent Records and Tapes in Aurora, Col., to promote her new LP, "Get Loose."

WCI Music \$ Down By Half

Continued from page 4

video games, the consumer electronics division's revenues for the quarter increased 46% to \$528,858,000 from \$361,760,000, while operating income increased 41% to \$109,595,000 from \$77,921,000.

InsideTrack

Scottsdale Scuttlebutt: Both dealers and manufacturer reps made waves at last week's NARM rack summit in Arizona. Larry Goldberg of Baltimore's Largo Music Corp. and Bib Higgins, Transworld Music, Albany, are expected to unveil a new deal wherein Largo will acquire all of TransWorld's racked accounts. Higgins will meanwhile continue overseeing his 30-plus Record Town retail stores and one-stop operation... MCA's Sam Passamano, Sr., gave NARM attendees the first glimpse of the label's forthcoming "E.T." spinoff project, a lavish \$11.98 boxed package that retells the blockbuster flick via both four-color booklet and a single disk LP. Latter will combine excerpts from the film's audio with new music by Michael Jackson, produced by Quincy Jones.

News

Meanwhile, CBS sales chief Paul Smith generated strong interest with a revised cassette package piggybacking the tape on an LP sleeve, a la MCA. CBS also displayed a new floor fixture developed to house its double-title cassette line, which will arrive in CBS' own version of the venerable "spaghetti" long box. ... Track's NARM trek also found erstwhile wholesaler veteran Eddie Barsky, last seen as head of his Kester Marketing schlock house in L.A. Now Barsky's involved in label marketing for Artie Mogull's Applause label.

While NARM's Scottsdale meetings have grabbed the glory, that group's separate one-stop advisory committee has also been busy, most recently in a Houston whistlestop. Although committee chief **Mike Spector** of **MJS Entertainment**, Miami, was unable to attend due to an illness in his family, otehrs present at the initial planning session included: **Bruce Lowry**, Lieberman Enterprises, Minneapolis; John Marmaduke, Western Merchandisers, Amarillo; Stan Myers, Sound Video Unlimited, Chicago; Charles Faison, Tidewater One-Stop, Norfolk; Murray Berman, C&M One-Stop, Hyattsville, Md.; Pat Moreland, City One-Stop, Los Angeles; Bob Sarempa, All Record Service and Jason Blain, The Music People, both in Oakland.

Last week saw Los Angeles' City One-Stop holding its first accessories show, and underscoring video games' continuing penetration of record/tape retail in the process. Overall, exhibitors expected to show wares on the Oct. 21 and Oct. 22 agenda include Discwasher, TDK, Coleco, games by Appollo, U.S. Games, Imagic, Activision, Arcadia, 3M, Sony, Maxell, M Network, Intellivision, Memorex, Atari, BMI Entertainment, Audio Magnetic, Carroll County, Dupont, Craig, Napa Valley, Allsop/Lebo, BASF, Loran and GCE/Vectrex.

20th Century Telecommunications and CBS/Fox Video will tape the Who's last concert on their current North American tour in Toronto Dec. 17. Show will first be shown on pay-per-view tv and eventually make its way to home videocassette and videodisk. A news conference with the Who from the Fox studios in Los Angeles is set for Friday (29) and will be beamed to New York via satellite. ... Programming consultants Lee Abrams and Rick Carroll are among the speakers scheduled for the college and progressive radio "Brainstorm 2," a two-day convention sponsored by CMI Media, publishers of Progressive Media magazine. Event will take place at New York's Sheraton Hotel Oct. 29-30. Abrams and Carroll will participate in a "New Music Programming" panel, together with Denis McNamara, p.d. of WLIR Garden City, Long Island, and Jimmy Christopher, p.d. of KNAC Long Beach, Calif.

The industry is given another push toward full implementation of bar coding with the news that CBS will now be adding the code to 45s, alongside LPs and cassettes. This puts it way ahead of a pack that has WEA still wondering where to put its code on tape, while PolyGram is just now moving to code LPs. Motown continues to resist the whole trend.... Although installed as Phonogram International's U.S. vice president of a&r in mid-August, Bas Hartong was officially welcomed via a party at Poly-Gram Records in New York Wednesday (20). Formerly international pop a&r manager for Phonogram in Baarn, Hartong says his responsibilities are to acquire American acts for worldwide distribution via Phonogram, and to have closer liaison with U.S. representatives of artists handled by the company abroad.

Stiff Records is phasing down its operation in the U.S., going from an independently distributed label to a production company. Bruce Kirkland, head of Stiff in the U.S., says the move is more a philosophical decision by Stiff founder Dave Robinson in Britain than a financial necessity. He says all of Stiff's financial liabilities in the U.S. will be met. Stiff's office will also be kept open, though with a reduced staff. Currently Stiff is distributing a Yello EP, and has albums by Lene Lovich and Girlschool coming out on Epic and PolyGram.

Edited by SAM SUTHERLAND



30 years ago this week: Radio transcription services were beset with music publisher, union and program packaging complications... Harry Fox sued Chicago distributor/label boss Jimmy Martin and Phil and Leonard Chess in separate Chicago suits charging non-payment of royalties.... RCA Victor's ad chief Ben Rosner appointed assistant to Bill Alexander, sales promotion chief.

sales promotion chief. 20 years ago this week: With his pact with Lou Chudd's Imperial label about to end, Ricky Nelson was flooded with offers. ... KBOX Dallas DJ Ken Dow was confronted by an armed man who forced him to play a record by the intruder's son... Industry executive Jim Conkling helming the Mormon church's global short wave broadcasting project. ... Hill & Range Music acquired Progressive Music, Atlantic Records' BMI wing, for a reported \$500,000. ... Harry Snodgrass replaced George Miller as chief of the Music Operators Of America.

10 years ago this week: Creedence Clearwater Revival ceased to record as a group, with John Fogerty, Doug Clifford and Stu Cook continuing as singles on Fantasy Records.... After years as Bartell Broadcasting national program boss, George Wilson moved from Milwaukee to Gotham City.... Former Louisiana governor Jimmie Davis was named to the Country Music Hall Of Fame.... 3M's Dan Denham replaced Bell & Howell's George Simkowski as president of ITA.

NARM Begins Search For New Executive VP

• Continued from page 3

tive sector was suggested by Lieberman, who declined to speculate on the possibility of readjustments in present artists' contracts bringing about lower prices. He expressed his hope for creative input at NARM's 1983 convention.

Industryites must stress the positive, Lieberman asserted. The present record/tape customer has been weaned on buys, and because he steadfastly visualizes music as a \$5 and \$6 purchase, the record industry must help him fight inflation. "The \$3.99 classical warhorse line indicates the need for value packs," Lieberman said, citing the new surge of double album cassette packages as another strong customer lure.

Legislation providing for royalties on home taping is not enough, Lieberman stated, calling for governmental intervention in the renting of records.

He also urged the industry to look at music-oriented television programming as a partner rather than an adversary: "We must support MTV and hope for imitators."

He singled out soundtracks like "E.T." and "An Officer And A Gentleman" as greatly aiding business, suggesting films need not compete outright for entertainment dollars, when such ancillary tie-ins can be nurtured.

Too many industry marketing veterans grew up on the street and have never developed the expertise of executives at companies like Pillsbury and General Mills, Lieberman noted. "Perhaps we must bring in professionals. We are much like the 42-year-old cheerleader. At 18, she was a beautiful, curvacious blonde. At 42, we need a change."

NARM must investigate customers, Lieberman urged, indicating it may be more important today to know what they don't want to buy than what they do. NARM research "must become target marketing," with studies breaking down regionally.

Lieberman touched further on the importance of bringing the artist into the business end. "It's a no man's land to a creative person," he said, noting that an undesirable album cover, unacceptable to 40% to 50% of mass merchandise customers, can cripple sales.

Conference chairman Jim Lara of Largo Music then introduced rackjobbers advisory committee chairman Eric Paulson, Pickwick Racks senior vice president and general manager, who pictured the June, 1982 preconference rack meeting as a solid foundation for the Scottsdale agenda.

The rackjobber advisory committee earlier this year studied "the death of the LP," open cassette display and "the great God of radio," coming up with strategic approaches on how to handle these thorny issues.

Records and tapes were lauded as "inexpensive satisfaction" by keynoter Malcolm L. Sherman, Zayre Corp.'s executive vice president. In the continuing home entertainment explosion, Sherman termed recorded product "inexpensive psychic reward." Recorded product fits

www.americanradiohistorv.cor

in well, too, with a home entertainment mobility trend, Sherman pointed out. Fifty-five percent of all cars are equipped with tape players, and Walkman-type units are becoming more and more commonplace, he said.

Sherman praised CBS' Paul Smith, who is showing a new cassette packaging concept to discourage pilferage and enable better displays. He also said he liked the new CBS one-sided single.

Sherman, whose 266 Zayre stores east of the Mississippi stock records and tapes, said, "We are totally dependent on rackjobbers. Therefore, better sales information is required for improved replenishment.

"Your promotions are good at Christmas and when the kids are out of school, which are our best times. But they are not enough. We need you to develop coupons, rebates and other such programs. We are a \$70 billion industry."

billion industry." Digital sound and the Compact Disc offer tremendous potential, Sherman said. Proper and efficient record returns must be faced and solved. One standard for all labels on returns is necessary, Sherman felt. More broad interest product such as exercise albums and "Hooked On Classics" are required by mass merchandisers.

Michael Reingold and Anna Ungar of Humphrey Browning MacDouglas, the Boston agency directing the "Gift Of Music" marketing strategy, reprised details provided at the recent NARM retailers conference (Billboard, Oct. 23).

Ungar emphasized the urgency for "new era customer" research, which would newly define the mass merchandiser's consumer. Because of the increasing money pinch, not only is that customer more price conscious but he is more carefully measuring and evaluating his purchases, she asserted. Consequently, the record industry must pitch him more efficiently not only in advertising but in point of purchase materials, and even in the location of record/ tape department within a store. JOHN SIPPEL



LONG AFTER DARK



THE SINGLE YOU GOTLUCK YBSR 52144 THE ALBUM LONG AFTER DARKBSR 5360

> PRODUCED BY TOM PETTY & JIMMAT IOYINE

ENGINEERED BY SHELLY YAKUS MANAGEMENT: TONY DIMITRIADES & ELLIOT ROBERTS FOR LOOKOUT MANAGEMENT



SPECIALLY-PRICED Live Two-Record Set FROM THE 1982 WORLD TOUR

Absolutely Live



A Surprise In Every Package.

<u>Absolutely Live</u> is the specially-priced double album from Rod's 1982 World Tour. Every package contains live versions of Rod Stewart classics—along with a surprise. "Guess I'll Always Love You" 7-29874, the first single, and "The Great Pretender" have never before been recorded by Rod.

They make Absolutely Live the essential Rod Stewart.

Produced by Rod Stewart. On Warner Brothers Records and Tapes. (1-23743) ©1982 WEA Records B.V. All rights in the U.S. controlled by Warner Bros. Records Inc.

