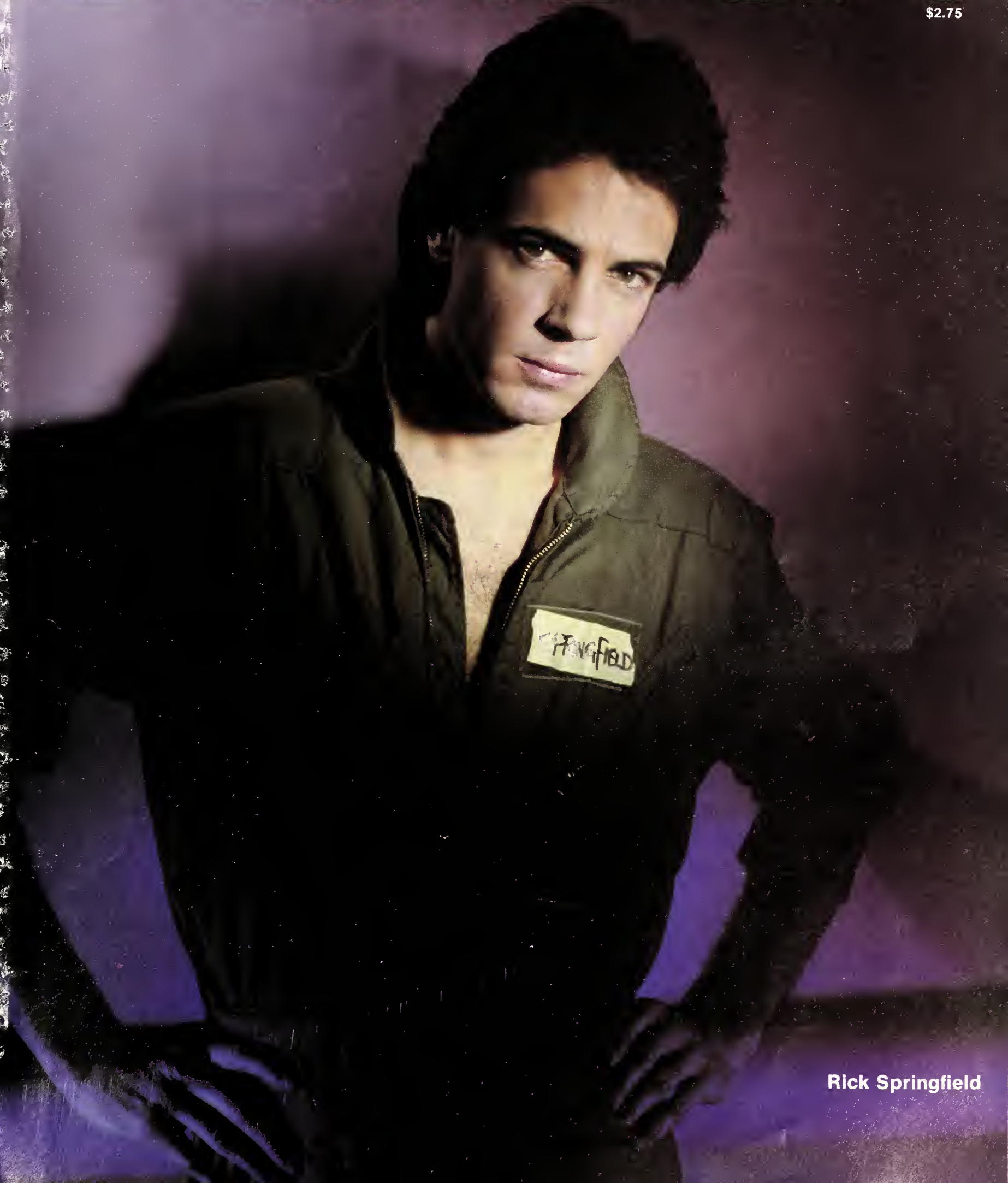


CASHBOX

March 20, 1982

NEWSPAPER

\$2.75



Rick Springfield

NAMED BY FORTUNE MAGAZINE AS A PRODUCT OF THE YEAR— MTV: MUSIC TELEVISION

Of the countless products and services introduced in 1981, FORTUNE magazine chose just 10 that deserved special attention. And one of them was MTV: Music Television. MTV was singled out for providing a unique and innovative contribution to the American marketplace.

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CASH BOX

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EDITORIAL Sneak Preview

In this time of economic hardship, perhaps a lesson can be drawn from the independent retailers — the mom-and-pop stores that represent what may be the industry's closest contact with the mass of consumers. As money gets tighter and tighter and sales refuse to improve, many of the mom-and-pops have had to adjust their outlook on the industry to stay afloat.

Mom-and-pop stores may be an indication of what things will be like for all in the not-too-distant future. Unable or unwilling to tie up massive amounts of cash in inventory, mom-and-pops have responded with extremely selective buying patterns — moving away from all but the most popular product in manageable quantities. Iffy items, such as 8-tracks, are being dropped altogether by some.

In addition, the mom-and-pops have made a con-


scious effort to add new product and accessory lines. While the emphasis is still on pre-recorded music, there is also a strong commitment to experimenting with other leisure-related products. Without the major resources of corporate or chain headquarters to provide a cushion, the mom-and-pops have had to make do with imagination, innovative marketing and the determination that comes with owning the business.

Thus, the industry would do well to study how the mom-and-pops fare in this restrictive economic climate. As the smallest, least-capitalized operations, mom-and-pops are already looking at business the way it might be for the bigger companies in the near future. It would be wise to take some lessons from this "sneak preview" before the reality descends upon us all.

NEWS HIGHLIGHTS

- Cash-starved mom-and-pop stores keep close eye on purchases (page 5).
- Stations generally favor FCC decision on AM Stereo (page 5).
- WEA raises wholesale price for midlines (page 6).
- "Did It In A Minute" by Daryl Hall & John Oates and Orchestral Manoeuvres In The Dark's "Souvenir" (new and developing act) are the top **Cash Box** Singles Picks (page 9).
- "Success Hasn't Spoiled Me Yet" by Rick Springfield and Kim Wilde's "Wilde" (new and developing artist) are the top **Cash Box** Album Picks (page 10).

TOP POP DEBUTS		
SINGLES	54	DID IT IN A MINUTE — Daryl Hall & John Oates — RCA
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POP SINGLE		POP ALBUM
I LOVE ROCK 'N' ROLL Joan Jett & The Blackhearts Boardwalk		BEAUTY AND THE BEAT The Go-Go's I.R.S./A&M
B/C SINGLE		B/C ALBUM
THAT GIRL Stevie Wonder Tamla/Motown		SKYYLINE Skyy Salsoul/RCA
COUNTRY SINGLE		COUNTRY ALBUM
BOBBIE SUE Oak Ridge Boys MCA		FEELS SO RIGHT Alabama RCA
JAZZ		GOSPEL
THE GEORGE BENSON COLLECTION Warner Bros.		WHEN ALL GOD'S CHILDREN GET TOGETHER Rev. Keith Pringle Savoy

Joan Jett

CASH BOX NEWS



NOT LOST ANYMORE — After a long search, Capitol Records finally signed pop group Missing Persons to a recording contract. Pictured in the **back row** following the signing are (l-r): Bruce Wendell, vice president, promotion, Capitol; Rupert Perry, vice president, A&R; Helmut Fest, vice president, international, Capitol Records Group; Steve Brookes, manager, Missing Persons; Dale Bozzio of the group; Ken Scott, producer, Missing Persons; Terry Bozzio and Warren Cucurullo of the group; Mark Berger, director, business affairs, Capitol; and Bob Young, vice president, Capitol. Pictured in the **front row** are (l-r): Dennis White, vice president, marketing, Capitol; Nikki Randall, director, music research, Capitol; and Bruce Ravid, talent acquisition manager, West Coast, Capitol.

Stations Generally Support FCC's Marketplace Decision For AM Stereo

by Larry Riggs

NEW YORK — In the wake of the Federal Communications Commission (FCC) decision to allow market forces to determine the standard system for AM stereo broadcasting, a **Cash Box** survey of major market AM music outlets revealed general endorsement of the FCC's six-to-one ruling and optimism about AM stereo's promotional value before AM stereo receivers become widely marketed.

Timmer Replaces Kinkele As Int'l PolyGram Head

LOS ANGELES — Jan O. Timmer was recently named to the position of executive vice president of operations for the worldwide PolyGram Group, replacing Kurt Kinkele, who will retire June 30 when he becomes 60 years old. Kinkele, in the meantime, will assume an at-large position in the corporation, committing his efforts on special assignments within the PolyGram Group.

In his new position, Timmer will be responsible for the activities of the PolyGram Record Operations division, PolyGram Publishing division and PolyGram Home Video. He will be based in Hamburg, Germany, which, along with Baarn in The Netherlands, is the headquarters of the worldwide PolyGram Group.

Timmer, a member of the PolyGram Group management team since his ap-

(continued on page 14)



Jan Timmer

The survey, however, found mixed opinions of AM stereo's ability to save musical programming on the band and confusion over how a uniform system will emerge without FCC intervention. Manufacturers of AM stereo broadcasting equipment were pleased with the Commission's decision, and each felt his system will become the industry standard.

One strong advocate of the FCC decision is Dom Fioravanti, vice president and general manager at Top 40 outlet WNBC-AM/New York. "It's a wonderful opportunity to provide AM reception parity with the FM band," he said. "It guarantees the future of AM, and it will help us grow." He also predicted that AM stereo broadcasters will have advantages over their FM counterparts. "AM signals are generally stronger, and you don't have the same multi-path problems with AM broadcasting," he said.

Parity With FM

Another broadcaster enthusiastic about

(continued on page 20)

New, Catalog LPs In WEA Stocking Program

by Michael Martinez

LOS ANGELES — Joining other major branch distributors that are shifting the emphasis of their dealer stocking programs to reflect a greater commitment to catalog, WEA Corp. last week unveiled a new discount and dating plan titled Inventory Management Program. As an added feature, WEA also announced that all new releases in the selected product lines will be eligible for the same discount and dating.

The WEA plan allows for discounts ranging from 5-15% and up to 60 days additional credit billing, which is aimed at encouraging dealers to order, on a once per month basis, WEA-distributed gospel, classical and jazz titles.

According to WEA, all new and catalog titles — including frontline and \$5.98 list albums — on the Light, Elektra/Musician, ECM and Nonesuch labels will be part of the program. Also included is a large number of titles from Atlantic's jazz catalog.

Wide Range Of Music

The WEA program differs from similar programs bowed by RCA and CBS in regards to the period dealers may order the product and the range of music featured in the stocking programs.

Notification of the program went out from the eight WEA branch managers to accounts March 5. Participation in the program is limited to those dealers with account balances.

Noting that the WEA program focuses

Cash-Strapped Mom & Pops Looking For New Directions

by Jim Bessman

NEW YORK — Due to the high cost of borrowing money, mom-and-pop retailers are growing increasingly hard-nosed in their record buying habits, and are adapting to the tough times by refocusing their stock, according to a **Cash Box** survey. Used records have emerged as an important profit item, and sidelines like ticket operations, boutique items and other non-music services and lines have developed as ways of compensating for reduced record sales.

Willie Bembry, owner of Soul To Soul Records Boutique in Miami, typified independent retailers across the country who have had to cut back their orders on non-hit product and new artist releases. Where once he bought in quantity every two weeks, Bembry's now buying only the necessary titles every couple of days to keep a steady but small stock. "I can't have my money sitting on the shelves," said Bembry.

At Lieberman Enterprises' Dallas office, one-stop manager David Nichols has witnessed buying habits similar to Bembry's. "Mom-and-pops are cutting back on quantity buys but re-ordering more often," he said. "They are not going out on a limb with new product unless they get specific requests at the store."

In New York, Richard Taylor, president of Moonshine Records, has had to reduce his orders by 10-15%. Although he is big on catalog, he doesn't hold many pieces. "We stock onesies, twosies," he said, "because you can't get hurt on single LPs. But we don't carry whole lines unless it's the Stones or other regular movers." In Cudahy, Wisc., Jerry Homa, who owns Breakwater Records, is also shying away from what he termed "junk things, no-names, and unfamiliar product."

More Thorough Research

Mom-and-pops like Sunshine Records in the Denver suburb of Aurora are striving to save money by gaining greater understanding of their markets. "We're trying

to pick hits better than the trades," said Fred Ladd, manager at Sunshine. "We want to become the first store to get new hit product, and to achieve this we're dealing with 20-30 of the best DJs in town to find out what is hot. We also keep customer card files to keep tabs on what each person likes and what's still selling."

At Manhattan's Sound Of Hits, salesman Bob Moss credits his store's versatility as the main reason for its survival. "We're not a mom-and-pop in the sense of being limited," he explained. "We keep abreast of everything: dance music, imports, whatever is hot. A lot of disco DJs come in to buy imports and 12-inchers. We also cater to the area and provide personal service. We make you feel comfortable, hold records and keep customer lists. The big chains don't do that."

Oldies Attract Teens

Paul Stewart, owner of Byhoff Brothers Records in Queens, has found that his selection of oldies 45s has become a strong magnet for younger customers. "Kids are starting to hear oldies for the first time on some of the MOR stations. They like them and are coming in to buy them."

At the same time, Stewart laments the fact that new singles, which have jumped 20 cents in price to \$1.69 in the last six months (with some labels at \$1.99), have lost their desirability. And as for albums, "Of the 21 titles I keep in my front display rack, there is no major title that has been released after last Christmas. Nothing new in Stevie Wonder was supposed to be out last November. I'm beginning to wonder if there is a Stevie Wonder."

But Sy Lerner, owner of Serenade Records in the Hollis section of Queens, finds plenty of good product on his racks. "Things have been very good most of the year," he reported. "There's no one thing controlling the business, but I can name 30 numbers that turn over every week."

(continued on page 14)

attention on the catalog fill problem many dealers have, WEA president Henry Droz said, "This program offers all eligible accounts the opportunity to purchase selected product at a favorable discount and extended credit terms once a month.

"Second only to convenience, the reason

consumers choose a store to purchase pre-recorded music, according to our latest WCI Market Research findings, is the selection of music offered by the store," Droz added.

The WEA chief continued that, "Catalog

(continued on page 18)



EVERY WHICH WAY — Wendy Waldman recently signed an exclusive recording contract with Epic Records. Her debut LP for the label, "Which Way To Main Street," is slated for release in mid-March. Pictured **seated** after the signing are: Myron Roth, senior vice president/general manager, West Coast operations, CBS Records; Robin Gee, Waldman's manager; Peter Paterno, Waldman's attorney; Waldman; Gregg Geller, vice president, national A&R, Epic; and Don Dempsey, senior vice president/general manager, Epic/Portrait/CBS Associated Labels (E/P/A). Pictured **standing** are (l-r): Zack Horowitz, director, business affairs, West Coast, CBS Records; Larry Douglas, vice president, marketing, West Coast, E/P/A; Frank Rand, vice president, A&R, West Coast, Epic; and Larry Hamby, director, A&R, West Coast, Epic.

WEA Hikes Midline LP Price

by Michael Martinez

LOS ANGELES — The base price on \$5.98 and \$6.98 product released by WEA Corp. was increased about 5.5% recently in a move WEA president Henry Droz said would "reflect customer cost levels that are now proportionate to corresponding \$8.98 levels."

The pricing change is to become effective April 26, according to a letter sent to WEA accounts by its eight regional branch managers. The letter said that returns authorizations issued after April 26 will be credited at the new prices.

The price hikes also cover 55 new selections WEA has added to its \$5.98 midline. The titles added to the midline were subject to the new returns authorization at the \$5.98 rate March 8, but would not become available as midlines until April 26 when the new price hikes take effect.

According to retail sources, which expressed concern over the increase of WEA

Compromise Seen For California Paraphernalia Bill

by Jeffrey Ressler

LOS ANGELES — A controversial bill that would curb the sales of head shop paraphernalia in California record stores and other outlets seemingly stalled in the Assembly's Criminal Justice Committee, earned a new lease on life last week when Assemblyman Lawrence Kapiloff (D-San Diego) indicated during a hearing that he might support the bill if certain amendments were made. The author of the bill, Sen. Newton Russell (R-Glendale) feels that Kapiloff's support would secure the all-important eighth vote needed to win approval from the 14-member committee.

The bill, supported by various parents' groups and law enforcement agencies, generally prohibits the sale and manufacture of devices deemed to be used for ingesting illegal drugs. Several opponents of the measure as it now stands, including Kapiloff, believe that the definitions of paraphernalia are too vague and include products such as pipes that may be used for other than illicit purposes. Supporters of the bill have agreed to specify which items should be banned, with evidence showing how each product is utilized merely for in-taking drugs.

"I'd like us to agree on a bill which would cover paraphernalia used exclusively by the drug culture, but I don't like the idea of outlawing a spoon just because it may be used to snort cocaine," Kapiloff told **Cash**

(continued on page 16)



MCA EXECS ROLL OUT SUPPORT — MCA Records and MCA Distributing Corp. executives recently donned roller skates to launch a major "roll out" in support of the new Point Blank LP, "On A Roll," which contains the single, "Let Her Go." Pictured rolling out with the group's LP are (l-r): Sam Passamano, Jr., director of marketing; John Burns, vice president, branch distribution; Bob Siner, president, MCA Records; Vince Cosgrave, vice president, marketing; Al Bergamo, president, MCA Distributing; Lorine Mendell, director trade relations and special projects; Joan Bullard, vice president, press and artist development; Arnold Stone, vice president, administration; and Sam Passamano, Sr., vice president, distributing. During five listening parties to be held in Philadelphia, Chicago, Los Angeles, Dallas and Atlanta, March 22-23, the execs and the band will present press, radio and retail members with the LP.

midline product, the base price on the \$5.98 product before volume discount has jumped from \$3.43 to \$3.62, placing the cost of WEA midline product an average of 20 cents higher than other midline costs.

Droz said that WEA now saw a need to raise the price of such product in order to maintain marketing support at the retail level for such product.

But retailers contacted by **Cash Box** said the WEA midline increase would shrink dealer profit margins on such product, with most of the dealers saying they would resist variable pricing on midline product.

"It's an unfortunate increase for the retailer who will have to absorb the price hike," said Ken Dobin, buyer at the 17-store Waxie Maxie chain based in Washington D.C., "The increase will reduce everyone's margin, bringing everyone's profit on WEA midlines much tighter."

Dobin noted that midlines have generally been the strongest selling catalog items and that consumers have consistently found such product a value.

The Waxie Maxie buyer said that the chain "would resist varied pricing on midlines despite the increase because we find that kind of pricing causes confusion among consumers and employees."

Drop In The Bucket

Also denying the possibility of variable midline pricing at his stores, Ben Karol, head of the New York City-based King Karol stores, said, "There are so many midlines, WEA is only a drop in the bucket."

"We've got about 10,000 midline titles to choose from, coming from all major labels and even some small new ones," Karol added, "If WEA overprices their midline product by 20-25 cents, then the market-

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Shapiro Named VP/GM For CBS Songs Int'l

NEW YORK — Harvey Shapiro has been named vice president and general manager of CBS Songs International. He will report to Michael Stewart, president of CBS Songs.

Shapiro will be based in New York and will oversee the international activities of CBS Songs. In addition, he will direct the division's offices in the U.K., Australia and Canada as well as regional offices in Europe and Latin America.

Shapiro joined CBS in 1972 and worked in various financial and administrative posts. In 1977, he rose to director, music publishing operations, CBS Records International. In 1979, he was named vice president of CBS Songs International.



GRAMMY FOLLOW-UP — Qwest recording artist James Ingram, who was nominated in three Grammy categories and won for Best R&B Performance, Male, recently taped a segment of *Solid Gold*. Ingram (l) performed with *Solid Gold* co-host Marilyn McCoo.



Life for pop top dog Rick Springfield, it seems, has been all bones and biscuits lately.

First, he lands the choice part of hearthrob Dr. Noah Drake on the top-rated daytime drama *General Hospital*. An unbroken string of hit singles commences soon after, as "Jessie's Girl" hits #1, while both "I've Done Everything For You" and "Love Is Alright Tonite" follow into the Top 10. His RCA album, "Working Class Dog," goes platinum. The few concerts he is able to give sell out immediately, and his on-stage appearances create the type of hysteria among his young female fans rarely seen since The Beatles. He is nominated for numerous awards and wins a Grammy for best rock vocal performance, male ("Jessie's Girl").

If that wasn't enough, "Don't Talk To Strangers," the first single from his newly released RCA LP, "Success Hasn't Spoiled Me Yet," is already #25 bullet . . . after just three weeks.

What many people aren't aware of is the fact that this incredibly youthful-looking 33-year-old, up until a year-and-a-half ago, had the kind of bad career breaks you wouldn't wish upon, well, a dog. Born in Sydney, Australia, the son of a career soldier, Springfield grew up as an Army brat on bases Down Under and in England, turning to music as a friend. Shortly after taking up guitar and piano in his mid-teens, he formed his first band, The Jordy Boys (named after Jordanville, a rough 'n' tumble Melbourne suburb). He also played in a show band called Rock House, playing for the troops in Vietnam.

He first tasted success in a band called The Zoot, which had a strong Aussie following. The band soon split, however, and Springfield embarked upon a solo career, achieving his first hit soon after with "Speak To The Sky," which went #1 in Oz, Top 10 in many international territories and, eventually, Top 15 here (as a remake of the "Beginnings" LP).

His budding career was soon nipped in the bud, however. First there were visa problems, keeping him out of the U.S. for two years, and then there was his image. His boyish good looks had made him an instant teen idol, but did little for his credibility with many older rock record buyers.

Not many artists get a second crack at fame . . . and make it. But even Springfield will tell you he's one lucky dog.

Holmes a'Court Ups ACC Bid To \$94.6 Million

by Paul Bridge

LONDON — In the latest installment of the continuing fight for control of the Associated Communications Corp. (ACC), Australian businessman Robert Holmes a'Court turned on the heat with a bid of \$94.6 million for the ailing British entertainment conglomerate. Holmes a'Court's move came on the heels of protests that he violated London Stock Exchange rules by belatedly reporting the purchase of common stock worth nearly \$1 million through TVW Enterprises, a subsidiary of his Bell Group of Companies.

The Takeover Panel, a regulatory body that monitors share transfers and takeover bids, called Holmes a'Court to task early last week when it was discovered that TVW had purchased a block of ACC common stock without reporting it as related to the battle over the troubled conglomerate. The panel relented when Holmes a'Court submitted his revised bid.

Holmes a'Court's latest move to gain control of the ACC followed the ruling last week by a British appeals court that the Jan. 13 decision of the ACC board of directors to accept his initial bid of \$65.9 million instead of a bid of \$85.1 million submitted by British businessman Gerald Ronson, head of the Heron Group of Companies, was not binding since it was not in the best interests of the ACC shareholders. On Jan. 13, Holmes a'Court succeeded Sir Lew Grade as chairman of the board and chief executive of the ACC after the board accepted in principal his initial bid. Following the agreement, Lord Grade stepped down, but was given an annual salary of over \$300,000, and managing director Jack Gill was given over \$1 million as part of his "redundancy" (severance) payment.

Holmes a'Court now owns 51% of the non-voting shares of the ACC. His original bid of \$65.9 million included takeover of the shares held by the ACC board, members of which control approximately 60% of the voting stock.

Committee Formed

In light of the difficulties that have arisen in the attempt to sell ACC, the board of directors also established a special four-man committee last week to review all takeover bids. Lord Matthews will chair the committee, which will also include Leo Pliatzky, Ellis Birk and Tony Lewis.

Holmes a'Court's latest offer now puts the pressure on Ronson, who was viewed as the main benefactor of the appeals court ruling last week (**Cash Box**, March 13). Ronson has indicated in the past that he will vigorously pursue acquisition of the ACC, but has also stated that he is not prepared to run the conglomerate if Holmes a'Court retains control of his 51% of the common stock.

"I don't believe that Mr. Holmes a'Court

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CBS Records International
presents
The Crystal Globe Award
For Over 5 Million Albums
Sold Outside The USA
to
Meat Loaf

NEW FACES TO WATCH

Aurra, whose name is derived from the word "aura" meaning a subtle sensory stimulus, subsists of five talented and spirited musicians forming its central core — lead vocalists Curt Jones and Starleana Young, producer Steve Washington, writer/arranger/manager Jennifer Ivory and pianist/sax man Thomas Lockett. Together this band of energetic, sensual performers create soul-stirring yet jubilant music, tinged with overtones of R&B, dance-oriented rock and even a bit of MOR balladeering.

The group, currently enjoying the success of its latest album, "A Little Love," has had two previous long-playing releases — a self-titled debut disc and last year's "Send Your Love" — but its origins go back almost a decade.

Eight years ago, producer Washington was touring as a trumpet player with one of the country's top groups of the time, The Ohio Players. The following year, at the tender age of 16, the horn player and high school friend Lockett formed a group called Slave, which successfully spawned a gold album and a single for the young residents of Linden, a small town in New Jersey. Washington produced five LPs for the group, gathering accolades and some additional gold status.

In 1977, the musical prodigy decided to tackle a little more work and, in addition to offering major assistance to Slave, assembled Aurra along with the aid of other singers and composers from around the Jersey area. As the group became more and more popular, it began touring with some of the best-known names in R&B. 1981 saw the group travel with the Isley Brothers, Chaka Khan, Maze, The Reddings and The Sugar Hill Gang in support of "Send Your Love." In addition, the band is gaining recognition through several television appearances, including a taping of *Soul Train* and a guest spot on a San Francisco cable show entitled *Soul Beat*.

"We're a lot different from other groups when it comes to our stage performances," says Curt Jones, whose vocals with Starleana Young serve as the focal point of the act. "Our material is kept at an extremely high-energy level, and we're into all types of music: rock, slow ballads, laid back soft sounds, and once in a while, you can even detect some country tones. We like the show to go in all directions, yet keep positive thoughts flowing all the time."

Jones, who says he hopes to work with Stevie Wonder, the Jacksons, and the Doobie Brothers in the future, comes from a long line of musically inclined relatives. His grandfather, Hershell Davenport, was a big band leader in the years following World War II, and his aunts recorded songs



Aurra

during the early days of Motown as The Davenport Sisters.

Young also hails from a family that gave her a love for music. While still a youngster in White Sulphur Springs, W.Va., Young sang hymns in her church choir and followed the success of her three brothers who performed professionally as Young & Co. "More than anyone else," said Young, "My mother inspired me to become a singer. I also grew up listening to spiritual and country music on the radio when I was young, and that had a definite impact on my life."

Bulleting up the B/C charts with "A Little Love," Aurra would like to achieve crossover status for its music, searching for a more "broad-based appeal that would hopefully earn us worldwide acceptance." Upcoming ventures into the areas of pop, religious-oriented songs and fund-rock will hopefully allow the quintet to reach out to a larger, more diverse audience.

"We run Aurra as a self-contained unit," said Jones. "And because we've all known each other for more than just a few years, we've developed into a kind of family. Most of us have played the Jersey club circuit and have been friends since 1976. On stage, we try to combine the right amounts of polish with feeling, and it works out fine. Depending on where we play, we have different types of communication with our listeners. I prefer large halls, because there you get a really intense energy level. On the other hand, small clubs are nice too, because then you get an intimacy, a closeness with the audience that is sometimes easier to respond to."

Producing happy, heartwarming songs with original lyrics rhapsodizing romantic relationships, Aurra should continue making waves in the expansive sea of modern black contemporary compositions.

SONGWRITERS PROFILE

Panzer/Dorff: Writing Ballads With Special Kind Of Appeal

by Jeffrey Ressler

LOS ANGELES — Although their songwriting collaboration began just about a year-and-a-half ago, lyricist Marty Panzer and composer Steve Dorff have already triumphed with a respectable assortment of tunes recorded by some top-selling artists. The Panzer/Dorff pairing, known for sensitive portrayals of human relationships, is responsible for Kenny Rogers' latest hit, "Through the Years"; "I Want a Son," recorded by Rogers for a new LP due out this spring; "Learning to Live Without You," to be included on Julio Iglesias' initial English-speaking album; and "Before I Even Knew Your Name," a track from the new Motown outing by Bettye Lavette.

The two men not only work quickly together, they also manage to produce soul-stirring product that has crossover potential reaching pop and country audiences. "There's a special kind of chemistry between Marty and myself," admitted the blonde-haired, laid-back Dorff. "We got to be good friends despite the fact that we have totally different lifestyles." Panzer agrees that the difference in their personalities is a major factor in their accomplishments to date. "We come from dissimilar backgrounds, and so far that's been a positive instead of a negative force in our songs. Steve is a little bit of a country man, while I'm a little rock 'n' roll."

Friend Of Manilow

Introduced to each other by representatives from Broadcast Music Inc. (BMI) in late 1980, Dorff and Panzer had enjoyed success on their own before pooling their talents in the songstyling arena. Both originally from New York and now transplanted in Los Angeles, the two have been crafting ballads nearly all of their adult lives.

As a teenager, Marty Panzer loved music, but didn't really consider getting seriously involved with it as a livelihood. All of that changed in high school, however, when he began penning ditties along with close buddy Barry Manilow. "Since my best friend was a musician, we started piddling around with songs," reminisced Panzer. "We did special material for acts, then some jingles, and lo and behold, one day came out with a real, complete song together! The more I wrote, the more I enjoyed it, but I did it primarily as a function of our friendship. I got into writing because of Barry; if he had become a pitcher on a baseball team, I'd have become the catcher." With Manilow, Panzer wrote the words for over 20 songs that made the whole world sing, including "Even Now,"



Marty Panzer, Steve Dorff

"This One's For You," "It's a Miracle" and "All The Time."

Panzer, whose alliance with pop "permanent wave" singer Manilow had been his greatest accomplishment in the songwriting field before he scored with "Through the Years," is enthusiastic about his partnership with Dorff. "It's only been during the last 2½ years that I've been writing with anyone other than Barry. That's because it's been hard to find collaborations that were as satisfying to me since I was spoiled by writing with my best friend. Steve is as satisfying, though. After the people at BMI suggested we meet up, Steve and I had lunch together. Right after we ate, we decided to write a few numbers. Since we began working, we've never had to change a word or a note in anything we've started. I give him a complete lyric, and he goes ahead and sets down the finished melody."

Admiring lyricists as diverse as Cynthia Weill, Bob Dylan and Yip Harburg, Panzer strives to create odes that have the right mixture of gut level soul and originality. "Once I have a novel idea, the song is pretty much written," he said. "I try to relate something that hasn't been said 10,000 times already. And one of the reasons I enjoy working with Steve is because he gets a tenderness in the melody that's very important to me. We're trying to be touching and affecting, and I'm constantly amazed how moving Steve's melodies are."

Coming up with the lyric to Rogers' "Through the Years" was definitely a challenge for Panzer, who always seeks to say something unique. "The most difficult part of songwriting for me is to come up with a new concept, as in the Rogers' song, which is about commitment and longevity. I couldn't think of very many songs that talked about relationships lasting over a period of time and a positive statement about making love a long-term thing.

(continued on page 34)

Warner Bros. Set To Distribute Slash

LOS ANGELES — Warner Bros. Records and Slash Records recently entered a pact calling for selected Slash product to be distributed worldwide through Warner Bros., it was revealed in a joint announcement from Mo Ostin, Warner Bros. president and board chairman, and Bob Biggs, president

of Slash.

The record company chiefs, along with Vision Management's Shelly Heber, additionally announced the exclusive, long-term signing of The Blasters to Warner Bros. via Slash. The pact permits Warner Bros. to commence distribution of the group's self-titled debut Slash LP immediately. The album contains the first single to be distributed by Warner Bros. "I'm Shakin'."

Commenting on the new pacts, Ostin said, "One of the genuine pleasures of this industry is in forming working relationships with such vital and imaginative grassroots companies as Slash Records. We are looking forward to our association with Slash and, needless to say, are delighted to welcome to the label a band as prodigiously talented as The Blasters."

Norm Winter PR Moves

LOS ANGELES — Norm Winter Assoc. Public Relations has moved its offices to 1600 Sunset Plaza Dr., Los Angeles, Calif. 90069. The new telephone number is (213) 659-6636.

Fournier Named VP, Marketing, At SMN

LOS ANGELES — Ken Fournier was last week promoted to the position of vice president of marketing at Satellite Music Network (SMN). In his new position, Fournier will be in charge of all marketing and promotional services for SMN.

Fournier joined SMN as a programming and management consultant. Prior to joining SMN, he worked with TM Companies of Dallas as an advertising and promotion manager. While at TM, Fournier received two Clio Finalist Awards in 1981 for national promotions and special packaging.

"Satellite Music Network gives radio a superior product at a very affordable price, and I'm excited to be a part of this pioneering team," said Fournier of his position.



PARACHUTING HOME — Industry veterans Bud Dain and Eddie DeJoy are currently in the studio with Parachute, one of the top-selling bands in Japan, recording a new LP for Canyon Records. Dain and DeJoy will control the rights outside of Japan. Pictured in Sound City Recording Studios are (l-r): Mike Dunn of the group; DeJoy; Pete Robinson, (seated), co-producer of the LP with Dain and DeJoy; Dain; Terry Shaddick and Jesse Barish, songwriters for the LP along with Parachute; and Jackson Schwartz (seated), engineer.

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

ORCHESTRAL MANOEUVRES IN THE DARK (Virgin/Epic 14-02766)

Souvenir (3:08) (Virgin Music, admin. in the U.S. by Chappell Music — ASCAP) (P. Humphreys, M. Cooper) (Producers: OMD, M. Howlett)

An insidiously catchy and melodic synthesizer glissando from OMD's "Architecture & Morality" LP, this electronic Brit-pop chart hit is the strongest U.S. bid yet for Andy McCluskey and Paul Humphreys. Good segue from "Chariots Of Fire."



JAMES ANDERSON (Kat Family ZS5 02806)

Can't Fake It (3:11) (JEN-LEE Music Co./Chappell Music Inc. — ASCAP) (J. Anderson, R. Bowers, B. Green) (Producers: P. Davis, P. Benton, E. Seay)

Anderson is a rock shouter who takes his vocal performance as seriously as he looks in this picture. He digs deep (you can actually hear him gulp for air) for a from-the-diaphragm performance on this pumping pop/rocker, which is as commercial as a Rick Springfield tune but gritty enough for AOR.



CHARLENE (Motown 1611MF)

I've Never Been To Me (3:47) (Stone Diamond Music Corp. — BMI) (R. Miller, K. Hirsch) (Producers: R. Miller, B. Gordy, D. Costa)

This 1976 tune is what you might call a "housewives hit." It's about the "paradise" of fantasy and the self-awareness of a mother and wife's reality, set to an MOR melody and Charlene's Olivia Newton-John-like vocal. As you might imagine, it's already eating up the pop and A/C charts after "re-discovery."



PAUL COLLINS BEAT (Columbia 18-02833)

On The Highway (3:55) (Grajonca Music — BMI) (P. Collins, S. Huff) (Producer: B. Botnick)

Fans of the '60s guitar sound will take delight in this road rally from Paul Collins and his Beat-niks. There are all sorts of psychedelic shards thrown off the fretboard here like so many pieces of broken glass on the asphalt, it's hard to separate the Hendrix references from the garage riffs. Fun AOR stuff.



BALANCE (Portrait 24-02926)

American Dream (3:20) (Daksel Music Cor. — BMI/Seldak Music Corp. — ASCAP) (B. Kulik, P. Castro, D. Katsaros, B. Levine) (Producers: Balance, T. Bongiovi)

Big American pop/rock in the heartland tradition of Styx, et al, this ambitious production from the group that scored with the more modest but equally slick "Breaking Away" is certainly an attention-grabber. A natural for AOR, as well as pop.



MEL BROOKS (WMOT AE7 1396)

It's Good To Be The King (Part 1) (3:42) (Bee Bee Music/Island Music — ASCAP) (M. Brooks, P. Wingfield) (Producer: P. Wingfield)

Funnyman Mel Brooks lays down a royal rap in character as King Louis XVI funking his way through the French Revolution (from "History Of The World, Part 1"). A chorus of cooing sirens backs Brooks on this collaboration with Pete ("18 With A Bullet") Wingfield. Also out as a 12-inch.



JOHNNY AND THE DISTRACTIONS (A&M 2399)

Complicated Now (2:53) (Tuff Boat Music/Sparkman Music) (J. Koonce, M. Spangler) (Producer: K. Kershbaum)

Johnny and the Distractions, led by muscular vocalist/guitarist/songwriter Johnny Koonce, hails from Portland, home of Quarterflash. Like that band, the Distractions play hooky, no frills rock as they amply demonstrate here with a barrage of slashing guitar riffs and flailing drum sticks.



THE TWEETS (Satrii/Mirus SA 1006)

Dance Little Bird (Birdle Song) (2:59) (September Music Corp. — ASCAP) (W. Thomas, F. Rendall) (Producer: H. Hadaway)

Believe it or not, a cover battle has developed here in the States over this #2 U.K. novelty hit — Polydor has released a version of the same song by Joey & The Little Birds but this is the real (ahem) thing. It's essentially a continental European melody played on what sounds like accordion with bird whistles in the background.



FEATURE PICKS

HITS OUT OF THE BOX

THE CHARLIE DANIELS BAND (Epic 14-02828)

Still In Saigon (3:50) (Dreana Music/Dan Daley Music — BMI) (D. Daley) (Producer: J. Boylan)

A rumbling drum beat and oriental dual guitars lead us into this thought provoking first person tale of a returned Vietnam vet who is mentally "still in Saigon." More rock than country, it should do well on the pop lists.

DONNIE IRIS (Carousel/MCA MCA-52031)

My Girl (3:59) (Bema Music Co./Ameb Music Co., a division of Sweet City Records, Inc. — ASCAP) (M. Avsec, D. Iris) (Producer: M. Avsec)

"Love Is Like A Rock" continues to garner steady AOR play while this Beatlesque cut from the "King Cool" LP should make a substantial pop impact. Sounds like John and Paul re-working "Lullabye Of Broadway."

DON McLEAN (Millennium JH-13106)

Jerusalem (3:45) (Benny Bird Co., Inc. — BMI) (D. McLean) (Producer: L. Butler)

The second single from the "Believers" LP is a pop/folk "message" tune with such lines as "Jerusalem is old/Jerusalem is new/Jerusalem can hold Moslem, Christian, Jew."

THE O'JAYS (Philadelphia Int'l ZS5 02834)

I Just Want To Satisfy (3:35) (Mighty Three Music — BMI) (K. Gamble, C. Womack, L. Womack) (Producers: K. Gamble, C. Womack)

Cecil and Linda Womack helped Kenny Gamble arrange as well as write (and, in Cecil's case, produce) this crisp mid-tempo dance tune. The old Philly soul sound is more in evidence here than on previous PIR outings and will undoubtedly satisfy B/C radio.

TIGHT FIT (Jive/Arista VS 103)

The Lion Sleeps Tonight (3:05) (Cromwell Music Ltd.) (Perretti, Creator, Weiss, Linda, Campbell) (Producer: T. Friese-Greene)

The Tokens and Robert John both had massive hits with this song, but the version here is closer in approach to a lesser known reworking by Brian Eno. Jungle percussion effects and synthesizer make this #1 U.K. hit different enough to catch again here.

WAYLON & WILLIE (RCA JK-13073)

Just To Satisfy You (2:50) (Irving Music/Parody Publishing — BMI) (W. Jennings, D. Bowman) (Producer: C. Moman)

Country's indestructible duo team up once again for a hard twangin' number from Waylon's "Black On Black" LP.

SHOTGUN (Montage 1214)

Ladies Choice (3:36) (Front Wheel Music/Funk Rock Music — BMI) (R. Moore, T. Steels, R. Sabastian, G. Ingram, L. Austin, E. Lattimore) (Producers: S. A. Love, W. Talbert)

Sadie Hawkins would definitely approve of the sentiment in this dance groove from the veteran act's debut for the Montage label. Sax breaks and a rhythm section blend of percussive keyboards, snapping snare and bass bottom make this a good dance floor, as well as turntable, offering.

HERBIE HANCOCK (Columbia 18-02824)

Lite Me Up (3:42) (Rod Songs — PRS/Almo Music Corp. — ASCAP) (R. Temperton) (Producer: H. Hancock)

Rock guitar blends with the funk on what stands to be one of Herbie's biggest yet. The Rod Temperton tune shakes, shimmies and moves with the same energy that is captured in his songs covered by Brothers Johnson, George Benson and Patty Austin.

ROSE ROYCE (Epic 14-02818)

Best Love (3:54) (May 12th Music, Inc./Warner Tamerlane Publishing Corp. — BMI) (R. Artis, R. Daniels) (Producer: N. J. Whitfield)

Rose Royce may no longer be on the Whitfield label but the group has retained Norman himself to produce this Epic debut, a Rufus-ized type of energetic dance workout.

CHERYL (Tahoe TA-101)

Stay The Night (2:56) (Wheen Music — ASCAP) (N. Dolph, M. Green) (Producer: G. Branson)

Some former members of Paul Revere and the Raiders back up local L.A. chanteuse Cheryl Osler on a Barbra Streisand-type ballad, with sax complement rounding out the full-blown production.

DARYL HALL & JOHN OATES (RCA JH-13065)

Did It In A Minute (3:37) (Fust Buzza Music/Hot-Cha Music Co./Six Continents Music Pub. Inc. — BMI) (D. Hall, S. Allen, J. Allen) (Producers: D. Hall, J. Oates)

THE BEATLES (Capitol 5100)

Movie Medley: Magical Mystery Tour, All You Need Is Love, You've Got To Hide Your Love Away, I Should Have Known Better, A Hard Day's Night, Ticket To Ride, Get Back* (3:56) (BMI) (J. Lennon, P. McCartney) (Producer: G. Martin, except* P. Spector)

ELTON JOHN (Geffen GEF 50049)

Empty Garden (Hey Hey Johnny) (3:59) (Big Pig Music Ltd. — BMI) (E. John, B. Taupin) (Producer: C. Thomas)

THE CARS (Elektra E-47433)

Since You're Gone (3:30) (Rick Ocask, admin. worldwide by Lido Music, Inc. — BMI) (R. Ocask) (Producer: R. T. Baker)

THE ROLLING STONES (Rolling Stones RS 21300)

Hang Fire (2:22) (Colgems-EMI Music Inc. — ASCAP) (Jagger, Richards) (Producers: The Glimmer Twins)

BARRY MANILOW (Arista AS 0675)

Let's Hang On (3:09) (Seasons Four Music Co./Saturday Music/Screen Gems-EMI Music — BMI) (B. Crewe, D. Randell, S. Linzer) (Producer: B. Manilow)

RAY PARKER JR. (Arista AS 0669)

The Other Woman (3:46) (Raydiola Music — ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)

SUCCESS HASN'T SPOILED ME YET — Rick Springfield — RCA AFL1-4125 — Producer: Keith Olsen — List 8.98 — Bar Coded

Hot on the heels of his Grammy win for Best Rock Vocal Performance, Male, Rick Springfield's second RCA LP is bound to zip up the charts with speeding bullets. Each track here has a hook-heavy persuasion and sharp, bouncy riffs that epitomize the meaning of the word "pop." Again, producer Keith Olsen elicits a clean, glossy feel from the youthful Top 40 maestro, with every song on this potent disc sounding like a potential hit single. "Calling All Girls," "Don't Talk To Strangers" and the "Jessie's Girl"-ish "I Get Excited" stand out as prime movers.



WINDOWS — The Charlie Daniels Band — Epic FE 37694 — Producer: John Boylan — List: None — Bar Coded

Well-known for speaking up about causes he believes in, Charlie Daniels leads off this outing with a powerful tribute to Vietnam vets called "Still in Saigon." It's absolutely spine-tingling. The kingfish of Dixie rock, Daniels began his rise to fame and glory with session work on Bob Dylan's country LPs, and here he continues to reach new heights with songs of love, good times, barroom brawls, political upheaval and life on the range. "Ragin' Cajun," and "Ain't No Ramblers Anymore" are both perfect for country programmers, while "Blowing Along With The Wind" is the cut for A/C and MOR stations.



CHRISTIANE F. — David Bowie — RCA ABL1-4239 — Producers: David Bowie, Tony Visconti and Harry Maslin — List: 8.98 — Bar Coded

Although David Bowie's appearance in the film *Christiane F.* is limited to a brief bit of concert footage, this album should provide a shot in the arm to those fans clamoring for more from the artist whose last year's "Scary Monsters" climbed the pop charts. The songs on this soundtrack LP have been available in studio versions, and the raw energy caught on wax peels away the veneer of the earlier mixes, revealing the true force of the European canon's bending sounds.



PLAYERS IN THE DARK — Dr. Hook — Casablanca NBLP 7264 — Producer: Ron Haffkine — List: 8.98

Words like "outrageous," "versatile" and "exceptional" are often bandied about when critics try to dissect the music set forth by this band of intrepid travelers, yet anyone who listens to Dr. Hook's sound textures and arrangements would have to agree that these qualifying terms are mere understatements. The group's patented blend of boogie-woogie, blues, rock and country is beyond description, and on its latest album, the members play with a fervor both beautiful and bad assed. Songs like "Devil's Daughter" and "Fire in the Night" will incur a powerful reception from AOR and country zealots alike.

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

THE GIFT — The Jam — Polydor PD-1-6349 — Producers: Peter Wilson and the Jam — List: 8.98

Having performed together as an ensemble for nearly a decade now, this Who-inspired trio of musical artists from the United Kingdom exhibits everything that's right with the revamped mod movement in Britain — patriotic political acumen, spiffy fashion sense and, most important, basic relentless rock 'n roll belted out with an urgent, energetic force. The group's latest release boasts two marvelous hornmen, Steve Nichol on trumpet and Keith Thomas on saxophones, who give it a fuller, more rounded sound.



KIM WILDE — EMI America ST-17065 — Producer: Ricky Wilde — List: 8.98 — Bar Coded

With her pouty lips, bedazzling blonde mane and seductive "come-hither" pose, this young singer/composer may be considered just another Debbie Harry clone, but her emotional voice is what really sets her apart from Blondie's lead singer. Impetuous intonations, laced with careful, enticing phrasing, allows this LP to emerge as a shining debut for a rising star. Choice cuts are "Kids in America," "Chequered Love" and "Water on Glass."



ENGLISH SETTLEMENT — XTC — Epic ARE 37943 — Producers: Hugh Padgham and XTC — No List — Bar Coded

British new wave/pop rock unit XTC mixes acute social commentary with fresh, bouncy instrumentals that often cause the mind to reel. On this American release, pared down to one LP from the original English two-record set, the quartet sings about teenage runaways, crime epidemics, the automotive culture and the American obsession with guns and violence.



BILL LaBOUNTY — Warner Bros. BSK 3632 — Producer: Russ Titelman — List: 8.98 — Bar Coded

This LP from singer/songwriter Bill LaBounty is filled crisply recorded latest, the partners take their best shots at background harmonies by Patti Austin, James Taylor and Jennifer Warnes. LaBounty's fantastic Fender Rhodes fingerings give the LP its spine, while flowing bass lines from ace low-note man Chuck Rainey gives it full-flavored body. With songwriting credits on many songs shared with hit makers Barry Mann and Cynthia Weill, this one can't go wrong.

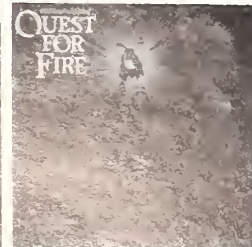
WILD HEART OF THE YOUNG — Karla Bonoff — Columbia FC37444 — Producer: Kenny Edwards — No List — Bar Coded

Soothing, sensitive ballads effectively mating pristine studio technique with beautifully crafted vocals are the essence of Bonoff's newest platter, and the romantic songstress has never sounded finer. Session artists Danny Kortchmar, David Sanborn and Waddy Wachtel give the album a highly professional sheen, as do other guest shots by J.D. Souther on background vocals and Joe Walsh on electric guitar.



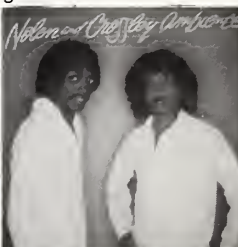
MISSIN' TWENTY GRAND — David Lasley — EMI America ST-17066 — Producer: David Lasley — List: 8.98 — Bar Coded

The blue-eyed soul crooner from the Motor City has a long list of background singing credits to his name, and on his debut disc, he pours out his feelings with a tenderness and warmth that recalls the early Chi-Lites and Raindrops. Drawing on diverse female influences like Laura Nyro and Darlene Love, Lasley is able to conjure up falsetto intonations spiced with playfulness, amity and sheer joy. Pete Townshend, Bonnie Raitt and Luther Vandross assist and give Lasley that professional glow.



QUEST FOR FIRE — Soundtrack — RCA ABL1-4274 — List: 8.98 — Bar Coded

Dramatic, if at times overbearing, orchestral music with haunting vocals, piercing string arrangements and grunting brass sections, this soundtrack to the box-office smash about life in the stone age does have the tendency to break out of the standard form at times, and these are the moments when it becomes spontaneously combustible. Adventuresome classical and jazz PDs will find short tracks like "Wagabous" and "The Small Blue Female" dreamy, yet intriguing.



AMBIENCE — Nolen & Crossley — Gordy 6003GL — Producers: Curtls A. Nolen, Raymond A. Crossley — List 8.98

These two gifted singer/songwriter/producers have astounded audiences around the world with their lively, pop-flavored type of funk that melds heavenly harmonies with a strong rhythm section providing a steady, DOR beat. On this, their crisply recorded latest, the partners take their best shots at mid-tempo ballads, such as "Nice To Have You Back," and even a get-down Latino-edged number, "Salsa Boogie."

THE DUKES OF HAZZARD — Various Artists — Scotti Brothers EZ 37712 — Producers: Tony Scotti and John D'Andrea — List: 8.98 — Bar Coded

The hard-driving, rough and ready good ol' boys from the hit television series have transferred their downhome, devil-may-care ambience to vinyl. Fraught with narrations and vocals by the stars of the TV program, this disc serves up a heap o' gritty country/rock tunes like Robbie Robertson's "Up On Cripple Creek" and Johnny Cash's "The General Lee."



ROUND 1 — Bruzer — Handshake FW 37747 — Producer: Bill Pfordresher — List 8.98

Devastating heavy metal in the grand tradition of AC/DC, this L.A.-based group's wax debut pulsates with yowling guitar work, visceral vocals that cut through the heart like a knife and pounding drums capable of shaking even the more listless listener. Black Sabbath's Vinnie Appice handles percussive duties here, and his rhythm sticks are given room to explode thanks to former Ambrosia producer Billy Pfordresher. Tunes like "Something Good" and "What Love Is" will easily slip into AOR formats that specialize in loud, raucous rock.



DUKE JUPITER IN ORBIT!



Duke Jupiter is exploding at all formats of radio and there's nothing to stop this scrappy hard rock band from duking it out with the best of them.

Their debut album, "Duke Jupiter 1," for Coast To Coast Records is getting heavy rotation at WBAB, WDHA, WTPA, WECM, WQBK, WPYX, WZIR, WMJQ, WCMF, WSYR, WOUR, WAAL, WAVA, WHFS, WRXL, WSLQ, WWWV, WRKK, WQDR, WXQR, WKWF, KSMB, WDEK, WPLJ, KBLE, KFMH, KDKB, KKRQ, KYYS, WPLR, WSHE, KMET, WYSP, KSAS, WMMS, M105, WEBN, KTXQ, KZEW, KLBJ, KAAT, KOME, KLOS and KGB.

Bill Hard said "...with the new label affiliation, these guys have turned the beat around. 'I'll Drink To You' is an absolute smoker. It's pure pop, with a hook a mile wide, great vocals and plenty of biting lead guitar. The sleeper of the week..."

Duke Jupiter's legion of fans is growing daily as they slam it out on the gruelling cross-country club and concert circuit. The power and the glory of their killer live show is transferred intact on their new album and comes through on their breaking single, "I'll Drink To You." ZSS 02801

What more could you ask from the custom-made radio rock band?

"Duke Jupiter 1."

Put your dukes up,
on Coast To Coast
Records and Tapes.

Distributed by CBS Records. © 1982 CBS Inc.
Produced by Glen Kolotkin.



'81 Was 'Difficult' Year For RCA — Annual Report

NEW YORK — High interest rates, continuing inflation and a weak economy were major factors in RCA's dip in earnings during 1981, according to the Company's Annual Report released last week. The corporation reported earnings of \$54 million on sales of approximately \$8 billion, resulting in a loss of 19 cents per share on common stock during the past year.

Similarly, the company's electronics segment, of which records and video product are a part, realized an increase in sales of 11%, topping the \$4 billion mark, while profits declined 43% to \$141.1 million. The cost of introducing the SelectaVision video disc system was cited as a major factor in the segment's decline.

Profits from sales of RCA's audio records and tapes — including the grant of licenses outside the U.S. to manufacture from RCA's master recording — declined in 1981. However, the record division reported increased sales and profit from the company's domestic operations, with RCA Records U.S.A. achieving its largest number of gold and platinum albums and gold singles to date. A strong U.S. dollar and weak economic conditions in Europe and South America were cited in the overall decline.

Initial sales of SelectaVision video disc players fell far below expectations, with retail sales of the system estimated at 65,000 units. However, factory sales of video disc albums were much stronger than anticipated, exceeding two million albums by the end of 1981.

In the broadcasting segment, sale increased six percent while profits declined by over 50%. The decline was laid to low ratings for the NBC Television Network, a writedown on certain program material and increased programming costs. However, NBC's eight owned AM and FM radio stations achieved record listener levels, and The Source proved to be the most successful young-adult network in the country, attracting 183 affiliates.

In total, the Annual Report characterized 1981 as "one of RCA's most difficult years." Aside from the poor performance of the broadcasting segment, the Hertz Corporation, RCA's transportation rental company, and a major decline in picture tubes were singled out as the major areas of loss. Strong performances were also reported for communications, financial services and governmental electronics.

Hayden, Assoc. Moves

LOS ANGELES — Tom Hayden and Assoc. recently relocated to new offices at 8335 Sunset Blvd., Los Angeles, Calif. 90069. The new telephone number is (213) 656-0970.



Pat Morrow

Morrow Upped To VP At Nightmare, Nocturne Firms

LOS ANGELES — Pat Morrow was recently named vice president of Nightmare, Inc. and Nocturne, Inc. His responsibilities include marketing, promotion and tour scheduling for the companies' accounts which includes Journey, 4-1-5, Gregg Rolie and producer Keven Elson.

Morrow will additionally be involved in development of Nocturne's sound, lighting, rigging, trucking and busing services.

Now working in the San Francisco-based headquarters with company president Walter Herbert, Morrow served as road manager for Journey the past six years. Steve Clark will be replacing Morrow on the road.

"I am very happy to announce this promotion," Herbert said, adding, "Pat is a very vital and integral part of the continuing growth of Nightmare and Nocturne, Inc." Inc."

Gerrity Named To New Entertainment Company Position

LOS ANGELES — Linda Gerrity was recently named to the newly-created post of president of artist relations at the Entertainment Company. In her new job, Gerrity will be responsible for overseeing artist development for the firm.

Gerrity joined the Entertainment Company six and a half years ago, most recently serving as assistant to company president Charles Koppelman.

One year later joining the company's New York office, Gerrity was transferred to the Los Angeles office where she coordinated the careers and record production for Entertainment Company clients. Before joining the firm, Gerrity was administrative assistant to Koppelman when he was vice president of A&R at Columbia Records.

Commenting on the appointment, Koppelman said, "Linda Gerrity's infinite contributions to the Entertainment Company make this one of the most deserved promotions I've ever made."

"Video cassettes of name musical performers and talented unknown artists for possible purchase and distribution. Prefer urban contemporary or country western."

PREMIERE SHOWCASE, INC.

Ms. Rogers (212) 697-9670

EXECUTIVES ON THE MOVE



Soular

Roth

Kinzel

Castagna

Changes at Kapri — Ray Soular has been promoted to executive vice president of national promotion at Kapri Records. He was formerly head of the west coast A&R division and worked as executive producer for Aleph Baze Music Publishing Co. Carolyn Roth has been appointed to business affairs administration. She was formerly college promotion manager for Kapri.

Bass To Head Regency Classical Division — Richard Bass has been named to head the newly created classical division of Regency Artists, Ltd., the talent agency. Bass was formerly the concerts manager for the L.A. Philharmonic Orchestra and the Hollywood Bowl.

Empire Promotes Kinzel — The Empire Agency has announced the promotion of Carole Kinzel as vice president of the booking agency. She joined Empire in September, 1979, as an associate and booking agent.

Records Names Castagna — Dan Castagna has been named manager, international artist development and tours, for RCA Records. He joins RCA Records after having spent the past three years as associate director, artist development — for CBS Records, Epic, Portrait and Associated Labels.

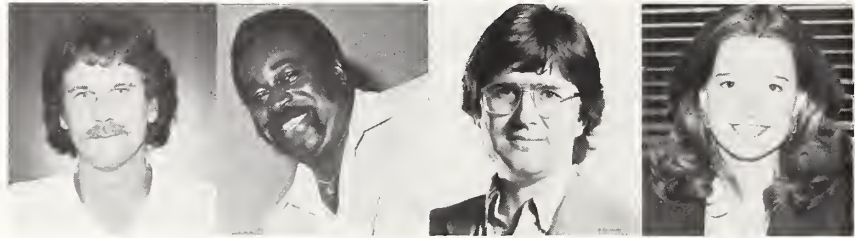
Mega Names Marcellino — Mega Records has appointed Jerry Marcellino to head Mega's A&R staff. He has been active in the industry as both a songwriter and producer whose new single, "Number One," was recently released.

Blachley Appointed — Peter Blachley has been named production and marketing manager for EMI Music Video, North America. In 1978 he was named national merchandising coordinator for Capitol Records. Last year he served as manager for the EMI One World Of Music Conference.

Neal To R.M.R. — Henry Neal has been named national promotion director with Real Music Records. He comes to R.M.R. from Philly World Records.

Hill At MCA — Elmer Hill has been named national promotion manager, R&B product, for MCA Records. Prior to joining MCA a year ago, he was national promotion director of black product for 20th Century Fox Records.

Cunniff Named At E/A — Al Cunniff has been appointed Nashville public relations director for Elektra/Asylum Records. In 1978 he was named press relations director for the Country Music Foundation and most recently, between 1980-82 he was southeastern editor for *Record World* magazine.



Blachley

Hill

Cunniff

McNally

Brill Promoted — Billy Brill has been promoted to regional promotion manager, west coast, for MCA Records. Brill, who is located at the L.A. Branch of MCA, has held national single promotion positions with Mercury, Ariola and Polydor.

Hutson Joins Crescent — David Hutson has been named musical director by Crescent Records, the record label subsidiary of The Crescent Music Group. Prior to joining Crescent, he was president of Bountiful Recordings in Detroit.

First American Names Heider — The First American Record Group has announced the appointment of John Heider as east coast sales manager. He comes to First American with a background that includes stints with RSO, London and Liberty/United Artists Records.

McNally Named — Maria McNally has been named Intersong-International repertoire coordinator. She comes to Intersong-International from United Artists where she was a film representative.

Changes At Screen Gems — Gerd Muller has been named director of professional activities for Screen Gems/Colgems/EMI Music, Inc. and Barbi Richard has taken over Muller's previous duties with the company as manager, international creative affairs. He joined the Los Angeles office of Screen Gems/EMI Music in November 1980 as director of international creative affairs, handling Screen Gems projects worldwide, excluding the United States and Canada.

Lembo Appointed — Endless Music has announced the addition of Jerry Lembo as east coast promotion director. Lembo, a DJ at Harpers in Fairview, New Jersey, has been an independent promoter for Elektra and Profile Records.

Glanopulos Named — James N. Gianopulos has been named director of business affairs, west coast, for RCA "SelectaVision" VideoDiscs. Prior to joining RCA, he was director of business affairs with ASCAP.

Faulty Names Cope — Faulty Products, Inc. has announced the appointment of Mark Cope to managing director. He was most recently regional merchandising and marketing manager for the Musicland chain. Prior to that he was national sales director for Mushroom Records.

Changes At S.R.S. — Songwriters Resources And Services has named Bob Gibson, Ralph Goldman, Barry Mann and Allee Willis to its board of directors. Gibson is chairman of the public relations firm The Gibson Group, and Ralph Goldman is partnered in the entertainment management firm of Segal, Goldman & Macnow. Barry Mann and Allee Willis are widely-recognized songwriters.

Artist Management Names Two — Mike's Artist Management has announced that Fae Horowitz, who joined the company two years ago as production coordinator has been named managing director. Also announced was the promotion of Cindy McCormack from promotion coordinator to promotion director.

Barone Promoted — ElectroSound Group, Inc. has announced the promotion of Robert J. Barone to vice president-operations effective March 1, 1982. He joined ElectroSound in May 1978 as vice president and general manager of its Monarch Record Manufacturing Corp.

Pssst!

Have You Heard About The Deal?

24 TRACK RECORDING with Dolby A

"For Only" \$24.00 per hour

That's Right \$24.00 per hour

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JAZZ

TOP 30 ALBUMS

	Weeks On 3/13 Chart		Weeks On 3/13 Chart
1 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	1 18	16 CHARIOTS OF FIRE ERNE WATTS (Owest/Warner Bros. QWS 3637)	14 8
2 COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	2 15	17 REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	16 27
3 THE DUDE QUINCY JONES (A&M SP-3721)	4 50	18 SILK FUSE ONE (CTI 9006)	18 10
4 ELECTRIC RENDEZVOUS AL DI MEOLA (Columbia FC 37654)	3 7	19 FEELING GOOD ROY AYERS (Polydor/PolyGram PD-1-6348)	23 2
5 WEATHER REPORT ARC/Columbia FC 37616)	5 5	20 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	15 8
6 OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3600)	6 8	21 RIDE LIKE THE WIND FREDDIE HUBBARD (Musician/Elektra E1-60029)	— 1
7 MYSTICAL ADVENTURES JEAN-LUC PONTY (Atlantic SD 19333)	8 6	22 YOURS TRULY TOM BROWNE (GRP/Arista 5507)	20 14
8 DREAM ON GEORGE DUKE (Epic FE 37532)	12 3	23 THE GREAT PRETENDER LESTER BOWIE (ECM-1-1209)	24 4
9 CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	7 20	24 FREETIME SPYRO GYRA (MCA 5238)	21 29
10 ECHOES OF AN ERA VARIOUS ARTISTS (Elektra E1-60021)	9 8	25 SOLID GROUND RONNIE LAWS (Liberty LO-51087)	22 24
11 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	13 31	26 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWS 3591)	27 21
12 SLEEPWALK LARRY CARLTON (Warner Bros. BSK 3635)	10 8	27 STANDING TALL CRUSADERS (MCA 5254)	25 23
13 LIVE AT THE SAVOY RAMSEY LEWIS (Columbia FC 37687)	17 3	28 AMARCORD NINO ROTA VARIOUS ARTISTS (Hannibal HNBL 9301)	28 7
14 WYNTON MARSALIS (Columbia FC 37574)	11 7	29 THE LADY AND HER MUSIC — LIVE ON BROADWAY LENA HORNE (Owest/Warner Bros. 2OW 3597)	— 1
15 RIO LEE RITENOUR (Musician/Elektra E1-60024)	19 2	30 BELO HORIZONTE JOHN McLAUGHLIN (Warner Bros. BSK 3619)	26 15



IN-STORE OF THE YEAR — Drummer Art Blakey recently greeted fans at New York's J&R Music Worlds Jazz Mart in support of his most recent LP on the Timeless label, "Album Of The Year." Pictured at the store are (l-r): Jo Ann Jimenez, U.S. representative, Timeless Records; Blakey; and Debbie Morgan, manager, J&R Jazz Mart.

Cash Box photo by Richard Goodman

ON JAZZ

INNER CITY NEWS — New York-based Inner City Records, whose parent company, The MMO Group, recently bowed a wholesale-distributorship as a sister operation, has just acquired the Dutch Keytone label for American and Canadian distribution. Founded by flutist **Chris Hinze**, the 13-title catalog debuts here with six LPs: "Am I Blue" by singer **Ann Burton**; "Solos & Duos" by **Joachim Kuhn**; "Cascade" by saxophonist **Charlie Mariano**; "Eyeball" by keyboardist **Jasper-Van't Hof**; "Flute & Mantras" by Keytone honcho Hinze; and "Toots Thielemans and Friends" by the celebrated harmonica master. Featuring a house band approach, many of the titles boast support work by **Philip Catherine**, **John Lee** and **Gerry Brown**. In addition to the Keytone Thielemans, Inner City will release a series of

four live albums by the Belgian harpist in the coming months, all recorded at the Boerenhofstede Club in Laren, Holland. . . In other I.C. news, the label has just shipped "Nights in Brazil" by singer/keyboardist **Judy Roberts** and "Midnight Lullabye" by singer/songwriter **Tom Gruning**, and distributors around the country have been reporting a very strong response on the debut album by Dutch funk/rock/fusionists **Daniel** on Inner City's subsidiary label, City Sounds.

YOU TOO CAN BE A JAZZ MUSICIAN — Whenever a bopper gets jawin', he's sure to lament the passing of the jam session. Quite rightly so, since musicians traditionally cut their teeth in after-hours blowing sessions, learning from established players. Economics have chiefly been responsible for the passing of that tradition, but as we recently noted while leafing through *The Village Voice*, it's still possible to learn from a master. Among the musicians giving lessons, we found pianist **Jo Anne**



SALUTE TO THE COUNT — Count Basie was recently honored by the Black Music Assn. (BMA) at New York's Radio City Music Hall. Pictured at the fete are (l-r): Tyrone Jenkins, ASCAP membership representative, Basie and singer Al Hibbler.

THIS 'N THAT — The building that once housed Local 627 of the AFM in Kansas City has been designated an Historic Landmark by the National Park Service. As the black musicians' local, the building was home to a whole lot of history: K.C. was the jump-off point for many of the territory bands operating in the Southwest during the '30s, including the **Blue Devils**, **Andy Kirk** and **Jay McShann** . . . A **Quincy Jones** Scholarship Fund has been instituted at the Berklee College of Music in Boston. Jones, an alumnus of the jazz school, donated \$10,000 to the fund to get the ball rolling. . . **The Widespread Jazz Orchestra** last week opened New York's newest venue, the New Ballroom. The club is located on 28th Street between 7th and 8th Avenues in Chelsea. . . Gemcom Records is searching for new jazz artists from the southern United States to be showcased on July 21 at this year's Montreaux Jazz Festival. Auditions will be held in New Orleans, Atlanta and South Florida. Anyone interested in being heard should contact the label at (305) 581-9050. . . Drummer **Billy Cobham** has been working on a pair of albums for the Elektra/Musician label at Normandy Studios in Rhode Island. The two albums, "Observations" and "Reflections," will both be released this year. . . Multi-Media Masters, Inc. recently screened a 10-minute promotional film on Columbia recording artist **Alberta Hunter**. The outfit is developing plans for an hour-long concert by the vocalist for cable television. . . Pianist **Marian McPartland's** National Public Radio program, *Piano Jazz*, soon begins its third season. Guests on this year's 13-part series include **Alice Coltrane**, **Cy Coleman**, **Jaki Byard**, **Jimmy Rowles**, **Stanley Cowell** and **Randy Weston**. . . St. Peter's Church in New York will present a month-long tribute to **Duke Ellington**, including a performance of his Third Sacred Concert by **Mercer Ellington's Big Band** on April 18, a tribute by the **Bob Wilbur Group** on the 29th, and the annual Duke Ellington Lecture Series, beginning April 15 and running for six consecutive Thursday evenings. The theme for this year's lectures will be "The Lady Jazz Singers" and will focus on **Billie Holiday**, **Lee Wiley**, **Mildred Bailey**, **Ethel Waters**, **Ilva Anderson** and **Bessie Smith**. Further info is available from the church at (212) 935-2200.

JAZZ ALBUM PICKS

TOUR DE FORCE — Al Cohn, Scott Hamilton, Buddy Tate, Cal Collins, Jake Hanna, Bob Maize and Dave McKenna — Concord JC 172 — Producer: Carl E. Jefferson — List: 15.98

West Coast indie Concord Jazz has managed to build a deep catalog and a real stable of jazz stars in a relatively short period of time. This double-pocket live LP is an outstanding feature for some of the label's better known artists, and the three-tenor team of Cohn, Tate and Hamilton plays with natural wit and conviction. The rhythm section features, far from being filler, lend pause and breadth.

AT NEWPORT — The Oscar Peterson Trio with Roy Eldridge, Sonny Stitt and Jo Jones — Verve/PolyGram Classics — UMW 2618 — Producer: Norman Granz — List: 9.98

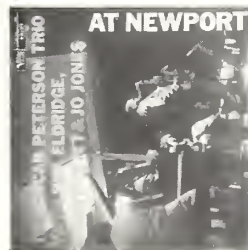
PolyGram's Verve import series continues to be a major hit on the retail scene, and this album perfectly demonstrates why. One of Verve's classic Newport recordings from the '50s, Peterson fans will no doubt feast on side one's fare, which features outstanding trio tracks with Ray Brown and guitarist Herb Ellis. The trio is joined on side two by Jones, Stitt and Eldridge for some flat-out blowin' on "Monitor Blues" and "Roy's Son," with "Willow Weep For Me" and "Autumn In New York" operating as solo vehicles for the hornmen.

PARDON MY FANTASY — ReCoil — Pausa 7117 — Producers: ReCoil and Roger Green — List: 7.98

An outstanding new fusion band under the leadership of keyboardist Pat Coil. The octet moves gracefully from the funkier of affairs to the smoothest of ballads, handling rhythmic and melodic changes with the greatest of ease. Most notable selections are the title track, "Megan's Song" and "The Amazing Mr. 'M,'" dedicated to guitarist Pat Metheny. Expect to hear more from this band.

THE GIANT — Dizzy Gillespie — Jazz Man JAZ 5017 — Producers: Arnauld De Froberville — List: 8.98

Dizzy in Europe in the early '70s. An outstanding rhythm section features Kenny Clarke on drums, Niels-Henning Orsted Pedersen on bass, Kenny Drew on piano and Humberto Canto on tumbas. Tenorman Johnny Griffin guests on one track, and the results are a well-balanced date with the trumpeter alternating between the fiery and the sentimental. Outstanding track is the Latin-infused "Stella By Starlight."



(continued on page 34)

Cash-Strapped Mom & Pops Looking For New Directions

(continued from page 5)

In Santa Monica, Calif., Off The Record owner Al Abramowitz has found success through maintaining an identity distinct from the chain stores. "We go for records that the chains don't carry," explained Abramowitz. "We have a broad inventory and stock more and more catalog, imports, and unique records. We have a large vocalist selection, including people like Andy Williams and Tony Bennett. We have 2,000 original cast and movie soundtracks, also 2,500 jazz titles, and we're expanding further in that area. We're concerned about the over-40 customer, which the chains have given up on. And we're into older records, while the chains are oriented to titles that sell a hundred a week."

Another major record category that Off The Record is into is used records. "I don't know how independents can exist without them," said Abramowitz, noting the tight profit margin on new records.

At Aron's Records in L.A., general manager Jesse Klempner has noticed that the proportion of used to new records sales has shifted 10% in favor of used during the last few months. He said that his 17-year-old business serves a large and established clientele, but even then more people need cash for grocery money and rent and are selling records when they used to do more trading.

"We've been selling used records for 1 1/2 years and have found that people with \$3-\$5 can buy a couple of records now rather than just one for \$8. There are still people out there that want to buy music, and they no longer mind buying used records when

they can get three for the price of one new one."

While used records are gaining significance as a sales item for many mom-and-pops, 8-track tapes, once a staple, have gone out the window. This is so even in Texas, a traditional stronghold for what is fast becoming an obsolete item. At L.P. Goodbuy in Irving, Texas, owner Loren Murray has had to "weed out" his 8-track tape inventory and now orders only specially requested titles.

In Richmond, Calif., Bill Harris, co-owner of Jones & Harris, is also upset at what seems to be the end of the road for the 8-track tape. "Lots of people still have 8-tracks, and we used to sell a lot of tapes," he explained. "Besides, some people won't convert to cassette because then they have to invest at least a couple hundred dollars more. I can't get titles in 8-track that I know I can make money off of like the Time and Prince, since Warner Bros. has eliminated 8-tracks."

To compensate for that loss, Harris is doing what a lot of other independents are doing, jumping into accessories "with both hands and feet." Breakwater's Homa is among the many reporting success with blank audio and videotapes. Sound of Hits' Moss credited the sale of Walkmans and cassettes with "keeping us afloat." Moonshine's Taylor said that live-concert posters have become a big item, and Jim Lankes, president of Rancho Mirage, just outside of Palm Springs, Calif., has expanded heavily into all entertainment software and carries all video games besides having set up three in-store coin-operated game machines. In addition, Lankes has introduced a full line of boutique product to encourage high impulse buying.

Besides having lost 8-track sales, L.P. Goodbuy's Murray has had to give up sale of drug paraphernalia because it has been outlawed in Texas. "We used to be able to sell paraphernalia as we got it in, at a complete 100% markup," said Murray. "So it really hurts us not to have it anymore. The problem is to find another music-related product with the same turnover rate and profit margin. We sell stickers and patches and the like, but that's more of a hit-and-miss situation."

Ticket Sales Added

To help take up the slack, L.P. Goodbuy recently became a Ticket-master concert ticket outlet. Also going this route is Jim Lankes, having just purchased a Ticketron license for Rancho Mirage.

Lankes is also pursuing a pair of innovative non-music programs at Rancho Mirage. He expects that the store will soon become an authorized Phone Mart Store, where telephones can be returned for credit. This will increase store traffic and help out the phone company, which has few Phone Mart Store outlets and will pay Rancho Mirage a bounty per phone.

In addition, Lankes has a deal in the works with local cable television companies by which Rancho Mirage will receive commissions for selling subscriptions to pay channels. Lankes feels that an entertainment store is the perfect place to increase awareness of pay channel offerings among prospective customers.

"We're looking for other products and sources of revenue," Lankes explained. "While we are insulated from economic hardship in Palm Springs, we have a small market and medium volume business and are not immune. So we want to tie up less capital in records and tapes."

Stewart Goes Platinum

LOS ANGELES — Warner Bros. recording artist Rod Stewart had his LP "Tonight I'm Yours" certified platinum by the Recording Industry Assn. of America (RIAA).

THE LOAF COPS HIS GLOBE — Meat Loaf recently became the twelfth CBS artist to receive the company's Crystal Globe Award in recognition of sales of 5,000,000 albums and tapes outside the United States. The award was presented to the singer at a luncheon at Gotham's swank Romeo Salta restaurant amid much well-deserved backslapping. **Allen Davls**, CBS Records International president, and **Dick Asher**, deputy president/chief operating officer of CBS Records both lauded the Loaf for his hard work and willingness to aid their marketing, promotion and publicity departments. For his part, the rocker seemed genuinely touched and somewhat sheepish about the proceedings, thanking "everybody in the world" who bought his albums. Interestingly, although this is the twelfth such award, Meat Loaf is the first to achieve it with just two albums. No mean feat when you consider that past winners have included **Billy Joel, Earth, Wind and Fire, Santana, Simon and Garfunkel, Bob Dylan and Julio Iglesias.**



ADL FETES YETNIKOFF — *Walter Yetnikoff, president, CBS/Records Group, was recently honored at a luncheon by the music and performing arts division of the Anti-Defamation League of B'Nai Brith and presented with the 1982 Human Relations Award. Pictured are (l-r): Walter Mondale, former Vice President of the United States; Yetnikoff; and Cy Leslie, co-chairman of the event and president of CBS Video Enterprises.*

Jimmy Mack under the habit and press and promotion department's all-around good guy **Tara Dennison** under the boater. Carrying a teddy bear around Manhattan is light stuff to Dennison, who confessed to us that she once donned a bikini and swam the Thames River in December as part of a promotional video for one of the label's acts (no secrets are safe in this column). Now that's dedication.

FROM THE NEWS DESK — Island Records surprised more than a few people last week when it announced that the other mystery man signed to the label with **Joe Cocker** was none other than the Godfather himself, **James Brown**. . . **Lene Lovich** will play sax on the next **Tom Verlaine** album. . . **Todd Rundgren** will produce the next **Psychedelic Furs** LP. . . Readers of this column may recall us mentioning a series of commemorative **Bob Marley** postage stamps being issued by the Jamaican government. The stamps are now out, and they may be obtained by writing to: Head Postmaster, Philatelic Bureau, P.O. Box 7000 Central Sorting Office, Kingston, Jamaica, W.I. Souvenir sheets are available for \$5.21 JA, and first day covers can be purchased for \$4.31 JA. (\$1.75 JA equals \$1 U.S.). . . **Jules Shear** and **Steve Hague**, formerly of **Jules and the Polar Bears** are co-producing the second LP for **Slow Children**. . . Faculty Products Records and WXYZ Records, Ltd. have released a four-track EP by the **Anti-Nowhere League** in the U.K. and promise a debut album by the group here in the next few months. The band, which is touring and charting in Britain, recently received a fair amount of attention when British authorities confiscated the master of their record, "So What" to prevent pressing of further copies. Other titles on the EP include "Let's Break The Law" and "I Hate People." A fine way to talk. . . **Jean-Pierre Weiller** is in New York, seeking to relocate his Orlando, Fla. based-Europa label to Gotham. Weiller, whose past titles have included outstanding product by blues harpman **Sugar Blue** and pianist **Mike Westbrook** tells us he's set to release **Alan Gowen's** final LP, "Before A Word Is Said," **Don Cherry's** "Music Sangam" and a **National Health** LP. . . Believe it or not department: Who says it's tough to get a crossover single? Not **Mel Brooks**. We recently heard his rap record, "It's Good To Be The King" on WBLS. . . The **Love of Life Orchestra** reassembled last week for a gig at the Danceteria. Core members **Peter Gordon, David van Tieghem** and **Randy Gun** were joined by newcomers **George Lewis, Peter Zummo** and **Rik Albani** on horns, **Ned Sublette** on guitars, **Rebecca Armstrong** on vocals, **Linda Hudes** on keyboards and **Jesse Chamberlain** and **Jill Kroesen** on percussion. . . **Black Sabbath** bassist **Geezer Butler** was recently presented with a boa constrictor by a fan during the group's New Haven, Conn. show. Butler reportedly draped the snake around his neck and continued to play. Meanwhile, two fans sans tickets were arrested at the show for attempting to bore a hole in the Coliseum roof. . . MTV recently filmed the First Survivors, a.k.a. **Jerry Lee Lewis, Carl Perkins** and **Johnny Cash**, at their Madison, Wisc. concert. The group's album will be out shortly on Columbia. By-the-by, MTV also shot RCA label president **Jack Cralgo's** presentation of gold and platinum albums to **Hall & Oates** at the duo's recent Cleveland Richfield Coliseum date. . . **Carly Simon** and **James Taylor** are looking to unload their Martha Vineyard niteclub, Hot Tin Roof. This sale is assumed to be part of the property settlement in their divorce. . . And finally, **Dick Clark** will present the original *American Bandstand* podium to the Smithsonian Institute on March 31.



ALL THAT JAZZ — *Elektra/Asylum recently launched its new Elektra/Musician label at a listening/live performance party at the legendary Village Vanguard jazz club in Manhattan. Among the 250 invited guests were Dexter Gordon, Max Roach, Lenny White and Chaka Kahn. Pictured at the Vanguard are (l to r): hornmen Red Rodney, Elektra/Musician chief Bruce Lundvall and Ira Sullivan.*

Sugar Blue and pianist **Mike Westbrook** tells us he's set to release **Alan Gowen's** final LP, "Before A Word Is Said," **Don Cherry's** "Music Sangam" and a **National Health** LP. . . Believe it or not department: Who says it's tough to get a crossover single? Not **Mel Brooks**. We recently heard his rap record, "It's Good To Be The King" on WBLS. . . The **Love of Life Orchestra** reassembled last week for a gig at the Danceteria. Core members **Peter Gordon, David van Tieghem** and **Randy Gun** were joined by newcomers **George Lewis, Peter Zummo** and **Rik Albani** on horns, **Ned Sublette** on guitars, **Rebecca Armstrong** on vocals, **Linda Hudes** on keyboards and **Jesse Chamberlain** and **Jill Kroesen** on percussion. . . **Black Sabbath** bassist **Geezer Butler** was recently presented with a boa constrictor by a fan during the group's New Haven, Conn. show. Butler reportedly draped the snake around his neck and continued to play. Meanwhile, two fans sans tickets were arrested at the show for attempting to bore a hole in the Coliseum roof. . . MTV recently filmed the First Survivors, a.k.a. **Jerry Lee Lewis, Carl Perkins** and **Johnny Cash**, at their Madison, Wisc. concert. The group's album will be out shortly on Columbia. By-the-by, MTV also shot RCA label president **Jack Cralgo's** presentation of gold and platinum albums to **Hall & Oates** at the duo's recent Cleveland Richfield Coliseum date. . . **Carly Simon** and **James Taylor** are looking to unload their Martha Vineyard niteclub, Hot Tin Roof. This sale is assumed to be part of the property settlement in their divorce. . . And finally, **Dick Clark** will present the original *American Bandstand* podium to the Smithsonian Institute on March 31.

fred goodman

Thurlow, Daniels, King Tapped At Platinum

LOS ANGELES — Gary Thurlow and Donald Daniels were named president and vice president, respectively, of Platinum Records. In addition, Thurlow, Daniels and Greg King were named directors of the corporation.

The appointments followed the resigna-

tion of Frank Touch, former president of the company and director of the corporation. In addition, Touch divested himself of all stock in the company.

Thurlow and Daniels said they will "take all necessary steps to reorganize the corporate and financial structure of the company."

GOSPEL

TOP 15 ALBUMS

Spiritual

	Weeks On 3/13 Chart
1 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656)	2 14
2 HIGHER PLANE AL GREEN (Myrrh MSB 6674)	1 17
3 GO SHIRLEY CAESAR (Myrrh MSB 6665)	3 20
4 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA (Myrrh MSB-6691)	4 24
5 LOOK TO JESUS PATRICK HENDERSON & THE WEST ANGELES COGIC SANC. CHOIR (New Pax NP 33042)	6 8
6 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	5 46
7 WHERE IS YOUR FAITH JAMES CLEVELAND & THE SO CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7066)	7 26
8 HE'LL GIVE YOU PEACE IN THE MIDST OF THE STORM O'NEAL TWINS (Savoy 14619)	8 3
9 BE ENCOURAGED FLORIDA MASS CHOIR (Savoy 7046)	11 5
10 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	10 58
11 LORD, I NEED A MIRACLE RIGHT NOW SOLOMON BURKE (Savoy SL 14660)	12 2
12 POWER TWINKY CLARK (Sound of Gospel SOG 133)	— 1
13 STANDING TALL STEELE FAMILY (Savoy SL 14650)	13 2
14 JUST AN OLD STORY REV. RICHARD (MR. CLEAN) WHITE (Savoy SL-14659)	— 1
15 JAMES CLEVELAND WITH THE METRO MASS CHOIR (Savoy SGL 7067)	14 5

Inspirational

	Weeks On 3/13 Chart
1 AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675)	1 30
2 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677)	2 10
3 UNFAILING LOVE EVIE TORNOUIST (Word WSB 8867)	3 14
4 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025)	4 10
5 PRIORITY IMPERIALS (Dayspring DST 4017)	5 56
6 I SAW THE LORD DALLAS HOLM (Greentree R 3723)	6 14
7 THE TRAVELER DON FRANCISCO (New Pax NP 33106)	7 22
8 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	8 6
9 JONI'S SONG JONI EARECKSON (Word WSB 8856)	9 20
10 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	10 66
11 COLLECTIONS KEITH GREEN (Sparrow SPR 1055)	12 16
12 NEW GAITHER VOCAL BAND (Dayspring DST 4024)	13 2
13 HOLM, SHEPPARD, JOHNSON (Greentree R 3583)	14 4
14 AMY GRANT IN CONCERT (Myrrh MSB 6668)	11 40
15 BUBBLING HINSONS (Calvary STAV 5178)	15 4



DOVE AWARD WINNERS — The highlight of the annual Gospel Music Week was the 13th annual presentation of the Dove Awards, sponsored by the Gospel Music Assn. (GMA). The awards ceremony was held at the Opryland Hotel in Nashville. Pictured are some of the award winners following the Dove presentations, including Gospel Artist and Female Vocalist of the Year Sandi Patti, Gospel Group of the Year the Imperials, Male Vocalist of the Year Russ Taff and Gospel Instrumentalist of the Year Dino Kartsonakis.

Inaugural Gospel Excellence Awards Set For March 19 In Indianapolis

by Richard Imamura

LOS ANGELES — The inaugural Gospel Music Excellence Awards will highlight the upcoming 15th annual national board meeting of the Gospel Music Workshop of America. The awards, which will recognize excellence in the field of black gospel music, will be announced at a formal ceremony concluding the national board meeting March 17-19 in Indianapolis.

"The awards will basically fill a need that hasn't been met today," said Al Hobbs, one of the organizers of the event. "It is an opportunity to recognize the achievements of those in the black gospel music field in something more than a token manner."

"There are only three Dove Awards for black gospel music and only two Grammys," he added. "That's just too limited considering the impact of gospel today. We feel, now that we (the Gospel Music Workshop of America) are in our 15th year, that we are coming together to the point where we can recognize those who have given their life's blood to the music and the ministries."

Awards will be given in 10 categories. The awards will include Song, Female Vocalist, Male Vocalist, Choir, Group, Quartet, Song, Producer, Spoken Word LP and Best New Artist of the Year in both traditional and contemporary categories. In addition, two special awards — Hall of Fame and Founders — will be given.

In addition to the awards, a number of top artists will perform at the ceremony. Rev. James Cleveland, head of the Gospel Music Workshop of America; Albertina Walker, the New Jerusalem Inspirational Singers; Tri-boro Mass Choir; The Barrett Sisters; The Clark Sisters; Keith Pringle and the Pentecostal Community Choir; Rev. Charles Nicks and the St. James Choir

and James Moore, among others, are set to perform.

The show itself will start at 7:00 p.m., March 19, at the Indiana Convention Center in Indianapolis. Ticket prices range from \$10-\$25 and can be obtained by writing to: Gospel Awards, P.O. Box 697, Indianapolis, Ind. 46206 or Gospel Awards, P.O. Box 4632, Detroit, Mich. 48232, or by calling (317) 923-1456 or (313) 898-2340.

While the awards ceremony will highlight the national board meeting, the opening sessions will feature intensive planning for the Gospel Music Workshop's national meeting this August in Houston. Over 3,000 delegates are expected this year, according to Hobbs.

"It is so critical this year," said Hobbs of the upcoming board meeting. "Last year, we had about 300-400 delegates, but this year there will be about 3,000. We want to make sure that the meeting in Houston is well-planned, so we can help our membership at this critical time." (The Gospel Music Workshop of America claims a membership of approximately 25,000 gospel writers, singers).

The meetings will be centered at the Atkinson Hotel and the Indiana Convention Center. Evenings will also feature free shows nightly by up to 30 gospel choirs and vocal groups representing many of the 105 chapters of the Gospel Music Workshop of America.

Commenting on the upcoming meeting, Rev. Cleveland said, "Gospel music's roots and early development occurred in America's Midwestern cities like Chicago, St. Louis and Indianapolis. We are proud to show our dedication to our community and to the places where gospel developed its traditions by holding our annual board meeting in Indianapolis."

Carmichael Named To Head GMA

NASHVILLE — Ralph Carmichael, president of Light Records and Lexicon Publishing, was named president-elect of the Gospel Music Assn. (GMA) during Gospel Music Week, as GMA announced its new officers and board of directors.

Carmichael, who will serve from 1983-85, will succeed Frances Preston, vice president in charge of BMI's Nashville operation, at the end of this year.

Other officers elected are Norm Odum, executive secretary, Mike Cowert, treasurer, and Horace Boyer, Aaron Brown, Cam Floria, Gloria Hawkins, Buddy Huey, Arnold Ligon, Steve Lorenz, Thurlow Spurr, Carol Stout, John Sturdivant, Bill Traylor and Steve Wyer, vice presidents.

Billy Ray Hearn, president of Sparrow Records, Canoga Park, Calif., was elected

chairman of the board to replace P.J. Zondervan, chairman of the Zondervan Corp., Grand Rapids, Mich.

Board of Directors

Elected to the board of directors in their respective categories were Ragan Courtney (artist/musician), Bob Crawford (record company), Ken Harding and Jerry Crutchfield (record producer), J.G. Whitfield (talent buyer/promoter), Sam Lovullo and Terry Shepard (TV/video), Donna Hilley and Elwyn Raymer (music publisher), Tom Rodden (publications), Mosie Lister (composer), Joe Battaglia and Tom Farley (radio), Jim Black (licensing organization), Lou Hildreth (artist manager/agent), Paul Davis and Bram Keizer (international), Dick Curd (advertising agency/public relations) and Stan Jantz (merchandiser).



MORE GOSPEL WEEK HIGHLIGHTS — During Gospel Music Week in Nashville, the performance rights organizations, ASCAP, BMI and SESAC, hosted their annual luncheons for gospel week registrants. Pictured are (l-r): Joe Moscheo, director, affiliate relations, BMI; Barbara Mandrell; and Frances Preston, BMI vice president, at BMI's annual Springfest Luncheon, where Mandrell was presented with a special Award of Honor; Dallas



Holm; Jim Black, SESAC vice president; Phil Johnson and Lowell Lundstrom at the SESAC luncheon; and Connie Bradley, ASCAP's southern regional director; Becky, Cindy and Nancy Cruse of the Cruse Family; Ron Griffin, John T. Benson Publishing Co.; Nancy Cruse; and John Sturdivant, ASCAP, at ASCAP's luncheon. The luncheons highlighted a week of activity promoting gospel music.



SPARS Will Sponsor NARM Digital Recording Symposium

by Michael Glynn

LOS ANGELES — Professional digital recording will be the topic under discussion at a symposium sponsored by the Society of Professional Audio Recording Studios (SPARS) March 27 and at a business session the following day, March 28, entitled "The Magic Of Digital Music" during the National Assn. of Recording Merchandisers (NARM) convention here.

The SPARS symposium March 27 will be the third in a national series of road shows held by the recording studio trade organization and will bring together members and manufacturers representatives of JVC, Mitsubishi, Neve, Sony Soundstream, 3M and Studer Revox for product presentations and "hands-on" demonstrations.

Activities begin at 9:00 a.m. with a continental breakfast, followed by a general discussion of the art of digital recording and presently available products, in addition to an audio comparison between digital and analog recordings with SPARS and Record Plant president Chris Stone as emcee. Moderators will be SPARS chairman emeritus and Sigma Sound president Joseph Tarsia and SPARS regional vice president and general manager and Motown/Hitsville USA vice president Guy Costa.

Concluding the morning session will be **RCA, Fearing Takeover, Lashes Out At Bendix**

NEW YORK — The Bendix Corp., a Michigan-based aerospace and auto supply company, last week announced that it had purchased 5.5 million shares, or 7.3%, of RCA's outstanding shares, causing speculation that the company would attempt a takeover of RCA. Although Bendix informed RCA on March 10 that its Schedule 13-D to be filed with the Security and Exchange Commission (SEC) will declare that it has no intention to acquire any additional shares of RCA stock and that those now owned were acquired solely for investment, the Bendix statement comes only after an initial response from RCA Corp. that said Bendix's purchase of stock was not welcome.

In the RCA statement, which included an attack on Bendix's chairman and chief executive officer, William M. Agee, RCA said "Mr. Agee has not demonstrated the ability to manage his own affairs, let alone someone else's." It added that "Mr. Agee's actions in secretly accumulating a block of RCA stock show that his only purpose is to further his own ambitions and not the interests of RCA and its stockholders or even Bendix and its stockholders."

Battle Lines Drawn

According to a report in *The Wall Street Journal*, Thornton Bradshaw, chairman of RCA, invited Marty Lipton, an attorney specializing in defending against hostile takeovers, to a meeting with Agee March 8. The paper speculated that Lipton would not have been in attendance had RCA not expected a battle.

However, the filing of Schedule 13-D signifies a back-down by Bendix, if it had indeed intended a takeover. The schedule provides that Bendix will not acquire any additional shares of RCA stock for at least 30 days. Should Bendix decide to acquire any more RCA stock at the conclusion of that period, it will give RCA at least 48 hours notice prior to any acquisition.

RCA's hostile reaction to the stock purchase appears to have been placated by Bendix's subsequent actions, at least for the moment. In its own statement on March 10, RCA expressed its "appreciation of Bendix's confirmation of its status as an investor and the confidence expressed in the future of RCA."

product presentations by manufacturers representatives, as well as discussions on a range of digital related topics. Among those slated to speak will be JVC Cutting Center's Larry Boden, Mitsubishi Electric Sales' Lou Dollenger, Rupert Neve Inc.'s Tore Noredahl, Sony Corp. of America's Rick Plushner, Studer Revox America, Inc.'s Bruno Hochstrasser and 3M Digital Audio Systems' Clark Duffey. Topics to be covered include "International Distribution of Tapes and Archival Storage and Improvement," "Digital Audio Disc (DAD) Improvement in Defense Against Piracy," "Digital Broadcast Requirements And How This Relates To Signal Processing," "Revitalization of Old Catalog Releases In A Digital Format and Sales of Old Catalog," "Digital Editing and Its Advantages," "An Overview-Technical Briefing on Digital: Facts and Specifications" and "Film and Movie Soundtracks, TV/Radio/Commercials, Audio/Visual and Video Applications."

'Digital Roast'

The afternoon sessions begin at 1:00 p.m. with a "digital roast," featuring a press and audience question-and-answer period with manufacturers. Moderators are scheduled to be SPARS chairman and Universal Recording Corp. president Mack Emmerman. The day will close with a manufacturers showcase from 2:00-6:00 p.m. and a SPARS "members only" cocktail party 6:30-8:30 p.m.

The day-long symposium will be held at United Western Studios, 6000 Sunset Blvd. in Hollywood, Calif. SPARS members are free, non-members may register for \$15 per person.

On March 28, as part of a 1982 convention business session entitled "Face The Music: Let's Reverse The Downward

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Compromise Looms For Calif. Paraphernalia Bill

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Box. "The current wording would give the police tremendous harrassment powers, and the right to make attitudinal arrests based upon a person's lifestyle. So I've asked Russell to sit down and discuss it during a hearing, taking testimony on every item raised by his bill."

Kapiloff, a new member of the Criminal Justice Committee, is an outspoken critic of the cigarette, oil and paraphernalia manufacturing industries, and first mentioned the possibility of a compromise with Newton's supporters during a particularly heated meeting held last week in Sacramento where screams and outbursts were commonplace.

"It was the most zoo-like atmosphere I've ever experienced in my 10 years with the Assembly," said Kapiloff. "There were constant interruptions, people just jumping in and shouting. Representatives from both sides of the issue were rowdy and impolite to the witnesses, almost like it was a meeting over gun control."

The assemblyman said he believes narcotics use is one of the major problems facing modern society. "We're quickly becoming a drug culture and I for one think it's objectionable and obscene," according to Kapiloff. "I don't have much respect for record store owners who want to make a quick buck selling things used for unhealthy, illegal reasons. On the other hand, if this bill was passed now, the owner of a head shop could be arrested for selling a pipe, even if the purchaser intended to smoke tobacco in it."

"In talking things over with Russell's people," Kapiloff concluded, "I hope to strike a compromise with those who have a fascistic attitude about the paraphernalia issue."

POINTS WEST

REQUIEM FOR A HEAVYWEIGHT — Sentimental shockwaves reverberated throughout Los Angeles and the entire country when **John Belushi** died last week at Hollywood's Chateau Marmont hotel while in town working on a new film project. The multi-talented Albanian singer/actor/comedian will be sorely missed, not only by his legions of fans, but also by his many friends in L.A.'s music community. Widely known for his recording persona **Jake Blues** of the **Blues Brothers**, over the past couple of years the rotund rebel became a big supporter of California's modern music scene, particularly favoring groups like **the Go-Go's**, **The Dead Kennedys**, **Fear**, **Circle Jerks** and **Black Flag**. Besides his enthusiasm for young rockers, Belushi was also responsible for introducing a new generation to the sounds of veteran R&B artists, telling his listeners, "I strongly suggest you buy a blues album." In reviving the songs of **Sam & Dave**, **James Brown**, **Booker T. & the M.G.'s**, **John Lee Hooker** and **Otis Redding**, he and his partner **Dan Ackroyd** helped launch a resurgence of this vital musical form. Belushi was laid to rest last Tuesday at Martha's Vineyard in Massachusetts, but his spirit will continue to endure.

HOT AND HORNY — Super saxman **Clarence Clemons** has more nicknames than almost anyone else in show business: "The Duke of Paducah," "Master of the Universe," "King of the World," and "The Kahuna," among others. But when Clarence showed up in Los Angeles last week to play several sold-out dates at Wolf & Rissmiller's Country Club along with a surprise last-minute gig at the Roxy, he heralded a band known as **C.C. and the Red Bank Rockers**, blowing audiences away with searing renditions of such classics as "634-5789," "The Wind Cries Mary," and "Try A Little Tenderness" along with a couple of **Bruce Springsteen** covers, "Fire" and an upbeat jam known as "C.C. By The Sea." Orkan **Robin Williams** helped out during the Roxy performance during a version of "10th Avenue Freeze Out," and fellow Jerseyite **J.T. Bowen**



was at every show providing soulful 'n' saucy vocal assists. All sources indicate that Clemons has been signed as a solo act by Elektra/Asylum, and could possibly have an album ready to ship by next fall. **Faris Bouhafa**, C.C.'s manager, says the LP will contain lots of instrumentals, with original material coming from special "resources." In the meantime, the band is set to return to the east coast and finish up their tour at Big Man's West nightclub on the N.J. shore and a show in Syracuse, New York. Clemons is also involved with promoting many seaside musicians in the Garden State, including **George Theiss**, **Sonny Kenn** and **The Shakes**, who were around during the halcyon days of the Asbury Park rock revolution in the late 1960s and early '70s.

Clemons isn't called "the Big Man" merely on account of his physique and lung capacity — he's an all-around hip cat who has worked extensively with handicapped kids in the past and continues to aid needy folks to this day.

VINYLLY — **Brian Eno's** wrapped up work on his latest album, "Onland," and is currently working on a new video exhibition . . . **E/A** and **Tangerine Dream** have parted ways . . . Mobile Fidelity Records will issue its first totally original release, an LP by **The Mix** featuring **Bruce Gary** from **The Knack**, **Robbie Krieger** from **The Doors**, **Don Preston** from the **Mothers of Invention** and **Arthur Barrow** of **Frank Zappa's** band. Expected in May, the album's jazzy with fusion and be-bop overtones throughout . . . **Supertramp's** summer LP is tentatively titled "Brother, Where You Bound" . . . **Stars on 45** will assault the airwaves soon with a **Rolling Stones** medley . . . Look for a new **Blondie** disc in early May called "The Hunter" which, according to one privileged listener, contains a host of different musical forms. Also out that month is a book written by **Debbie Harry**, **Chris Stein** and **Victor Bockris** called *Making Tracks: The Rise of Blondie*. Featuring over 250 photos of the group, the volume will be available as a Dell trade paperback in the U.S. . . . **Richard Pryor's** "Live on the Sunset Strip" LP is due in stores on March 24, shortly after the release of a concert feature film. The comedy disc provides a full explanation of Pryor's ordeal by fire, a return visit from his fictional sage character Mudbone and a rap about visiting Africa . . . Liberty Records is slated to put out a collection of themes from the 007 flicks called "James Bond Greatest Hits" this month. The album will contain 20 cuts including numbers by **Paul McCartney**, **Shirley Bassey**, **Sheena Easton**, **Carly Simon**, **Lulu**, **Louls Armstrong** and **Nancy Sinatra**. The original Bond melody, which **The Specials** lifted for their tribute to M's master spy, will also be in the set . . . New Jem LPs worth noting: **Phil Manzanera's** "Primitive Guitars," **Thomas Leer's** "Contradicting Languages" and **Swollen Monkey's** "After Birth Of The Cool."

ODDS AND ENDS — Atlanta's space-cases, **The B-52's**, made some planet waves last week with a series of shows at the Hollywood Palladium. Word has it the goofy group is going to pop up on the soap opera *The Guiding Light* sometime soon . . . Producers **Stephen Metz** and **Bob Reno** are going full-steam ahead with their pre-production activity on the biopic based on the life of **Bobby Darin**, *On Borrowed Time*. According to Metz, singers **Paul Anka**, **Johnny Rivers** and **Burton Cummings** have expressed a desire to play the lead, but plans now call for an unknown to pull off the part. As a result of complex legal hassles, Darin's widow, **Sandra Dee**, will not be mentioned in the script . . . PolyGram/Casablanca group **Dr. Hook** will boogie on down to The Country Club in Reseda on March 24. The group is currently hot on the charts with its new single, "Baby Makes Her Blue Jeans Talk" . . . One of L.A.'s veteran trios, **The Alley Cats**, will enter the studio shortly to record an album for MCA Records, due June 1. The group, featuring **Dianne Chal**, **Randy Stodola** and **John McCarthy**, is under the aegis of The Berle Company, which also books and works **The Go-Go's**, **The Plimsouls**, **The Surf Punks** and **Suburban Lawns**, among others. . . . Irish traditionalists **The Chieftains** will do a track on **Don Henley's** forthcoming solo LP . . . L.A.'s most insane (inane?) disc jockey, **Frazier Smith**, has formally signed a deal with MGM studios to star and co-write a project based on the adventures of the "Cool Patrol." Smith is said to be enlisting the aid of several local bands for the soundtrack to the film . . . Capitol Records is releasing a promo version of its "Beatles Movie Medley" to coincide with its "Reel Music" release. The promo item, available in 7" and 12" formats, will contain a rare spoken word flip-side featuring a 1964 press conference with the group in which the group discussed its first film, *A Hard Day's Night*. Other plans for the "Reel Music" campaign include slipping a 12-page souvenir photo booklet into each album package, and offering it to cassette buyers through the use of an order blank.

jeffrey resner

AUDIO / VIDEO

SOUND VIEWS

THE FIRST NATIONAL SEXDISC? — A laser optical interactive sex videodisc may not be as far-fetched as it sounds...or as far off as one might imagine. Adult film producers have been looking for some time now to get into the videodisc market, which such X-film executives as Wonderful World of Video's **Jack Gallagher** feel is "potentially more lucrative than even the pre-recorded videocassette market." That's saying something, considering, as TVX owner **David Friedman** told the crowd at the recently concluded ITA seminar, gross retail sales of X videos now amount to \$80-\$90 million a year. However, all three disc camps adamantly refused to press porno...until Pioneer Video president **Ken Kal** disclosed at the ITA that it would custom press "whatever material"



ELEPHANT GRAMMY — Pacific Arts chairman and video recording artist **Michael Nesmith** posed backstage at the Shrine Auditorium with the first ever Video Grammy, which he was awarded for Michael Nesmith In Elephant Parts.

was offered, if and when the company takes over the DiscoVision Assoc. (DVA) Carson, Calif. plant (at presstime, they were "still in the process of final negotiations," according to a Pioneer spokesman). "I have no moral standards...unlike certain people," Kai told the ITA assemblage, referring to professional differences with his CED and VHD competitors, as well as such LaserVision allies as 3M (and not, we can assure you, to his personal character). When apprised of this new development, adult film makers were naturally excited at the prospect, but still somewhat apprehensive, finding it hard to believe that such an opportunity might soon be open to them. "I'll believe it when I see it," said **Sydney Niekirk**, president of the Adult Film Assn. and Cal Vista International. "I think it would be very good for the videodisc, as well as the adult film industry." Like many in the video field, Niekirk believes that software drives the hardware and maintains that because for many VCR buyers the first title purchase is an X feature, he doesn't see why the same couldn't be true of the disc. Niekirk himself is banking on his belief in making a substantial commitment to the 1/4-inch VCR format; by July, he will have imported several hundred Technicolor machines from JVC for duplicating labs he is setting up now. "The market for 1/4-inch is no good right now because they simply don't have the software," stated Niekirk, who added that machines will be cross-merchandised with 1/4-inch tapes of Cal Vista titles. In regards to the disc, Gallagher said he'd like to approach Pioneer with titles from "eight or nine producers, so they could get a cross-section of some of our best films" but expects many producers with substantial catalogs, such as Niekirk, to go direct and cut their own deals. Before we can expect to see any hard core titles, though, N.A.P. vice president of videodisc program development **John Messerschmitt** says that Optical Programming Assoc. (OPQ) will be releasing an "adult party games" disc, as well as a "beautiful belly dancing" program.

ODDS & ENDS FROM THE ITA — In keeping with the above item, we thought we'd note a few of the findings of a *Penthouse* magazine readership report given at ITA. Some 10% of the *Penthouse* readers, according to the report, own VCRs, 60% of which were purchased in the past year, while 1/3 of its readers said they intended to buy a VCR this year. Fourteen percent of readers bought or rented pre-recorded videos last year, but 61% of readers said they rented more...RCA demonstrated a prototype of its second generation CED VideoDisc player system in its private hospitality suite at the ITA. The new player features programmable random access, high-speed visual search, repeat picture and segment repeat capabilities. RCA representatives stressed during demonstrations the potential uses of the new player for educational and industrial purposes...Panasonic unveiled a new VHS editing system...Although video software dealers at the show insisted that a rental and sale market currently exists, some of the figures presented proved otherwise. **Tom Peterson** of Portland's Peterson's Co. said that he rented the CPHE title *Stir Crazy* a total of 400 times, while actually selling only three cassettes; ditto for MCA's *An American Werewolf In London*, which he said rented 200 times but didn't sell a single copy. With all these rentals, Peterson said he still "didn't make any money"...ITA approved new criteria for its Golden Videocassette awards. Effective April 1, companies will have to demonstrate via audit that gross revenues on a tape title exceeded \$1 million in sales and/or rentals. Companies with returns policies or stock-balancing programs will have to deduct the amount of their allowance from gross revenues. The ITA board also recommended that a committee begin studying new criteria for the Golden Videodisc award.

VIDEO SOFTWARE NOTES — MEDIA Home Entertainment adds nine new feature film titles to its catalog of nearly 300 this month with such Seymour Borde & Assoc. flicks as the youth-oriented comedies *Lunch Wagon* (with music by Capitol recording group **Missing Persons**) and *Summer Camp*. Other titles include *Confessions Of A Young American Housewife*, an R-rated sex fantasy with X star **Jennifer Welles**; the cult horror film *Devil Times Five*, with **Lelf Garrett**; the kung fu feature *Master Of The Flying Guillotine*; *The Sex Machine*, an Italian sex comedy; *Not My Daughter*, a melodrama about "a young woman's sexual awakening"; and a package of two 1936 films, *The Wages Of Sin* and *Damaged Goods*, considered in the same camp tradition as the MHE titles *Reefer Madness* and *Cocaine Fiends*...Vestron has released seven new titles including the **Chuck Norris** martial arts film *Good Guys Wear Black*; the sexual comedy *Loving Couples*; **John Avildsen's** counter-culture film *Joe* with **Peter Boyle**; *Video Aerobics*, a home exercise course; the acclaimed Australian film *My Brilliant Career*; *Let's Dance* with **Arthur Murray**; and *Comedy Tonight*, hosted by **David Steinberg**...Wizard Video has established a new marketing, duplicating and distribution enterprise by the name of Cult Video as a subsidiary to release...well, cult film titles. Four titles, each carrying a suggested list of \$59.95, are included in Cult's debut. They are *Night Creature*, with **Donald Pleasance** and **Nancy Kwan**; *Smooth Velvet*, *Raw Silk*; *Twilight People*, with **John Ashley** and **Pam Grier**; and, our favorite, *The Cars That Eat People*...Twentieth Century-Fox Home Video has seven new feature film titles to be released throughout the month of March. Included are *The Night The Lights Went Out In Georgia*, with **Krissy McNichol** and **Mark Hamill**; ITC Entertainment's made-for-TV

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VIDEO ON BROADWAY — CBS Video Enterprises (CVE) recently became the first video company to produce a Broadway play, when it staged Shakespeare's *Othello* starring **James Earl Jones** at the Winter Garden Theater. Pictured are (l-r): **Jones** (seated); **Walter Yetnikoff**, president, CBS Records Group; **Cy Leslie**, president, CVE; and **Jim Mervis**, vice president, programming, CVE.

Cornyn Clarifies Stance On Music Video Potential

LOS ANGELES — The office of Warner Communications Inc. Record Group senior vice president **Stan Cornyn** issued a statement last week intended to clarify remarks made by the WCI exec March 1 during his address at the International Tape/Disc Assn. seminar in San Diego (**Cash Box**, March 13).

During his speech to the ITA, Cornyn said that "not much" was presently being done by the recording industry in the way of creating new music home video programming. Last week's release, however, opened by stating that "The WCI Record Group, which represents Atlantic, Elektra/Asylum and Warner Bros. Records in its commercial video activities, has over two dozen active video-music projects in preparation." Among the acts the release says are involved are Steve Martin, Little Feat, Laurie Anderson and the Manhattan Transfer. This is in addition to the two acts Cornyn noted at the ITA, **Emmylou Harris** and **Tom Waits**.

The statement included a number of comments from Cornyn himself, one of which read, "We view music video as a natural extension of our labels' and artists' creative energies. We are developing a department primarily to assist the artists on our three record labels, and also to expand into repertoire which is traditional for the record medium, such as original cast video albums, video interpretations of classical repertoire, and more."

Cornyn cited "ongoing discussions of Teresa Stratas' Brecht-Weill songs, recorded for WCI Nonesuch label" as one example of initial involvement with developing programming in the classical area.

(Cornyn had jokingly suggested at ITA that WCI retain **Bo Derek** to perform "in a visualization of Ravel's 'Bolero' ... or 'Beethoven Unbuttoned.'")

Wrong Emphasis

The basic complaint made by the WCI executive in the release was that "the reportage of that (ITA) speech focused on my comments on the sensitive areas of present business conditions, while attention was not equally focused on my expressed long term future of the medium." Cornyn added, "We're totally committed to video music. It is a creative opportunity for the record business that has had no parallel in my memory."

However, there were other contradictions between what Cornyn said at the ITA and what he was quoted as saying in the

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Digital Recording Symposium Set For NARM Confab

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Trend," NARM will host a segment on "The Magic of Digital Music," chaired by SPARS' **Stone**. During the segment Stone is expected to trace the development of digital recording, providing historical background on the process, in addition to discussing the subject of acceptance of digital product as part of the normal inventory of recorded music outlets. In taking a "pragmatic approach" to digital, Stone is also expected to deal with "the barriers that the industry must overcome, in order to guarantee the introduction and the survival and growth of digital recorded product," according to NARM.

SPARS' **Costa** has been tapped to follow Stone, surveying the various digital technologies and unravelling the technical jargon surrounding digital. Costa will also repeat the SPARS demonstration of the differences between the analog and digital process and review hardware.

NARM and Hastings/Record Town/Disc president **John Marmaduke** will close the segment by exploring the methods of introducing digital into the retail environment. He is expected to propose a marketing campaign for digital product which will be totally integrated and compatible with current record outlet merchandising techniques.

The 1982 NARM convention will be held at the Century Plaza Hotel, March 26-29.

RIAA Publishes Guide To American Digital Recording Facilities

NEW YORK — The Recording Industry Association of America (RIAA) has published a guide to American digital recording facilities in an effort to encourage use of this relatively new technology. Information for the directory was provided by the five manufacturers of digital master recording and editing equipment.

This directory was borne out of two joint seminars held between the RIAA and the Society of Professional Audio Recording Engineers (SPARS), and is being distributed to all RIAA member recording companies, the trade press, record producers and recording artists. The RIAA plans quarterly updates and continuing expansion of this directory.

Single copies are available from Steve Traiman, executive director at the RIAA at 888 Seventh Ave., New York, N.Y. 10106. The telephone number is (212) 765-4330.

Vestron, Chrysalis Join RIAA/VIDEO Division

LOS ANGELES — Vestron Video and Chrysalis Visual Programming have both joined RIAA/VIDEO, the video division of the Recording Industry Assn. of America (RIAA), bringing the current total of member companies in the organization to 27. Vestron is headquartered in Stamford, Conn., with **John Peisinger** as president; while Chrysalis Visual is based here and headed by vice president of finance and administration **Paul Hutchinson** and general manager **Linda Carhart**.

In other RIAA/VIDEO News, MCA Videocassette/MCA Videodisc picked up two gold certifications for the month of February. The companies received their 15 and 16th gold awards for the Universal Pictures releases *Night Hawks* and *The Deer Hunter*. The awards represent combined sales of at least 25,000 videocassettes and videodiscs with a retail list value of \$1 million.

MERCHANDISING

WEA Stocking Plan Includes Current And Catalog Albums

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has become a bread and butter item for us right now given overall depressed economics, soaring costs and a recognition on our part that there is pressure on our customers to maintain inventories that don't turn over quickly."

Further elaborating on the reason for introducing such a program at the present time, Droz explained, "By providing our accounts with the opportunity to make a broader range of product available to their customers, they will be better able to manage profitable, but often neglected, segments of their inventory with greater flexibility."

Discounts

Under the Inventory Management Program, Light's frontline product is shipped at a 10% discount with 60 days extended dating. All Light label \$5.98 LPs, Musi-

Blitz Planned For Release Of 'Dukes' LP

LOS ANGELES — An extensive marketing campaign, including major in-store merchandising and an advertising blitz, has been developed for release of the Epic LP *Dukes Of Hazzard*, drawn from the CBS-TV program of the same name. In addition to featuring various cast members from the TV show, the album also includes performances by Johnny Cash and Doug Kershaw.

Among the *Dukes Of Hazzard* characters performing on the LP are "Bo Duke," played by Epic/Scotti Bros. artist John Schneider; "Luke Duke," portrayed by singer Tom Wopat; "Boss Hogg," portrayed by Sorrell Hogg; "Daisy Duke," played by Catherine Bach; and "Sheriff Rosco P. Coltrane," portrayed by James Best.

The marketing campaign will get into gear with release of the LP's initial single, titled "The General Lee," by Cash, which will be followed by a mid-April release of "In The Driver's Seat" by Schneider.

An extensive merchandising campaign utilizing the album's cover graphics will be used. Featured is an artist's rendition of the show's key characters inset behind a full action shot of The General Lee, the Duke boys' hot car. Merchandising aids will include a 28"x38" posters, 12½"x12½" album flats, 27"x76" tent posters, 42"x29" rack header cards (all portraying The General Lee) and 4"x23" logos of the album title.

If the album's singles begin to build momentum at radio, 60- and 30-second time buys at radio and television, respectively, will be used to reinforce print ads, including one in the *TV Guide*.

Also planned is a national merchandising contest, which will feature soon-to-be-announced prizes for the best displays built around the *Dukes of Hazzard* LP.

cian, ECM and Atlantic jazz LPs will be covered by a five percent discount and 60 days additional dating. Also receiving 60 days extended credit is Nonesuch LP product, which will discount through the program at 15%.

Authorized return of product resulting from purchases under the program will be credited to reflect the appropriate discount.

Like the CBS program, the WEA plan allows dealers to purchase product covered by the program outside the once a month consolidated order at normal prices and billing.

Both the CBS and WEA plans differ from RCA's in that the RCA program, which has been dubbed, "Great Artists/Great Performances," calls for three-times yearly consolidated ordering.

Unlike CBS or RCA, whose programs focus on classical product — the RCA Red Seal and CBS Masterworks — the WEA program offers titles from varied genres of music. Also unlike the RCA program, the Inventory Management Program discount and dating extends to new releases from the selected product lines.

According to Droz, "We felt the more product lines included, the more meaningful this program would be."

WEA Announces 5.5% Price Hike On Midline LPs

(continued from page 6)

place will take care of them."

Karol explained that at his stores, WEA product will be less prominently displayed. He said that midline titles are often displayed near the front of the store in a large browser bin, with many of the titles also being stocked in bins under an artist's name. Karol said that "now that we will be making 25 cents less on WEA product," midlines from that company will only be displayed under the artist's name, cutting down on the possibility of purchase by the impulse bargain buyer.

Though his chain has engaged in variable pricing on midline product, John Marmaduke, head of the 92-store Hastings Books, Records and Video chain based in Amarillo, said that the WEA hike could cut into volume sales.

Marmaduke said he had no feelings about the WEA hike, but added that the industry was experiencing the arrival of the "\$6.48 midline."

Also supporting the contention that the WEA hike is on the vanguard of midline price hikes by all major labels, Karol said that raising the suggested list price of midlines to \$6.98 would make more sense because "as regular goods go up, manufacturers will want to keep the pricing spread in line."

Simmons Album To List At \$10.98

LOS ANGELES — Citing higher than normal packaging and marketing costs, Elektra/Asylum Records recently announced that the Richard Simmons exercise LP, "Reach," will be listed at \$10.98. The album is due to ship May 1.

The Simmons package is to be marketed through normal retail outlets in addition to drug stores, health and beauty aid departments, sporting goods stores and supermarkets. The LP, which includes a 12-16 page book with illustrations and lyrics is being backed by an extensive merchandising campaign, with a TV direct marketing campaign set for late summer.

SINGLE BREAKOUT OF THE WEEK

DON'T TALK TO STRANGERS • RICK SPRINGFIELD • RCA PB-13070

Breaking out of: National Record Mart — Pittsburgh, Potomac One Stop — Baltimore, City One Stop — Los Angeles, Central One Stop — Connecticut, Karma — Indianapolis, Peaches — Columbus, Tape City — New Orleans, Radio Doctors — Milwaukee, Record Theatre — Cincinnati, Lieberman's — Kansas City, Star's — Dallas, Record Theatre — Cleveland.

SINGLES BREAKOUTS

MAKING LOVE • ROBERTA FLACK • ATLANTIC 4005

Breaking out of: Peaches — Columbus, Camelot — National, Karma — Indianapolis, City One Stop — Los Angeles, National Record Mart — Pittsburgh, Tower — San Diego, Turtles — Atlanta, Record Theatre — Cincinnati

BABY MAKES HER BLUE JEANS TALK • DR. HOOK • CASABLANCA/POLYGRAM NB2347

Breaking out of: Lieberman's — Kansas City, Wherehouse — Los Angeles, Record Theatre — Cincinnati, Everybody's — Portland, Record Theatre — Cleveland, City One Stop — Los Angeles, Karma — Indianapolis, Tower — Sacramento.

FIND ANOTHER FOOL • QUARTERFLASH • GEFEN GEF 50006

Breaking out of: Camelot — National, Lieberman — Dallas, Central One Stop — Nashville, Wherehouse — Los Angeles, Lieberman's — Kansas City

I'LL TRY SOMETHING NEW • A TASTE OF HONEY • CAPITOL P-B-5099

Breaking out of: Karma — Indianapolis, Richman Brothers — Philadelphia, Record Theatre — Cleveland, Central One Stop — Nashville, P.B. One Stop — St. Louis.

FREEZE FRAME • THE J. GEILS BAND • EMI AMERICA B-8108

Breaking out of: Star's — Dallas, Lieberman's — Kansas City, Lieberman's — Dallas, Hotline — Memphis, Camelot — National

GOIN' DOWN • GREG GUIDRY • COLUMBIA 18-02691

Breaking out of: Karma — Indianapolis, Peaches — Columbus, Record Theatre — Cleveland, Radio Doctors — Milwaukee, Everybody's — Portland.

FASTEST MOVING MIDLINES

- Ⓢ AC/DC • Let There Be Rock • Atco SD-36151
- Ⓢ B-52's • Mesopotamia • Warner Bros. MINI 3641
- Beatles • Rock 'N Roll, Vol. I • Capitol SN/16020
- Tommy Bolin • Teaser • Nemperor/CBS PZ 37534
- David Bowie • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYLI-3843
- Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185
- Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137
- Human League • Dare • Virgin/A&M SP-6-4892
- Carole King • Tapestry • Columbia PE 34946
- Ⓢ Don McLean • American Pie • United Artists LN 10037
- Mike Oldfield • Tubular Bells • Virgin/CBS PE 34116
- Tom Petty and the Heartbreakers • MCA SR 52006
- Mike Post • Television Theme Songs • Elektra EL-60028-Y
- Romeo Void • Never Say Never • 415 Records/415 A-0007
- Ⓢ Shooting Star • Hang On For Your Life • Virgin/CBS NFR 37407
- Ⓢ Shooting Star • Shooting Star • Virgin/CBS PE 37720

COMPILED FROM: Big Apple — Denver • Gary's — Virginia • Karma — Indianapolis • Peaches Records — Columbus, Cincinnati • Record Theatre — Cincinnati • Licorice Pizza — Los Angeles • Lieberman — Portland • Radio Doctors — Milwaukee • Sound Video, Unltd. — Chicago • Dan Jay — Denver • Tower Records — Sacramento, San Diego • Sound Warehouse — San Antonio • Musicland — St. Louis • Cutler's — New Haven • Charts — Phoenix • Alta — Phoenix.

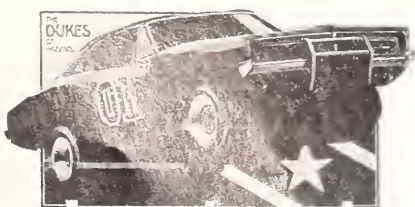
TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaner 70400
- Audio Technica Sonic Broom AT 6012
- Ⓢ Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher "Perfect Path" Cassette Cleaner
- Le-Bo Outer LP Covers
- Maxell HG T-120
- Ⓢ Maxell UDXL II C-90
- Maxwell UDXL II C-90 (2/PAK)
- Ⓢ Memorex MRX C-90 (3/PAK)
- Memorex UHS T-120
- Pickwick Cassette Head Cleaner
- Savoy Cassette Carrying Case 2130
- Savoy Cassette Carrying Case 2330
- Soundguard Record Buffer 86900
- TDK Cassette Head Cleaner HC-01B
- Ⓢ TDK SA C-90
- TDK SA C-90 (3/BAG)

COMPILED FROM: Radio Doctors — Milwaukee • Sound Video, Unltd. — Chicago • Lieberman — Denver, Portland • Dan Jay — Denver • Tower Records — Sacramento, San Diego • Sound Warehouse — San Antonio • Musicland — St. Louis • Cutler's — New Haven • Charts — Phoenix • Alta — Phoenix • Big Apple — Denver • Gary's — Virginia • Karma — Indianapolis • Peaches Records — Columbus • Record Theatre — Cincinnati • Licorice Pizza — Los Angeles.

* Excludes T-Shirts & Paraphernalia

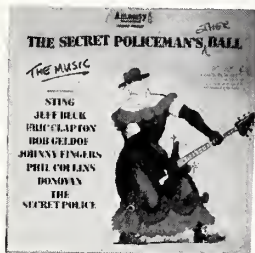
Ⓢ Heavy Sales



'Dukes' header card

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



THE SECRET POLICEMAN'S OTHER BALL • VARIOUS ARTISTS • ISLAND ILPS 9698

Breaking out of: Disco-O-Mat/New York, Harvard Coop/Boston, Stratford/Long Island, Crazy Eddie's/New York, Wilcox/Oklahoma City, Leisure Landing/New Orleans, Vibrations/Miami, Turtles/Atlanta, Karma/Indianapolis, Flipside/Chicago, Sounds Unltd/Chicago, Radio Doctors/Milwaukee, Tower LA/Sacramento, Licorice Pizza/LA, Everybods/Portland, Mile High/Denver.

MERCHANDISING AIDS: Oversized Posters, 1x1 Flats.

ALBUM BREAKOUTS

THE CONCERT IN CENTRAL PARK • SIMON & GARFUNKEL • WARNER BROS. 2BSK 3654

Breaking out of: Camelot/National, Musicland/National, Sam Goodys/New York, Disc-O-Mat/New York, Crazy Eddie's/New York, Stratford/Long Island, Caldor/Northeast, Cutler/New Haven, Central One Stop/Connecticut, Lechmere, Woburn, Record & Tape Collector/Baltimore, Kemp Mill/Washington, Harmony Hut/Washington, Cavages/Buffalo, Bee Gee/Albany, Oz/Atlanta, Turtles/Atlanta, Vibrations/Miami, Specs/Miami.

MERCHANDISING AIDS: Oversized Poster, Oversized Streamer, 1x1 Flats.



ALWAYS ON MY MIND • WILLIE NELSON • COLUMBIA FC 37951

Breaking out of: Camelot/National, Crazy Eddie's/New York, Wilcox/Oklahoma City, Tape City/New Orleans, Leisure Landing/New Orleans, Turtles/Atlanta, Western merch./Amarillo, Lieberman/Dallas, Oz/Atlanta, Karma/Indianapolis, Sounds Unltd/Chicago, Radio Doctors/Milwaukee, Record Theatre/Cleveland/Cincinnati, Mile High/Denver, Licorice Pizza/Los Angeles.

MERCHANDISING AIDS: LP Flats, Oversized Poster, Catalog Bin Card, Rack Header Card.



SEASONS OF THE HEART • JOHN DENVER • RCA AFL1-4256

Breaking out of: Lechmere/Woburn, Record & Tape Collector/Baltimore, Western Merch./Amarillo, Wilcox/Oklahoma City, Sound Video Unltd/Chicago, Peaches/Cleveland, Record Theatre/Cincinnati, Licorice Pizza/Los Angeles, Mile High/Denver, Charts/Phoenix, Tower/Sacramento, Lieberman/Portland.

MERCHANDISING AIDS: Poster, Streamers.



PAC-MAN FEVER • BUCKNER & GARCIA • COLUMBIA XRC 37941

Breaking out of: Handleman/National, Pickwick/National, Kemp Mill/Washington, Disc-O-Mat/New York, Bee Gee/Albany, Oz/Atlanta, Flipside/Chicago, Musicland/St. Louis, Mile High/Denver, Warehouse/Los Angeles, Licorice Pizza/Los Angeles.

MERCHANDISING AIDS: 2x2 Cover Blow Up, LP Flats, Rack Header Card, Catalog Bin Cards.



ENGLISH SETTLEMENT • XTC • VIRGIN/EPIC ARE 37943

Breaking Out Of: Harvard Coop/Boston, Sound Warehouse/San Antonio, Leisure Landing/New Orleans, Vibrations/Miami, Sounds Unltd/Chicago, Tower/L.A./Sacramento, Mile High/Denver, Everybods/Portland, Licorice Pizza/Los Angeles.

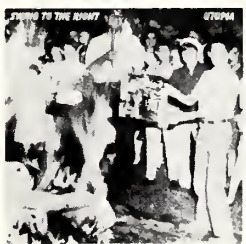
MERCHANDISING AIDS: Poster, LP Flats.



SWING TO THE RIGHT • UTOPIA • BEARVILLE BRK 3666

Breaking out of: Harvard Coop/Boston, Stratford/Long Island, Crazy Eddie's/New York, Leisure Landing/New Orleans, Turtles/Atlanta, Karma/Indianapolis, Street-side/St. Louis, Flipside/Chicago, Sounds Unltd/Chicago, Radio Doctors/Milwaukee.

MERCHANDISING AIDS: 1x1 Flats.



YOU'VE GOT THE POWER • THIRD WORLD • COLUMBIA

Breaking Out Of: Harvard Coop/Boston, Webb's/Philadelphia, Soul Shack/New York, Wilcox/Oklahoma City, Leisure Landing/New Orleans, Turtles/Atlanta, Mile High/Denver.

MERCHANDISING AIDS: 3x3 Cover Blow Up Poster, LP Flats.



WHAT'S IN-STORE

TAKING CARE OF GRAMMY — Video Shack, a major videocassette and disc retailer with several stores in the New York City area, has had since January an eye-catching window display at its 49th St. store promoting Grammy nominees for "Video Of The Year." According to advertising and promotions director **Marla Kesselman**, **David Bean** from Pacific Arts Video, which handles **Michael Nesmith In Elephant Parts**, called with the idea after Nesmith's video was nominated. Kesselman then put together the display, which featured all the nominees. She says that the store window will now focus on Nesmith, who won the Grammy, until the end of March. Music videos, she adds, are taking off nicely even without the merchandising help, but the display has helped to increase consumer awareness of the existence of the hundred or so concert and video album titles now available. She also feels that producers and distributors of music video product would do well to give stronger support. "Music videos are a big business market," she believes. "They are great items for folks who own VCRs and for us. It's nice to give young people something we know they'll enjoy."

TRANSFUSION. . . TRANSFUSION! — E/P/A just sent over one of the stronger invites to come across the *What's In-Store* desk lately, this one for **Ozzy Osbourne's** March 27 p.m. appearance at **Disc-O-Mat Records** on Broadway. This BYOB affair suggests that instead of brew, you "Bring Your Own Blood," presumably not for the Red Cross.

BIG LITTLE GUIDE — The Spring edition of **TSGD (Time-Sensitive Delivery Guide)** is now available. It contains listings and service information for courier companies in the U.S. and offers comprehensive listings for 20,000 communities and routing info on 45,000 other destinations coast-to-coast. The volume enables shippers to find the best method of sending small packages express between any two points in the U.S. for same-day or next-day delivery. TSDG is updated twice a year and sold by annual subscription for \$92, plus \$7 handling. A free 30-day trial subscription is available by writing **TSDG** at 1140 Hammond Dr., suite 6100, Atlanta, Ga. 30328, or by calling **Lanette Mathews** at (404) 396-7000. The third edition of the guide, which will be out in July, will have a new international section for couriers delivering into or out of the U.S.

NARM NOTES — On March 29 at the 1982 National Assn. of Recording Merchandisers (NARM) convention, a 1½ hour television advertising seminar is scheduled for retailers and rack jobbers presently using TV as an advertising medium, as well as those considering doing so. The focus is on production alternatives and media placement, and participants will include **Chuck Adams** of Central South Distributing and Sound Shop, Nashville, Tenn.; **Jerry Adams** of Harmony House, Detroit, Mich.; **Michael Reff** of Everybody's Records, Portland, Ore.; and **Syd Silverman** of United Record and Tape Industries, Hialeah Gardens, Fla. The speakers will provide samples of their own ads and analyze the production and strategy that went into them. In addition, many of this year's entries in the "Gift of Music" Television Advertising Awards Contest will be presented as examples of effective ads produced from as little as \$600 to several thousand dollars.

'HOOKED' BOOKED, POLICE FILED — The "Hooked On Classics" album and single by the **Royal Philharmonic Orchestra** conducted by **Louis Clark**, are being printed by Bradley Publications, which is a division of RBR Communications, and is distributed by Columbia Pictures Publications. The sheet music sells for \$2.95 and is already available, while the matching folio will be out shortly after, most likely at \$7.95. Bradley will also publish band arrangements as well as educational folios for the album's Top 10 hits. . . Also being released is the matching folio to the **Police** platinum album, "Ghost In The Machine," by Chappell Music. The soft-cover collection, to be distributed nationally by Hal Leonard Publishing Corp., contains all 11 songs from the LP, including the hits "Every Little Thing She Does Is Magic" and "Spirits In The Material World." The list price is \$6.95.

V.I.P. VIDEO TREATMENT — National Video Corp., which has 83 **National Video** franchises throughout the U.S. and Canada, has developed a "V.I.P. Card" club program that enables members to rent any cassette available without putting up a security deposit, drowning in red tape or providing any identification other than the V.I.P. membership card. Members are also entitled to phone ordering and cassette reservation privileges. **Ron Berger**, president of the Portland-based company, expects the program to speed up rental transactions, as well as increase club memberships. He explains that the club is risk-free to those who take franchises, since the company will cover any losses. Counter cards, window posters, radio spots and ad slicks are being provided in support of the program, and the company is also taking out ads in consumer and videophile publications.

DO YOU KNOW US? — **Andrea Standley**, her brother **Brent** and his wife **Deborah Reason**, all of **MusiCards, Inc.**, are hoping that their new product, MusiCards, gain them entry into the music business as well as their messages into the hearts of those that receive any of the eight personal recorded greeting cards — "Sweetheart," "You Jazz Up My Life," "We're Special People," "You're A Special Friend," "Rock On Your Birthday," "I'm Sorry," "Love Is," "Missing You" — now available. The colored-vinyl, \$4.95-each cards may be mailed in the envelope provided and can be found at many card shops, singing telegram companies, even those send-a-balloon places. And now MusiCard reports that it is concluding distribution deals with various record retailer chains. The cards can be displayed on a pedestal unit fronting 12 pieces under a "MusiCard: Say It With A Song" signboard. They are written by Brent and Andrea and sung by Deborah. Brent plays most of the instruments. All three are looking beyond MusiCard, Inc., to professional music careers.

HEARTY PROMOTIONS — **Joan Jett & The Blackhearts**, **Loverboy** and **Sister Sledge** were sweethearts for retailers this Valentine's Day. **Record Bar** in Gastonia, N.C., gave customers who brought in a black heart a dollar off Jett's "I Love Rock 'n' Roll" LP or tape, and the designer of the best black heart received a free copy of her preceding LP, "Bad Reputation". . . Record Bar's Statesville, N.C. store held a "Be A Loverboy On Valentine's Day" promotion that gave away dinner for two, flowers, candy and the Loverboy catalog to the first place winner. The second place winner won the catalog, and the third place winner received a promo copy of Loverboy live. . . And in Kansas City, WEA's sales office got together with Bissinger Candies' three stores to help out Sister Sledge's "My Guy" single with a contest that awarded winning ladies customized chocolates cast with the names of their guys.

AWWW! — Who's making the cutest in-store appearances at the moment? No contest! It is the puppy or kitten-of-the-month provided by the Central Missouri Humane Society for Record Bar in Columbia, Mo. The store will give a free copy of the second-place LP of the month to the customer who gives the pet a new home.

WHOOPS! — This column inadvertently credited CBS Records with supplying the 12 pairs of sneakers awarded at the **Sneaker** promotion at the **Record Bar** stores in Oklahoma City and Norman, Okla. Handshake Records, which is Sneaker's label, was the real benefactor.

jim bessman

Stations Generally Support FCC Ruling On AM Stereo

(continued from page 5)

AM stereo is Neil Rockoff, vice president and general manager of country-formatted KHJ/Los Angeles. "With the technology available today to the AM broadcaster, he will be able to achieve full parity with FM by the mid-1980s and won't have the problems of ghosting or the ones created by the freeways, valleys and mountains," said Rockoff. "AM has a much stronger line of sight signal."

WNBC's Fioravanti said that WNBC will complete its conversion to stereo broadcasting in four to five months. He plans to use the system pioneered by Kahn Communications of Long Island, N.Y. One reason for that is that Kahn's system allows one to receive stereo broadcasts without owning a stereo receiver.

"If you use two radios," explained Bill Krause, chief engineer at WNBC-AM, "you can tune the left channel of one slightly low and tune the right channel of the other slightly high and you can receive stereo broadcasts. The Kahn system is the only one where this trick works." Other stations favoring the Kahn system are country outlet KHJ/Los Angeles, A/C-formatted WHDH/Boston and soon-to-be news/talk outlet WABC/New York.

Several broadcasters surveyed were bullish about AM stereo's promotional value in the period before AM stereo radios become mass produced. "It will be a great promotional gimmick," said Brian Moors, vice president and general manager at country-formatted WHN/New York. "Most people don't have a finely enough tuned ear to know the difference between stereo and monaural broadcasting, and stereo has a great image and the image is often more important than the reality."

Conversions Necessary

For that reason, other broadcasters surveyed said they would convert their stations

Walsh, Eskridge Named To Exec Positions At NBC

NEW YORK — Robert S. Walsh has been named president, NBC Television Stations/Radio. He will report to Robert E. Mulholland, NBC president and chief operating officer. Walsh has been president, NBC Television Stations since Aug. 1979.

Walsh rose to that post after a five month tenure as executive vice president, television stations division. In January 1978, he was named vice president and general manager of WMAO-TV/Chicago. His previous posts included the station managership of WMAQ-TV and the vice president and general manager post at WRC-TV/Washington between 1976 and 1978.

In addition, Michael Eskridge was named executive vice president, NBC Television Stations/Radio. Eskridge will now be responsible for finance, administration and engineering at the NBC Radio Division.

Eskridge was named executive vice president, NBC Television Stations last June. He had previously served as vice president of finance and administration, NBC Television Stations for three years. He joined NBC in 1971 as a systems analyst, rising to manager, operations analysis later that year.

In 1973, he was named director, business systems and operations analysis. In 1975, he was appointed director of pricing and financial evaluation. In 1977, he moved to Chicago to take the post of director of business affairs at WMAQ-TV. He remained there until April 1978.

to stereo to maintain a competitive stance in the market even if they had reservations about its effectiveness to save AM musical programming. "I would convert to AM stereo if only for the gimmick value of it," said Richard Lippincott, program director at Top 40 station WLS/Chicago. "I think that all AM stations are going to have to do it. It's something that's been forced on the AM stations."

Echoing Lippincott's sentiments, Bob Adams, program director at A/C outlet WHDH/Boston, feels that AM stereo will not be the saving grace of AM radio. "I think that the attrition to FM is occurring, not because of stereo, but because AM broadcasters are offering lousy programming."

In contrast to WHN's Moors, Adams said that consumer ignorance of stereo broadcasting could work against AM stations. "The average consumer is not an audiophile and has no idea of whether or not there's a difference between monaural and stereo broadcasting," said Adams.

One other fear that concerned the broadcasters surveyed was how a uniform national system would emerge. "The Commission made the decision, and we have to live with it," said Tom Bigby, manager of operations and programming at A/C-formatted KFI/Los Angeles. "But it's going to be like going back to the early days of television where there were four different receivers before the RCA system was adopted. What good would it do us to have seven different AM stereo systems?"

One System Needed

"They're going to have to come up with a consistent system," said Jay Clark, operations director at WABC/New York. "You can't have one for Chicago, one for L.A. and one for New York." Interestingly enough, WABC is prepared to convert to stereo broadcasting, but is not sure that it will make the switch, now that it has decided to change its format to all-talk (Cash Box, March 6.) "We're looking at all of the

(continued on page 34)

Hughes Is Appointed President At Viacom

NEW YORK — Paul Hughes has been named president of Viacom Broadcasting, effective April 1. In this capacity, he will oversee the operations of all Viacom-owned television and radio stations. Viacom owns television stations in the New Haven, Conn. and Albany N.Y. markets and radio stations in New York, Chicago, Oakland, Houston, Memphis and Washington, D.C.

Hughes comes to Viacom's presidency from WVIT-TV/New Britain, Conn. where he served as president and general manager since 1978. He came to Viacom from WCCO-TV/Minneapolis, where he was vice president and general manager. Hughes had also been executive vice president at Telerep, a television sales firm, and held several executive positions in the Poole Broadcasting Co.

Lyman Named RKO VP, Gov't Relations

NEW YORK — Jerry R. Lyman has been named vice president, government relations, at RKO General Broadcasting. In this position, Lyman will keep track of all legislative and regulatory matters concerning the broadcasting industry. He retains his post as vice president and general manager at WGMS/Washington, D.C.

Lyman joined RKO in 1970 in its Los Angeles sales office. In 1972, he rose to vice president and general manager of WGMS and, in 1977, also became head of RKO's FM division.

AIR PLAY

A BROADCASTERS' DEREGULATION BILL — Rep. James Broyhill (R-N.C.) has proposed two of the most sweeping radio deregulation bills to date, cheering the industry's leading trade associations in the process. H.R. 5585 would eliminate the authority of the Federal Communications Commission (FCC) over programming decisions and would repeal the equal time clause, the fairness doctrine and the reasonable access provision for political candidates. It would also prevent the commission from punishing broadcasters who illegally disseminate lottery information over the air or use obscene language. "These are criminal violations so there's no need for the FCC to get involved with them," explained **Rodney Joyce**, minority counsel to the House Telecommunications Subcommittee. Both the National Assn. of Broadcasters (NAB) and the National Radio Broadcasters Assn. (NRBA) like this bill. "We support it absolutely," said **Shaun Sheehan**, NAB senior vice president of public affairs. "We're very pleased with these bills," added **Abe Voron**, NRBA executive vice president. "They are the closest thing to real deregulation that's come about." H.R. 5584, on the other hand, was not quite as warmly received. It aims to repeal Section 307(b) of the Communications Act of 1934, which states that radio frequencies be allocated "in a fair, efficient and equitable manner." It would also eliminate the comparative hearing process for broadcast license renewal, compelling a competitor to prove how the original license holder violated the law. While both organizations like the latter provision, the former drew some criticism. "Over the years, Section 307(b) has been interpreted to mean that local broadcasters would be protected," said Voron, "but Broyhill feels it can be used to prevent access to new technology. What we want is a free marketplace and protection of localism." Added NAB's Sheehan, "These bills are about 80% maybe 90% of the way there." Both bills are currently sitting in the House Telecommunications Subcommittee, and no hearings have yet been scheduled on them.



DAS GONZALEZ — Becket recording artist Terri Gonzalez recently visited B/C-formatted WDAS/Philadelphia to support her forthcoming album "Treat Yourself To My Love." Pictured at the station are (l-r): Jack Kreisberg, Becket; Gonzalez; Doug Henderson, Jr., DJ, WDAS; and Alan Lott, Universal Distribution.

SYNDICATION INDICATIONS — Los Angeles-based syndicator Westwood One filed suit last week against NBC, enjoining it from using the moniker "On the Record" for the music information segment of the *Today Show*. Westwood One feels that the name creates too much confusion with its feature "Off the Record," hosted by L.A. radio personality **Mary Turner**, which airs in 200 markets nationwide. The syndicator reportedly brought suit only after NBC turned down a polite request to drop the name. Westwood One also seeks punitive damages. . . London Wavelength is currently producing a special feature of rare **Beatles** music, scheduled to air over the Memorial Day weekend in 400-500 markets nationwide. The show will consist mainly of music recorded between 1962 and 1965, although some interview segments will be broadcast. . . The Creative Factor of Hollywood of producing a special focusing on Columbia recording group **Journey**, set to air March 27 on over 200 stations nationwide. This is the first in the syndicator's new offerings entitled *Rock Triple Play*. Future features will spotlight such acts as A&M recording group **The Police**, and Capitol recording artist **Bob Seger**.

NETWORK NEWS — Warner-Amex Satellite Entertainment Co.'s Music Television (MTV) and NBC's Source are simulcasting in stereo March 20 at 11:59 p.m. a concert by Columbia recording group **Journey** live from the Summit in Houston. So far, the Source has cleared over 40 stations for the simulcast, including **WMMR/Philadelphia**, **WMET/Chicago** **KSJO/San Jose** and **KWK/St. Louis**.

STATION TO STATION — Announcers belonging to the American Federation of Television and Radio Artists (AFTRA) recently went out on strike against all-news outlet **WINS/New York** after its four-year contract had expired. At issue in the strike are management demands that announcers spend more time at the station without further compensation, job security and outside contracting of newsgathering services. At presstime, the two sides were still not speaking to one another. . . Top 40 outlet **WLS/Chicago** is selling albums of its personality **Larry Lujack's** "Animal Stories" through the mails now. "We've been selling them for many months now at record stores in Wisconsin, Iowa and Illinois through MS Distributors," **Ed Marcin**, WLS promotion coordinator, told *Air Play*. "Now the demand is so overwhelming that we're offering them mail order through an address in Morton Grove." Among the animal stories are "Egg Sucking Dog," "Mike the Headless Rooster" and "Wimpy Pekingese/Constipated Chinchillas." "They are the best of animal stories sent in from our listeners on farms in southern Illinois and Wisconsin," added Marcin. To get a copy, send \$6.95 to "Animal Stories" P.O. Box 890, Morton Grove, Ill. 60053. All proceeds go to benefit the Forgotten Children's Fund. . . We move to a different kind of animalism at AOR outlet **KMET/Los Angeles**, where the station has invited both its female and male listeners to send in nude photographs for a centerfold, in anticipation of the concert by BMI recording group the **J. Gells Band** on March 20. They've also reportedly received the approval of *Playboy* and *Playgirl* magazines for this contest. "They've already received hundreds of pictures — and some of them quite good — of both men and women," **David Budge**, EMI America staff publicist, told *Air Play*. "They even got a beautiful one of a lady who's nine months pregnant." There will be a male and a female winner, and they will be driven to the concert in a limousine and will be eligible for a contract at one of the two magazines.

THE IMMEDIACY OF RADIO COVERAGE — Please send all radio-related releases to *Air Play*, Cash Box, 1775 Broadway, N.Y., N.Y. 10019. **larry riggs**

COLLEGE CONFAB — A reported 1,500 college radio program directors, general managers and air personalities converged on Washington, D.C. last week for the Intercollegiate Broadcasting System convention. The student broadcasters were treated to workshops on everything from the workings of the FCC to effective news programming to record promotion through college radio. Featured speakers included **Dick Shiben**, former FCC Broadcast Bureau Chief, **Jim Cameron**, former news director at NBC's Source and now an independent consultant, and such music business people as **Eric DuFaure**, president of Chachalot Records, **Barry Levine** of CBS Records and **Keith Altomare** of I.R.S. Records.

CASH BOX ROCK ALBUM RADIO REPORT



— **RICK SPRINGFIELD • SUCCESS HASN'T SPOILED ME YET • RCA**
ADDS: KZAM, KEZY, KZEW, WYFE, KLQ, WLIR, KNCN, KSHE, WOUR, WAAF, WCCC, WRNW, WBLM, WABX, WGRQ. **HOTS:** KEZY, WYFE, KLQ, WAAF. **MEDIUMS:** WLIR. **PREFERRED TRACKS:** Strangers.
SALES: Just shipped.



3 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK
ADDS: None. **HOTS:** WYSP, WGRQ, KMG, WABX, KSFX, WPLR, KROQ, WHFS, WSHE, WBLM, WYFE, KZEW, KOME, KLQ, WMMS, WLIR, KNCN, KSHE, WOUR, WKLS, WAAF, WCOZ, WCCC. **MEDIUMS:** KSJO, WRNW. **PREFERRED TRACKS:** Title, Crimson, Bits.
SALES: Good in all regions.

1 MOST ADDED

LP Chart Position

- 20 AC/DC • FOR THOSE ABOUT TO ROCK WE SALUTE YOU • ATLANTIC**
ADDS: None. **HOTS:** KOME, KNCN, WOUR, KSJO, KMG, WGRQ. **MEDIUMS:** WMMS, KKLS, WCOZ, WBLM, KROQ, WPLR, KSFX. **PREFERRED TRACKS:** Let's, Title, Evil, Venom.
SALES: Good to moderate in all regions; strongest in East.
- 148 BRYAN ADAMS • YOU WANT IT, YOU GOT IT • A&M**
ADDS: None. **HOTS:** WYSP, WGRQ, KZEW, WMMS, WLIR, WOUR, WBLM, KSFX. **MEDIUMS:** WYFE, KEZY, KLQ, KSHE, WKLS, WCOZ, KSJO, KMG. **PREFERRED TRACKS:** Lonely, Fits, Don't Look.
SALES: Fair in West and Midwest; weak in others.
- 14 THE CARS • SHAKE IT UP • ELEKTRA**
ADDS: None. **HOTS:** WGRQ, KMG, WABX, WPLR, KROQ, KZEW, KOME, KEXY, KLQ, WMMS, WLIR, KNCN, KSHE, WOUR, WKLS, WCOZ, WRNW. **MEDIUMS:** WYSP, KSFX, KSJO, WYFE, WCCC, WBLM. **PREFERRED TRACKS:** Title, Since, Victim.
SALES: Good to moderate in all regions; weakest in South.

3 MOST ADDED

- **DEATH WISH II • ORIGINAL SOUNDTRACK • SWAN SONG/ATLANTIC**
ADDS: KZEW, WMMS, WLIR, WKLS, WAAF, WCCC, WRNW, WHFS, WGRQ. **HOTS:** WLIR. **MEDIUMS:** KZEW. **PREFERRED TRACKS:** Sirens.
SALES: Just shipped.

2 MOST ADDED

- **THE DREGS • INDUSTRY STANDARD • ARISTA**
ADDS: WPLR, KSJO, WHFS, WSHE, WRNW, WCCC, WAAF, WKLS, WOUR, KSHE, KNCN, WLIR, KOME, WYFE. **HOTS:** WLIR. **MEDIUMS:** WAAF. **PREFERRED TRACKS:** Open.
SALES: Just shipped.
- **JAY FERGUSON • WHITE NOISE • CAPITOL**
ADDS: WPLR, WCOZ, WKLS, WLIR, KOME. **HOTS:** WMMS, WOUR. **MEDIUMS:** KZEW, KEZY, KLQ, KNCN, KSHE, WCCC, WRNW, WBLM, KSFX, WABX, WGRQ. **PREFERRED TRACKS:** Title, Down.
SALES: Fair in East; weak in others.

- 10 FOREIGNER • 4 • ATLANTIC**
ADDS: None. **HOTS:** WMMS, WLIR, WKLS, WRNW, KMG, WGRQ. **MEDIUMS:** KOME, KEZY, KLQ, WCOZ, WBLM, WABX. **PREFERRED TRACKS:** Juke, Waiting, Urgent.
SALES: Good to moderate in all regions; weakest in South.
- 46 GAMMA • 3 • ELEKTRA**
ADDS: WPLR, WKLS. **HOTS:** WLIR, WOUR, KSJO, KSFX. **MEDIUMS:** WYFE, KZEW, KOME, KLQ, WMMS, KNCN, KSHE, WAAF, WRNW, WBLM. **PREFERRED TRACKS:** Gone, Moving, Third.
SALES: Moderate to fair in all regions; weakest in East.
- 43 GENESIS • ABACAB • ATLANTIC**
ADDS: None. **HOTS:** WYSP, KLQ, WMMS, WOUR, WAAF, WCOZ, WRNW, KSJO. **MEDIUMS:** KZEW, KOME, KEZY, WBLM, KSFX, WABX, KMG. **PREFERRED TRACKS:** Corner, Dark, Reply, Title.
SALES: Moderate to fair in all regions; weakest in South.

- 1 THE GO-GO's • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: None. **HOTS:** WYSP, KZEW, WMMS, WLIR, KNCN, WCOZ, WSHE, WHFS, KROQ, KSFX. **MEDIUMS:** WYSP, KZEW, WMMS, WLIR, KNCN, WCOZ, WSHE, WHFS, KROQ, KSFX. **PREFERRED TRACKS:** Beat, This Town, Lips.
SALES: Good in all regions.

LP Chart Position

- 34 SAMMY HAGAR • STANDING HAMPTON • GEFEN**
ADDS: None. **HOTS:** WYSP, WGRQ, KMG, KSFX, WPLR, KSJO, WYFE, KZEW, KOME, KLQ, WMMS, WLIR, KNCN, KSHE, WKLS, WAAF, WCOZ, WCCC, WBLM, WSHE. **MEDIUMS:** WABX. **PREFERRED TRACKS:** Ill Fall, Piece, One.
SALES: Moderate in West and Midwest; fair in others.
- 2 THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA**
ADDS: None. **HOTS:** WGRQ, KMG, WABX, KSFX, WPLR, KROQ, KSJO, WSHE, WBLM, WRNW, WYFE, KZEW, KOME, KEXY, KLQ, WMMS, WLIR, KNCN, KSHE, WOUR, WKLS, WAAF, WCOZ, WCCC. **MEDIUMS:** WYSP. **PREFERRED TRACKS:** Centerfold, Title.
SALES: Good in all regions.
- 168 JOHNNY & THE DISTRACTIONS • LET IT ROCK • A&M**
ADDS: None. **HOTS:** WAAF. **MEDIUMS:** WYFE, KZEW, KLQ, WMMS, WOUR, WCOZ, WBLM, WSHE, WPLR, KSFX, WGRQ. **PREFERRED TRACKS:** Shoulder, Now, Desire.
SALES: Moderate in West; weak in others.
- 102 LE ROUX • LAST SAFE PLACE • RCA**
ADDS: None. **HOTS:** KZEW, KEZY, KLQ, WMMS, KSHE, WBLM, KSJO. **MEDIUMS:** WYSP, WGRQ, KMG, KSFX, WPLR, WLIR, KNCN, WOUR, WKLS, WAAF, WCOZ. **PREFERRED TRACKS:** Addicted, Boys.
SALES: Fair in South and West; weak in others.
- 74 HUEY LEWIS & THE NEWS • PICTURE THIS • CHRYSALIS**
ADDS: None. **HOTS:** KSJO, WHFS, KZEW, KOME, KEZY, KLQ, WMMS, WOUR, WBLM. **MEDIUMS:** WYSP, WGRQ, KMG, WABX, KSFX, WPLR, KROQ, KZAM, WLIR, KNCN, KSHE, WAAF, WCCC. **PREFERRED TRACKS:** Do You, Tell, Working.
SALES: Weak in East; moderate to fair in others.
- 11 LOVERBOY • GET LUCKY • COLUMBIA**
ADDS: None. **HOTS:** WGRQ, KMG, KSFX, WPLR, KROQ, WSHE, WYFE, KZEW, KOME, KLQ, WMMS, WLIR, KNCN, KSHE, WOUR, WKLS, WAAF, WCOZ, WCCC, WBLM. **MEDIUMS:** WYSP, WABX, KSJO. **PREFERRED TRACKS:** Working.
SALES: Good to moderate in all regions; weakest in South.
- 51 NICK LOWE • NICK THE KNIFE • COLUMBIA**
ADDS: None. **HOTS:** WMMS, WLIR, WOUR, WRNW, WHFS, KROQ. **MEDIUMS:** KEZY, KNCN, WPLR, KSFX, WABX. **PREFERRED TRACKS:** Burning, Heart Hurts, Stick, Raining.
SALES: Moderate to fair in all regions; weakest in South.
- 12 BOB & DOUG MCKENZIE • GREAT WHITE NORTH • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** KZEW, WRNW, WHFS, WSHE. **MEDIUMS:** KOME, WLIR, KNCN, KSHE, WCOZ, WBLM, WABX, WYSP. **PREFERRED TRACKS:** Take Off, Beerhunter, Donuts.
SALES: Good to moderate in all regions; weakest in South.
- 16 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**
ADDS: None. **HOTS:** KZAM, WGRQ. **MEDIUMS:** KOME, WKLS, WCOZ, WBLM, KSJO, WPLR, KMG. **PREFERRED TRACKS:** Edge, Leather.
SALES: Good to moderate in all regions.
- 67 ALDO NOVA • PORTRAIT/CBS**
ADDS: None. **HOTS:** WYSP, WGRQ, KMG, KSFX, WPLR, KZEW, KEZY, WMMS, WOUR, WAAF. **MEDIUMS:** WABX, KROQ, WYFE, KLQ, KNCN, WKLS, WCOZ, WBLM, WSHE, KSJO. **PREFERRED TRACKS:** Fantasy, Fooling.
SALES: Moderate in all regions.
- 24 OZZY OSBOURNE • DIARY OF A MADMAN • JET/CBS**
ADDS: None. **HOTS:** KOME, KLQ, KNCN, WAAF, WCOZ, WBLM, WSHE, KSJO, WGRQ. **MEDIUMS:** WYSP, WMMS, WKLS, WPLR, KSFX. **PREFERRED TRACKS:** Flying, Mountain.
SALES: Moderate in all regions.

1 MOST ACTIVE

LP Chart Position

- 5 THE POLICE • GHOST IN THE MACHINE • A&M**
ADDS: None. **HOTS:** KMG, WPLR, KROQ, WHFS, WSHE, KOME, KEZY, KZAM, KLQ, WMMS, WLIR, KNCN, KSHE, WOUR, WAAF, WRNW. **MEDIUMS:** WABX, KSFX, KSJO, WBLM, WKLS, WCOZ, WCCC. **PREFERRED TRACKS:** Spirits, Every, Secret.
SALES: Good in all regions.
- 50 PRISM • SMALL CHANGE • CAPITOL**
ADDS: None. **HOTS:** WYSP, WGRQ, KMG, KSFX, KZEW, KEZY, WMMS, KNCN, KSHE, WOUR, WAAF, WBLM, WSHE. **MEDIUMS:** WABX, KSJO, WYFE, KOME, KLQ, WKLS, WCOZ. **PREFERRED TRACKS:** Don't Let.
SALES: Moderate in Midwest; fair in others.
- 13 QUARTERFLASH • GEFEN**
ADDS: None. **HOTS:** WGRQ, KOME, KEZY, KNCN, WKLS, WRNW, WPLR, WABX, KMG. **MEDIUMS:** WYFE, KLQ, WMMS, WBLM, KSJO. **PREFERRED TRACKS:** Fool, Harden.
SALES: Good to moderate in all regions; weakest in South.
- 40 BONNIE RAIT • GREEN LIGHT • WARNER BROS.**
ADDS: WBLM. **HOTS:** KZEW, KEZY, KZAM, WRNW, WHFS. **MEDIUMS:** WMMS, WLIR, KNCN, WOUR, KROQ, WPLR. **PREFERRED TRACKS:** Open.
SALES: Moderate in West and Midwest; fair in others.
- 15 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC**
ADDS: None. **HOTS:** WMMS, WKLS, KROQ, WABX. **MEDIUMS:** KOME, KEZY, WOUR, WRNW, WBLM, KMG. **PREFERRED TRACKS:** Waiting, Hang, Start.
SALES: Good to moderate in all regions; weakest in South.

5 MOST ADDED

- **SCORPIONS • BLACKOUT • MERCURY/POLYGRAM**
ADDS: WYSP, WBLM, KSHE, WMMS, KLQ, WYFE. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Title.
SALES: Just shipped.

4 MOST ADDED

- 88 THE SECRET POLICEMAN'S OTHER BALL • VARIOUS • ISLAND**
ADDS: WGRQ, KMG, WABX, WPLR, WAAF, WKLS. **HOTS:** KEZY, WLIR, WRNW, WHFS. **MEDIUMS:** WMMS, KSHE, WCCC, WSHE, KROQ. **PREFERRED TRACKS:** Open.
SALES: Moderate breakouts in all regions.
- 42 SOFT CELL • NON-STOP EROTIC CABARET • SIRE**
ADDS: KSJO, WBLM, KSHE, KLQ, KEZY. **HOTS:** WMMS, WLIR, WSHE, WHFS, KROQ, WPLR. **MEDIUMS:** KEZY, WKLS, KSFX. **PREFERRED TRACKS:** Tainted, Dwarf.
SALES: Moderate to fair in all regions; strongest in East.
- 161 THIN LIZZY • RENEGADE • WARNER BROS.**
ADDS: WABX. **HOTS:** KNCN, WAAF. **MEDIUMS:** KZEW, KLQ, WRNW, WSHE, WPLR, KSFX, KMG, WGRQ. **PREFERRED TRACKS:** Hollywood, Leave, Angel.
SALES: Weak in Midwest; fair in others.
- 99 TOMMY TUTONE • TUTONE 2 • COLUMBIA**
ADDS: WSHE, WCCC. **HOTS:** WGRQ, KOME, WLIR, KSHE, WOUR, WAAF. **MEDIUMS:** KMG, KSFX, KROQ, KZAM, KLQ, WMMS, KNCN, WKLS, WCOZ, WBLM, KSJO. **PREFERRED TRACKS:** Jenny, Man, Shadow.
SALES: Weak in East; moderate to fair in others.
- 125 DWIGHT TWILLEY • SCUBA DIVERS • EMI AMERICA**
ADDS: WGRQ. **HOTS:** WMMS, WLIR, WOUR. **MEDIUMS:** KZEW, KLQ, WAAF, WRNW, WSHE, KROQ, WPLR, KSFX, KMG. **PREFERRED TRACKS:** Somebody, Crying, I'm Back, Magic.
SALES: Fair in all regions.
- 143 WRABIT • MCA**
ADDS: None. **HOTS:** KZEW, WMMS, WBLM, KSJO, WYSP. **MEDIUMS:** KLQ, WKLS, WAAF, WCOZ, KSFX, KMG. **PREFERRED TRACKS:** Anyway, Wrong.
SALES: Fair in Midwest; weak in others.

COUNTRY

Music City News Honors Frazier, Miller, 'Elvira'

by Tom Roland

NASHVILLE — Dallas Frazier received the songwriter of the year award for "Elvira," and Roger Miller was inducted into the Nashville Songwriters' Assn. International (NSAI) Hall of Fame during the second annual Music City News top country hits awards show at Opryland March 3.

Frazier took the 1982 trophy for a tune that is over 15 years old with "Elvira," which was selected by subscribers of the Music City News in what the tabloid hails as the only nationally televised, fan-voted country awards presentation.

Other winners included: "Don't Wait On Me," written by Harold Reid and Don Reid; "Fancy Free," Jimbeau Hinson and Roy August; "Feels So Right," Randy Owen; "I Was Country (When Country Wasn't Cook)," Kye Fleming and Dennis Morgan; "If Drinkin' Don't Kill Me (Her Memory Will)," Harlan and Sanders and Rick Beresford; "I'll Need Someone To Hold Me When I Cry," Bob McDill and Wayland Holyfield; "Old Flame," Danny Lowery and Mac McAnally; "Tight Fittin' Jeans," Mike Huffman; and "You're The Reason God Made Oklahoma," Larry Collins and Sandy Pinkard.

Miller, who was recognized by NSAI director Maggie Cavender for his work through the years with the Hall of Fame plaque, was a special performer on the telecast, along with Alabama, Janie Fricke, George Jones, the Oak Ridge Boys, the Statler Brothers, Conway Twitty, David Fricz and Shelly West, and Kye Fleming and Dennis Morgan.

Sovine Leaves Welk; Takes Tree Int'l Post

NASHVILLE — Roger Sovine, former vice president of professional services at the Welk Music Group, has joined the staff of Tree International here as vice president and general manager of the professional division, effective immediately.

Commenting on the move, Buddy Killen, president and CEO of Tree, said, "We have looked for someone for over a year to fill a position at Tree working directly with me in running the professional division, signing writers, getting our songs recorded and general overall day-to-day music activities. I don't feel there is anyone in the world more capable of running this division than Roger."

Sovine has been in the music business since 1965, having worked with Cedarwood, Show Biz and South Prods, prior to joining Broadcast Music, Inc. (BMI) where he was eventually named assistant vice president of the company prior to joining Welk.



RCA ARTISTS FLOCK TO COUNTRY RADIO SEMINAR — RCA recording artists were present en masse to welcome participants to the 13th annual Country Radio Seminar Feb. 25 at the artist/attendee reception. The artists met and had photos taken with many disc jockeys and industry members at the Opryland Hotel. Pictured standing are (l-r): R.C. Bannon; Leon Everette; Razy Bailey; Sylvia; Randy Owen of Alabama; and Wayne Edwards and John McNamara, RCA regional country promotion. Pictured kneeling are (l-r): Tim McFadden, RCA regional country promotion; Steve Wariner; Teddy Gentry of Alabama; Louise Mandrell; and George Albert, Cash Box president and publisher.

'82 'Hat' Instrumentalist Nominees Set

by Richard Imamura

LOS ANGELES — All of the last year's winners — a number of whom have winning streaks at stake — are once again among the final nominees in the instrumentalist categories of the Academy of Country Music (ACM) "Hat" awards. All seven winners of last year's instrumentalist categories, plus the winning touring and non-touring bands, will once again vie for the Hats, which will be announced two weeks prior to the nationally televised program April 29.

In the guitar category, Al Bruno will be shooting for his third consecutive Hat (and ninth overall); while in the bass category, Curtis Stone is also in contention for his third in a row. In the steel guitar competition, both Buddy Emmons and J.D. Maness, who tied for the Hat last year, are in the running once again.

The longest streak at stake will be Archie Francis' in the drum category. Going into this year's competition, Francis is riding a six-year winning streak. Johnny Gimble, last year's fiddle winner, will be going for his fourth straight Hat; Hargus "Pig" Robbins will be trying for his third straight Hat for keyboards; and harmonica player Charlie McCoy will be in the running for his fifth consecutive Hat in the specialty instruments category.

In the band categories, the Charlie Daniels Band will be shooting for its third straight Hat in the touring band category; while the Palomino Riders (featuring Jimmy

Snyder) will be seeking to repeat last year's win and garner its fifth Hat overall.

In addition, Hats for Country Night Club of the Year, Radio Station of the Year and Disc Jockey of the Year (selected by a poll of industry trade publications and country music personnel at the labels) will be announced along with the abovementioned winners. Last year's winners included Gilley's in Pasadena, Texas and the Palomino in North Hollywood, Calif. in the night club category, KLAC/Los Angeles in the radio station category and Sammy Jackson of KLAC in the DJ category.

By tying with the Palomino last year, Gilley's broke a 12-year streak as the undisputed leader in that category.

Ballots for the instrumentalist categories were mailed to ACM voting members March 12. Deadline for returning the finished ballots to the Sherman Oaks, Calif. accounting firm of Dwight V. Call is April 2.

While winners in the instrumentalist, band, night club, radio station and DJ will be announced approximately two weeks prior to the nationally televised program April 26 — which will feature the entertainer, songwriter, producer and label awards — they will also be featured on the show. Nominees in the entertainer, songwriter, producer and label categories were announced last week (Cash Box, March 13).

Following is a complete list of the nominees in the instrumentalist and band categories.

(continued on page 27)

Fleming, Morgan Named Top NSAI Songwriters In '81

NASHVILLE — Dennis Morgan and Kye Fleming were named Songwriters of the Year, while "You're The Reason God Made Oklahoma" by Larry Collins and Sandy Pinkard took honors as Song of the Year at the 15th annual Nashville Songwriters Assn., International (NSAI) Outstanding Songwriters of the Year Ceremony, held at the Hyatt Regency Hotel here. The ceremony kicked off a weekend symposium that began March 5 with a songwriters showcase, also at the Hyatt.

During the ceremony, 22 songwriters and their songs were awarded with certificates of merit. These included: Dallas Frazier for "Elvira"; Randy Owen, "Feels So Right"; Kye Fleming and Dennis Morgan, "I Was Country (When Country Wasn't Cool)"; Fleming, Morgan and Charles Quillen, "I Wouldn't Have Missed It For The World"; Bob McDill and Wayland Holyfield, "I'll Need Someone To Hold Me (When I Cry)"; Billy Joe Shaver, "I'm Just An Old Chunk Of Coal"; Jan Crutchfield, "It Turns Me Inside Out"; Jim Hurt and Tim Dubois, "Love In The First Degree"; Dolly Parton, "Nine To Five"; Walt Aldridge and Tommy Brasfield, "(There's) No Gettin' Over Me"; Donny Lowery and Mac McAnally, "Old Flame"; Dick Feller, "Somedays Are Diamonds"; Otha Young, "The Sweetest Thing (I've Ever Known)"; Ed Bruce, Patsy Bruce and Ron Peterson, "When You Fall In Love (Everything's A Waltz)"; and Larry Collins and Sandy Pinkard, "You're The Reason God Made Oklahoma."

Additionally, the organization has elected a new board of directors and officers. Ann Stuckey will assume the presidency of the NSAI, following retiring president Randy Goodrum, who has been elected treasurer. Jerry Chesnut is sergeant at arms; Susan Hackney, secretary; Del Bryant, second vice president; and Wayland Holyfield, first vice president.

The board of directors includes new members Kenny O'Dell, Don Wayne, Ed Penney, Susan Hackney, Bill Martin, Roger Cook, and Buzz Cason who joined re-elected members Wayland Holyfield, Marjonn Wilkin, Michael Kosser and Jerry Chesnut. Remaining directors are Buddy Killen, Woody Bomar, Jimmy Bowen, Del Bryant, Paul Craft, John E. Denny, Moses Dillard, Red Lane, Tom Long, Bob McCracken, Ann Stuckey, Sheb Wooley and Debbie Hupp.

Talent Buyers Seminar Set For October 8-12

NASHVILLE — With the theme "Adapting To The New Reality," the Country Music Assn.-sponsored Talent Buyers seminar will once again meet here Oct. 8-12 at the Hyatt Regency Hotel. Bette Kaye of Bette Kaye Prods. has been named chairman of the event's committee, while Sonny Anderson, Walt Disney World; Wayne McCary, Eastern States Exposition; and Joe Sullivan, the Sound Seventy Corp., were named co-chairman of the showcase committee.

The showcase is currently considering acts for the showcase, which will be held Oct. 9-10 at the Tennessee Performing Arts Center. Interested parties wishing to have acts considered by the showcase committee should send press kits to the Talent Buyers Seminar Showcase Committee; c/o the Country Music Assn., P.O. Box 22299, Nashville, Tenn. 37202.

Acts should be "country-oriented and acceptable for family entertainment." Artists who were showcased during the 1981 seminar are not eligible for consideration this year. The deadline for submitting showcase entries is April 1.



NSAI HOSTS 15TH ANNUAL SONGWRITERS' SYMPOSIUM — The Nashville Songwriters' Association International (NSAI) hosted its 15th annual Songwriters' Symposium March 5-6 at Nashville's Hyatt Regency Hotel. Besides an awards banquet March 6, songwriters were featured in a songwriter showcase the previous evening at the hotel ballroom. Pictured after the showcase are (l-r):



singer/songwriter Dave Loggins; Maggie Cavender, NSAI executive director; Michael McDonald of the Doobie Brothers; and Kye Fleming and Dennis Morgan, who penned "I Was Country (When Country Wasn't Cool)" and "I Wouldn't Have Missed It For The World," among others, and received the 1981 songwriter of the year award.

COUNTRY

TOP 75 ALBUMS

	Weeks On 3/13 Chart	Weeks On Chart		Weeks On 3/13 Chart	Weeks On Chart
1 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1	52	40 FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL1-4135)	37	15
2 STILL THE SAME OLE ME GEORGE JONES (Epic FE-37106)	2	16	41 GREATEST HITS CHARLEY PRIDE (RCA AHL 1-4151)	43	21
3 FINALLY! T.G. SHEPPARD (Warner/Curb BSK 3600)	6	8	42 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL. 1 NASHVILLE RHYTHM SECTION (Koala KOA 15001)	46	18
4 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	8	5	43 WHEN A MAN LOVES A WOMAN JACK GRAYSON (Koala KOA 15751)	—	1
5 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	3	26	44 LOVIN' HER WAS EASIER TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	44	22
6 BIG CITY MERLE HAGGARD (Epic FE 37593)	5	20	45 MR. T CONWAY TWITTY (MCA-5204)	39	27
7 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	7	35	46 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	47	43
8 HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	9	26	47 ONE TO ONE ED BRUCE (MCA-5188)	51	15
9 SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	4	8	48 TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	48	27
10 FANCY FREE OAK RIDGE BOYS (MCA-5209)	10	41	49 KING OF THE ROAD BOXCAR WILLIE (Main Street SN73000)	49	16
11 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	11	31	50 SLEEPING WITH YOUR MEMORY JANIE FRICKE (Columbia FC 37535)	50	7
12 CIMARRON EMMYLOU HARRIS (Warner Bros. BSK 3603)	12	13	51 HEART TO HEART REBA McENTIRE (Mercury/PolyGram SRM-1-6003)	56	14
13 JUICE JUICE NEWTON (Capitol ST 12136)	15	53	52 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	52	3
14 MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	41	2	53 URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL-1-4027)	57	39
15 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	14	28	54 KIERAN KANE (Elektra E1-60004)	55	2
16 FEELIN' RIGHT RAZZY BAILEY (RCA AHL1-4228)	16	5	55 STARDUST WILLIE NELSON (Columbia JC 35305)	74	194
17 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	17	7	56 I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. BSK 3599)	40	18
18 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	19	22	57 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	45	151
19 BLACK ON BLACK WAYLON JENNINGS (RCA AHL 1-4247)	20	3	58 GIVIN' HERSELF AWAY GAIL DAVIES (Warner Bros. BSK 3636)	58	2
20 STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	13	30	59 ROUGH RIDER DAVID ALLAN COE (Columbia FC 37736)	59	2
21 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	22	89	60 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	53	9
22 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	18	29	61 FRAGILE — HANDLE WITH CARE CRISTY LANE (Liberty LT-51112)	61	22
23 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	24	14	62 LOOKIN' FOR LOVE JOHNNY LEE (Full Moon/Asylum 6E-309)	64	6
24 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	—	1	63 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	63	53
25 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	25	52	64 THE VERY BEST OF MEL TILLIS MEL TILLIS (MCA-3274)	60	17
26 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	26	46	65 ASK ANY WOMAN CON HUNLEY (Warner Bros. BSK 3617)	65	15
27 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	21	73	66 MIDNIGHT CRAZY MAC DAVIS (Casablanca/PolyGram NBLP 7257)	54	22
28 STRAIT COUNTRY GEORGE STRAIT (MCA-5248)	29	23	67 RODEO ROMEO MOE BANDY (Columbia FC 37568)	70	17
29 LIVE BARBARA MANDRELL (MCA-5243)	28	29	68 HORIZON EDDIE RABBITT (Elektra 6E-276)	68	27
30 ME AND MY R.C. LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4059)	30	5	69 RODNEY CROWELL (Warner Bros. BSK 3587)	69	23
31 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	31	17	70 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	62	26
32 DESPERATE DREAMS EDDY RAVEN (Elektra 5E-545)	33	20	71 GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399)	36	31
33 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL1-4127)	23	16	72 I LOVED 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	72	10
34 I LIE LORETTA LYNN (MCA 5293)	34	4	73 HURRICANE LEON EVERETTE (RCA AHL1 4152)	66	15
35 YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	35	39	74 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	67	33
36 NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	27	23	75 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	71	33
37 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	32	70			
38 WITH LOVE JOHN CONLEE (MCA-5213)	38	34			
39 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	42	76			

Cristy LANE

"Amazing Grace"



An Album of Strong Emotions

Produced by Lee Stoller



Direction: Lee Stoller

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CASH BOX TOP 100 COUNTRY

March 20, 1982

	Weeks On Chart	3/13 Chart
1 BOBBIE SUE	4	9
2 SHE LEFT LOVE ALL OVER ME	5	13
3 BIG CITY	6	10
4 BLUE MOON WITH HEARTACHE	1	13
5 THE VERY BEST IS YOU	7	13
6 THE CLOWN	8	8
7 ANOTHER SLEEPLESS NIGHT	10	10
8 IF YOU'RE WAITING ON ME (YOU'RE BACKING UP)	9	14
9 SAME OLE ME	13	7
10 TENNESSEE ROSE	12	10
11 THROUGH THE YEARS	14	8
12 BE THERE FOR ME BABY	17	9
13 A COUNTRY BOY CAN SURVIVE	16	9
14 MIS'RY RIVER	15	12
15 I LIE	18	9
16 SWEET YESTERDAY	19	10
17 CRYING MY HEART OUT OVER YOU	22	9
18 IF YOU'RE THINKING YOU WANT A STRANGER (THERE'S ONE COMING HOME)	21	8
19 ANOTHER HONKY-TONK NIGHT ON BROADWAY	23	7
20 MOUNTAIN OF LOVE	3	12
21 IN LIKE WITH EACH OTHER	25	7
22 SINGLE WOMEN	29	4
23 AFTER THE LOVE SLIPS AWAY	26	5
24 BUSTED	31	5
25 NEW CUT ROAD	28	9
26 MOUNTAIN MUSIC	37	3
27 'ROUND THE CLOCK LOVIN'	30	6
28 YOU NEVER GAVE UP ON ME	35	5
29 IT'LL BE HER	32	6
30 A LITTLE BIT CRAZY	36	5
31 DON'T LOOK BACK	38	4
32 DO ME WITH LOVE	2	14
33 FROM LEVIS TO CALVIN KLEIN JEANS	34	8

	Weeks On Chart	3/13 Chart
34 YOU'RE NOT EASY TO FORGET	42	5
35 NATURAL LOVE	39	7
36 VICTIM OR FOOL	40	7
37 SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)	46	4
38 ALWAYS ON MY MIND	52	3
39 YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD	11	16
40 SOMEDAY SOON	47	4
41 DON'T COME KNOCKIN'	45	8
42 KANSAS CITY LIGHTS	55	3
43 (YOU SURE KNOW YOUR WAY) AROUND MY HEART	49	6
44 WRITTEN DOWN IN MY HEART	44	8
45 IT'S A LONG WAY TO DAYTONA	51	4
46 TOOK IT LIKE A MAN CRIED LIKE A BABY	48	8
47 NO RELIEF IN SIGHT	20	12
48 I'VE JUST SEEN A FACE	58	4
49 AND THEN SOME	56	5
50 LUCY AND THE STRANGER	57	5
51 TEARS OF THE LONELY	—	1
52 I FEEL IT WITH YOU	60	3
53 YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)	80	2
54 LOVE TAKE IT EASY ON ME	61	4
55 JUST TO SATISFY YOU	79	2
56 DON'T EVER LEAVE ME AGAIN	33	10
57 WHEN A MAN LOVES A WOMAN	24	13
58 I'D LOVE YOU TO WANT ME	62	6
59 BORN WITH THE BLUES	59	6
60 TRAVELIN' MAN	81	2
61 HOLED UP IN SOME HONKY TONK	82	2
62 LIES ON YOUR LIPS	27	11
63 EVERYBODY MAKES MISTAKES	41	13
64 SHINE	43	17
65 BANDERA, TEXAS	67	5
66 TIL SOMETHING BETTER COMES ALONG	50	9

	Weeks On Chart	3/13 Chart
67 THERE GOES MY EVERYTHING	72	4
68 SEMI DIESEL BLUES	68	6
69 TAKE ME TO THE COUNTRY	—	1
70 LOVE IS	74	4
71 HOLDIN' ON	71	7
72 I'M GOIN' HURTIN'	—	1
73 MOANIN' THE BLUES	76	5
74 DIAMOND IN THE ROUGH	78	3
75 IN LOVE WITH LOVING YOU	83	3
76 PAIN IN MY PAST	85	3
77 KEY LARGO	89	2
78 I HAD IT ALL	—	1
79 I NEVER KNEW THE DEVIL'S EYES WERE BLUE	88	2
80 BAD NEWS	91	2
81 I JUST CAME HOME TO COUNT THE MEMORIES	53	18
82 THE TWO-STEP IS EASY	—	1
83 SOLITARY LOVER	—	1
84 DIVORCEE	84	5
85 I'LL BE ALRIGHT	—	1
86 THE BITTER WINDS OF TIME	86	3
87 SAFE AND WARM	87	3
88 SOMEBODY BUY THIS COWGIRL A BEER	94	2
89 THE FLAME	96	2
90 HONKY TONK TONIGHT	54	7
91 EVEN IF IT'S WRONG	—	1
92 MOONLIGHT ROBBERY	92	3
93 BUT IT'S CHEATING	64	10
94 I'LL MISS YOU	97	2
95 MADE IN THE U.S.A.	98	2
96 INNOCENT LIES	63	13
97 GUILTY EYES	65	12
98 RUNNING ON LOVE	66	10
99 ONLY ONE YOU	69	17
100 EVERYBODY LOVES A WINNER	70	9

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Country Boy (Bocephus — BMI)	13	Holdin' On (Waylon Jennings — BMI)	71	Love Is (I.S.P.D. — ASCAP)	70	Speak Softly (Booth and Watson — BMI)	37
A Little Bit Crazy (Milene — ASCAP)	30	Holed Up In (Tree — BMI/Golden Opportunity — SESAC/G.I.D. — ASCAP)	61	Love Take It Easy (Combine — BMI)	54	Sweet Yesterday (Tom Collins — BMI)	16
After The Love (Blue Moon (adm. by April) Easy Listening — ASCAP)	23	Honky Tonk Tonight (I.S.P.D. — ASCAP)	90	Lucy And The Stranger (House of Gold — BMI)	50	Take Me To (Vogue/Partner/Bibo c/o Welk — BMI/ASCAP)	69
Always On (Screen Gems-EMI/Rose Bridge — BMI)	38	I Feel It (Cross Keys/Litton — ASCAP)	52	Made In The USA (Baby Chick/Vogue (Welk) — BMI)	95	Tears Of The (Bibo c/o Welk — ASCAP)	51
And Then Some (House of Gold/Chinnichap adm. in U.S. by Cannada By Careers — BMI)	49	I Had It All (Flowering Stone — ASCAP/LegendSongs — BMI)	78	Mis'ry River (Chiplin — ASCAP)	14	Tennessee Rose (Warner-Tamerlane/Babbling Brooks — BMI/Drunk Monkey — ASCAP)	10
Another Honky-Tonk (Peso/Wallet — BMI)	19	I Just (Contemation — SESAC)	80	Moanin' The Blues (Publicare — ASCAP)	73	The Bitter Winds (Axe Handle — ASCAP)	86
Another Sleepless Night (Chappell — ASCAP)	7	I Lie (Coal Miners — BMI)	15	Moonlight Robbery (Ariel — ASCAP)	92	The Clown (Mammoth Spring/Rose Bridge — BMI)	6
Bad News (Acuff Rose — BMI)	80	I Never Knew (Easy Listening — ASCAP/Galleon — ASCAP)	79	Mountain Music (Maypop (Division of Wildcountry) — BMI)	26	The Flame (Tree — BMI)	89
Bandera, Texas (Keithlee/Trail of Tears — BMI)	65	I'd Love You (Famous — ASCAP)	58	Mountain Of (Morris (adm. by Unichappell) — BMI)	20	The Two-Step (Timberwolf — BMI)	82
Be There (Chappell/Intersong — ASCAP)	12	If You're Thinking (Jack and Bill/Welk ASCAP)	18	Natural Love (Flowering Stone — ASCAP/Holy Moley — BMI)	35	The Very Best (Aoudad — ASCAP/Ibex — BMI)	5
Big City (Shade Tree — BMI)	3	If You're Thinking (Jack and Bill/Welk ASCAP)	18	New Cut Road (World Song — ASCAP)	25	There Goes (Elvis Presley/Acuff-Rose/Husky — BMI)	67
Blue Moon (Hotwire/Atlantic — BMI)	4	I'll Be Alright (Mountain Creek — SESAC)	85	No Relief (Chappell — ASCAP)	47	Through The Years (Peso/Swanee BRAVO! — BMI)	11
Bobbie Sue (House of Gold — BMI/Bobby Goldsboro — ASCAP)	1	I'll Miss You (My Mama's — BMI)	94	Only One You (Cross Keys — ASCAP/Tree — BMI)	99	Til Something Better (Warner Tamerlane/Sweet Harmony — BMI)	66
Born With The Blues (Hallnote — BMI)	59	I'm Goin' Hurtin' (Baray/Mullet — BMI)	72	Pain In My Past (ATV/Screen Gems-EMI — BMI)	76	Took It Like (Chappell — ASCAP/Tri-Chappell — SESAC)	27
But It's Cheating (Terrace — ASCAP)	93	In Like With Each Other (Larry Gatlin — BMI)	21	'Round The Clock' (Chappell — ASCAP/Tri-Chappell — SESAC)	27	Travelin' Man (4 Star — BMI)	60
Busted (Tree — BMI)	24	In Love With (April/Blackwood — ASCAP/BMI)	75	Running On Love (Blackwood — BMI)	98	Victim Or Fool (Coolwell/Granite — ASCAP)	36
Crying My Heart (Cedarwood — BMI)	17	Innocent Lies (Marson — BMI)	96	Safe And Warm (Sir Dale — ASCAP)	87	When A Man Loves (Cotillion/Quincy — BMI)	57
Diamond In The Rough (Bill-Kar — SESAC)	74	It'll Be Her (Baron/Hat Band — BMI)	29	Same Ole Me (Silverline — BMI)	9	Written Down (Grand Avenue — ASCAP)	44
Divorcee (Chappell — ASCAP)	84	It's A Long Way (Mel Tillis — BMI)	45	Semi Diesel Blues (Boll Weevil — BMI)	68	You Never Gave (Michael O'Connor — BMI)	28
Do Me With (Jack & Bill c/o Welk Music — ASCAP)	32	I've Just Seen (Maclean — BMI)	48	Shine (Waylon Jennings — BMI)	64	You Sure Know (Bibo c/o Welk Group/Chappell Company — ASCAP)	43
Don't Come Knockin' (Cedarwood — BMI)	41	Just To Satisfy (Irving — BMI/Parody — BMI)	55	Single Women (Least Loved/Velvet Apple — BMI)	22	You'll Be Back (Bibo c/o Welk Group/Sunflower Country — ASCAP/BMI)	53
Don't Ever Leave Me Again (Blue Lake — BMI)	56	Kansas City Lights (Tom Collins — BMI)	42	Solitary Lover (Newwriters — BMI)	83	You're Not Easy (ATV/Mann and Weil/Braintree/Snow — BMI)	34
Don't Look Back (Gary Morris/WB Music — ASCAP/Warner-Tamerlane — BMI)	31	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	77	Sombody Buy (Pesco — BMI)	88	You're The Best Break (Bibo/Vogue (Welk Music) — ASCAP/BMI)	39
Even If It's Wrong (Steel City — BMI)	91	Lies On Your Lips (Cristy Lane/New Albany — BMI)	62	Someday Soon (W.B. — ASCAP)	40		



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

**First There Was "Fancy Free,"
The Platinum Album Featuring
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Featuring The Smash #1 Single "BOBBIE SUE"**

MCA-52006

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

KIPPI BRANNON (MCA MCA-52023)
If I Could See You Tonight (2:25) (Jeffrey's Rainbow Music — BMI) (M. Collie) (Producer: C.E. Howard, Jr.)

Brannon's follow-up to her debut single, "Slowly," showcases another side of the performer by tapping a more upbeat number that has something of a bluegrass flavor, thanks to the banjo line. Excellently produced, arranged and vocally rendered, this single has "hit" written all over it.



GARY STEWART and DEAN DILLON (RCA JK 13049)

Brotherly Love (2:35) (Forrest Hills Music, Inc. Tree Publishing Co., Inc. — BMI) (G. Stewart, D. Dillon) (Producer: E. Kilroy)

The bad boys of country music have finally teamed for a release that should prove to be an immediate favorite with radio, and especially jukebox. Their voices blend well, and the material is most appropriate. Keep an eye on these two, for an album must certainly be in the works.



HITS OUT OF THE BOX

LEE GREENWOOD (MCA MCA-52026)
Ring On Her Finger, Time On Her Hands (3:38) (Tree Pub. Co., Inc./Love Wheel Music — BMI) (D. Goodman, P. Rose, M.A. Kennedy) (Producer: J. Crutchfield)

DAVID ALLAN COE (Columbia 18-02815)
Take Time To Know Her (3:28) (Al Gallico Music Corp. — BMI) (S. Davis) (Producer: B. Sherrill)

RAY PRICE (Dimension DS-1032)
Forty And Fadln' (2:54) (Millstone Music Co. — ASCAP/Chevis Music Co. — BMI) (J. Mundy, B. Moore, K. Tucker, D. Tucker) (Producer: R. Pennington)

FEATURE PICKS

SLIM WHITMAN (Cleveland International/Epic 14-02779)
My Melody of Love (Galahad Music, Inc./Pedro Music — BMI) (B. Vinton, H. Mayer) (Producer: P. Drake)

THE WRIGHT BROTHERS (Warner Bros. WBS50033)
When You Find Her, Keep Her (2:45) (Tree Pub Co., Inc./O'Lyric Music — BMI) (M. Garvin, C. Waters, T. Shapiro) (Producer: B. Killen)

JOHN SCOTT SHERRILL (Portrait 24-02795)
Out Of The Blue (3:30) (Sweet Baby Music — BMI) (J.S. Sherrill, B. DiPiero) (Producer: T. Cain)

BACKROADS BAND (Soundwaves NSD/SW4667)
Sweet Southern Comfort (3:00) (Hitkit Music — BMI) (J. Marcum, D. Rommel) (Producer: J. Bennett)

TONY ALBERT (Silver Pelican 39854)
My Shoes Keep Walking Back To You (2:43) (Unichappell Music Publ. — BMI) (L. Ross, B. Whills) (Producer: L.R. Johnson)

BO COULTER (Gold Sound GS-8008)
She Oughta Be Against The Law (2:42) (Moondance Music — SESAC) (P. Jenner) (Producer: T. DeVito)

ANN OWENS (RV 1231)
Yuma, Arizona (3:15) (Dagra Music Pub. — ASCAP) (A. Owens) (Producer: not listed)

ALBUM REVIEWS

NIGHT AFTER NIGHT — Jacky Ward — Asylum E1-60013 — Producer: Mike Post — List: 8.98

Like many other country artists, Jacky Ward's albums are a reflection of a variety of influences and styles, from pop to R&B to country. His debut release for Asylum is just that, a nice collection of tunes that are soulful and country. Best cuts include "Circle of Love," and a country remake of the Hamilton, Joe Frank and Reynolds hit "Don't Pull Your Love."



THE COUNTRY COLUMN

SONGWRITERS SHOWCASE — The Nashville Songwriters Assn., International (NSAI) should give itself a pat on the back for the excellent songwriters' showcase it sponsored March 5. Diversity was the key phrase as songwriters from Nashville demonstrated that while they are certainly able to write an excellent country song, they are also equally adept at pop, rock and R&B. And special imports **Michael McDonald**, **Phoebe Snow** and **Micheal Smotherman** were icing on the cake. Smotherman we'd like to elaborate on a bit more. Not only is he a noted songwriter (his hits include "Can You Fool" by **Glen Campbell**), but he has also released his first album. Following his performance on the showcase, we had the opportunity to talk with him about his songwriting, life in Nashville and L.A. and the gutsy story behind how he got the deal with Epic Records. He was admittedly still a little nervous from his performance — "I was on stage with all these great songwriters; people I've admired for a long time. And here I was performing for them." Back in the late '70s, Smotherman divided his time between Nashville and L.A., making the first city his home in the spring and fall and the latter in the summer and winter, before finally deciding to make Los Angeles his year-round residence. He said he had always wanted to be a performer and found his entry into the business through his songwriting ability. And once that was established, it was a simple matter to rent the Improv Theatre in L.A., invite a lot of record people down to see him, lay it all on the line and get on stage and perform. A simple matter? Not quite, but that's what Smotherman did, and that night he signed with Epic Records. And a year-and-a-half later, his first album is on the streets. By the way, if you've ever wondered about the spelling of his first name, again there is an interesting story behind it. His mother **Norma** and her best friend happened to be pregnant at the same time and had each selected the name Michael if the child was a boy. So, they agreed that whoever had the baby first, if the gender was right, could go with the name. Well,



Norma's friend had her baby first and did go with the name Michael. But Mrs. Smotherman so liked the name, she decided to change the spelling a bit, thus Micheal. And now you know.

MAKING JAM — Ft. Payne, Ala. will be the site of the first June Jam Friday, June 4, presented by none other than home town boys **Alabama**. The outdoor concert, to be held on the football field of the city's high school, will boast quite a stellar line-up, including the **Oak Ridge Boys**, **Janie Fricke**, **Louise Mandrell** and **R.C. Bannon** and a local group called **Wildwood**. The Jam is an expansion of the homecoming concert Alabama gave last year. Close to 25,000 tickets have been printed for the event, priced at \$15 each, and can be obtained by sending a money order made out to

ONE FOR YOU — Capitol recording artist **Mel McDaniel** (I) recently made an in-store appearance in Gladewater, Texas to promote his new single, "Take Me To The Country," which entered the **Cash Box Country Singles chart** at #69 bullet this week.

the Alabama June Jam to the Alabama Fan Club, P.O. Box 529, Ft. Payne, Ala. 35967. Monies from the concert will be donated in part to an as-yet-unnamed charity and in part to area schools.

WHIRLWIND IN EUROPE — Epic artist **Don King** recently completed a mini-tour of Europe that placed him in Holland, where his "Whirlwind" album will be released in June. His first date was in Hilversum, Holland for a live 59-minute show on KRO Radio. In Wiesbaden, Germany, he taped the **Freddy Quinn** show, called *Country Time*, which will be two one-hour shows scheduled for airing in late July and early August. He also played the Country Club in Munich and Rotterdam's DeBonkelaar Theatre.

FALLEN ANGEL OUT — Sierra Records has released the "**Gram Parsons and the Fallen Angels Live 1973**" album, recorded during an on-air concert at radio station WLIR in Hempstead, N.Y. during Parsons' last tour. An excellent collectible, the album features, in addition to Parsons, **Jock Bartley**, **Neil Flanz** (who is now playing with **Joe Sun**), **Kyle Tullis**, **N.D. Smart II** and **Emmylou Harris** as the Fallen Angels.

WORLD'S FAIR — **Conway Twitty** and **Loretta Lynn** will be part of the World's Fair when they perform as part of the Fair's World Festival of Entertainment at the Civic Coliseum. Lynn is scheduled to appear Aug. 26, while Twitty will perform Oct. 10.

HERE AND THERE — **Steve Wariner** was recently named a "Great Kentuckian" by the government of his home state . . . **Loretta Lynn** has postponed plans to work on her follow-up book to *Coal Miner's Daughter* due to increased scheduling demands. You may recall that the film based on the book grossed over \$80 million, becoming the second highest grossing film of 1980 behind *Star Wars* . . . RCA artist **Ronnie Milsap** has signed with APA for exclusive representation in all fields. Milsap is currently working on his 14th album for RCA, scheduled for a late spring release . . . And speaking of RCA releases, the long-awaited **Dolly Parton** album, "Heartbreak Express," is scheduled for release later this month. All the material was written by Parton, except for the current single, "Single Women," and the song "Release Me."

NEW BANK IN TOWN — Southern Horizons, Inc., a banking consulting firm designed to handle specific needs of the entertainment industry, was formed recently, with **Richard H. Purdy** as its president. "The growing complexity of the financial world — encompassing changing banking practices, government regulation, the rise of non-bank financial institutions and the generally unpredictable economy — has brought about a vital need for mutual understanding between bankers and the individuals or clients they serve in the entertainment industry," Purdy said. "Unfortunately, there exists all too frequently a lack of understanding on both sides of a business relationship between a traditional financial institution and its customers in the entertainment industry." Southern Horizons, as an alternative to the traditional banker, will complement the existing professional services of business managers, accountants and attorneys by planning, coordinating and executing those aspects of an entertainment industry client's affairs that relate to the need for banking services.

NEW OFFICE — AGAC/The Songwriters Guild has opened a Nashville office at 50 Music Square West, Suite 207, 37203. The telephone number is (615) 329-1782.

SWAN SONG — I'd like to take this opportunity to say I've really enjoyed my three years at **Cash Box** and thank everyone in the business for making it such an enjoyable and worthwhile experience. This will be my last column for the magazine as I will be moving on to pursue other interests. I can be reached at (615) 385-1262.

jennifer bohler

COUNTRY RADIO

THE COUNTRY MIKE

NOCONA BOOTS MURPHEY — The Nocona Boot Corp. is sponsoring the Nocona National Two-Step Contest in conjunction with the release of **Michael Murphey's** latest single, "The Two-Step Is Easy," on the Liberty label. Nocona will work with 19 radio stations in sponsoring local two-step contests, and the winning couples will fly to Billy Bob's in Dallas, where Murphey will select the grand prize winners May 1. The grand prize includes a pair of exotic boots for each person, a sterling silver belt buckle and \$1,000 cash. Participating stations include: **KPLX/Dallas**; **KIKK/Houston**; **KWKH/Shreveport**; **KXLR/Little Rock**; **KEBC/Oklahoma City**; **KBRQ/Denver**; **KFDI/Wichita**; **KTTS/Springfield, Mo.**; **KYNN/Omaha**; **KVOO/Tulsa**; **KEAN/Abilene**; **KYKS/Lufkin, Texas**; **KYKX-FM/Longview, Texas**; **KROZ-FM/Tyler, Texas**; **KKIK/Waco**; **KYKZ/Lake Charles, La.**; **KKKV-FM/Alexandria, La.**; **KEEN/San Jose**; and **KGVO/Missoula, Mont.**



PERSONALITY PROFILE — Born into a broadcasting family, **Janet Bozeman** began a career in radio working part-time at **KFRM-AM** and **KICT-FM** in her home town of Wichita, while attending high school. Upon graduation, she took a full time position in 1969. In 1972, Bozeman headed for the West Coast, where she found work with **KABC/Los Angeles**, producing a morning news/talk program for approximately a year. Then it was back home to Wichita in 1973 and **KFRM** and **KICT-FM** handling the news for both stations. In 1975, Bozeman went into television, becoming the first woman co-anchor news person in the Midwest with **KTVH-TV/Wichita**. Bozeman was on her way to Nashville in 1977 when she received an offer she couldn't refuse from ABC affiliate, **WXEX-TV/Richmond, Va.** co-anchoring the news casts. Two years later, she finally made her way to Nashville and found employment with **WJRB**, assisting program director **Don Keith**. Last July, she was elevated to the position of music director. In addition to her music responsibilities, she is also responsible for the *Music Row Report*, a weekly program of interviews with the stars plus news items from the music community in Nashville, presently airing on approximately 10 stations.

CONDOLENCES — To **Stan Davis**, music director of **WVAM/Altoona, Pa.**, and family. Davis' mother passed away Friday, March 5th.

WUSW UPDATE — Speculation turned to truth last week as Mooney Broadcasting out of Memphis, purchased Triplett Broadcastings' Nashville country outlet, **US 107 (WUSW)**. While rumors continue to float about format revision, station personnel are in the job market. Program director/music director **Smokey King** took the 100,000-watt FMer to a 2.8 share of the Nashville market from scratch in the latest Arbitron book. King may be reached at the station, (615) 242-0775.

COUNTRY MUSIC COUNTDOWN, MOST LISTENED TO PROGRAM — The weekly three-hour survey of the hottest country songs in America, *Country Music Countdown*, is presently reaching a record eight million listeners according to the most recent Arbitron figures. The weekly country countdown is hosted by **Chris Charles** and produced by former **WHN/New York** program director **Ed Salamon**. The program, which debuted last December after extensive station clearances in all major markets, has become the most listened to country music program in the country. Salamon, vice president, programming, for United Stations, stated that, "having artists themselves tell the stories behind their hits is what makes our show so special." **Frank Murphy**, vice president, marketing, added, "The weekly *Country Music Countdown* attracts new listeners and brings them back week after week, which in turn provides an excellent vehicle for advertisers and ultimately benefits the stations themselves." Stations may contact United Stations at its new address: One Times Square Plaza, New York, NY., 10036, or call (212) 869-7444.

HICKS COMMUNICATIONS TAPS CALDWELL — Popular veteran morning air personality and program director of **KLVI/Beaumont**, **Al Caldwell** has been elected to the position of vice president of operations by the board of directors of parent corporation, Hicks Communications, Inc. The announcement came last Monday morning by **Steve Hicks**, president and chief executive officer of the parent firm. In making the announcement, Hicks stated, "Since 1977, when Al became **KLVI's** morning man, his contribution to our organization has been invaluable. He's not only one of the most popular radio personalities in Texas today, but an employee who dedicates his full energies towards the continued business success of the station. His election as an officer of the corporation was a well-deserved promotion." country mike

PROGRAMMERS PICKS

Joe Patrick	WNOE/New Orleans	Tears Of The Lonely — Mickey Gilley — Epic
Jerry Adams	KFDI/Wichita	For All The Wrong Reasons — Bellamy Brothers — Elektra
Stan Davls	WVAM/Altoona	You'll Be Back (Every Night In My Dreams) — Statler Brothers — Mercury
Mark Andrews	KWJJ/Portland	Kansas City Lights — Steve Wariner — RCA
Johnny Steele	KVEG/Las Vegas	Tears Of The Lonely — Mickey Gilley — Epic
Tom "Cat" Reeder	WKCW/Warrenton	You'll Be Back (Every Night In My Dreams) — Statler Brothers — Mercury
Nancy Lyebarger	WIL/St. Louis	Just To Satisfy You — Waylon & Willie — RCA
Jlm Powell	WYDE/Birmingham	I Had It All — Fred Knoblock — Scotti Bros.
Wiley Carpenter	WWNC/Ashville	Travelin' Man — Jacky Ward — Asylum
Don Walton	KFH/Wichita	Take Me To The Country — Mel McDaniel — Capitol
John Buchanon	KNIX/Phoenix	Just To Satisfy You — Waylon & Willie — RCA

MOST ADDED COUNTRY SINGLES

1. **TEARS OF THE LONELY** — MICKEY GILLEY — EPIC — 51 ADDS
2. **JUST TO SATISFY YOU** — WAYLON & WILLIE — RCA — 49 ADDS
3. **YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)** — THE STATLER BROTHERS — MERCURY — 49 ADDS
4. **TAKE ME TO THE COUNTRY** — MEL McDANIEL — CAPITOL — 33 ADDS
5. **I'M GOIN' HURTIN'** — JOE STAMPLEY — EPIC — 29 ADDS
6. **I HAD IT ALL** — FRED KNOBLOCK — SCOTTI BROS. — 23 ADDS
7. **TRAVELIN' MAN** — JACKY WARD — ASYLUM — 18 ADDS
8. **THE TWO-STEP IS EASY** — MICHAEL MURPHY — LIBERTY — 17 ADDS
9. **SOLITARY LOVER** — MICHAEL COULTAS & QUICK CHANGE — STARGEM — 15 ADDS
10. **I'LL BE ALRIGHT** — TOMMY PIERSOL — RCA — 15 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **MOUNTAIN MUSIC** — ALABAMA — RCA — 74 REPORTS
2. **DON'T LOOK BACK** — GARY MORRIS — WARNER BROS. — 54 REPORTS
3. **SINGLE WOMEN** — DOLLY PARTON — RCA — 52 REPORTS
4. **ALWAYS ON MY MIND** — WILLIE NELSON — COLUMBIA — 51 REPORTS
5. **BUSTED** — JOHN CONLEE — MCA — 49 REPORTS
6. **'ROUND THE CLOCK LOVIN'** — GAIL DAVIES — WARNER BROS. — 47 REPORTS
7. **SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)** — GENE WATSON — MCA — 47 REPORTS
8. **IT'LL BE HER** — TOMPALL & THE GLASER BROTHERS — ELEKTRA — 45 REPORTS
9. **YOU'RE NOT EASY TO FORGET** — DOTTIE WEST — LIBERTY — 44 REPORTS
10. **A LITTLE BIT CRAZY** — EDDY RAVEN — ELEKTRA — 44 REPORTS

Country Music Festival To Air Via 275 Stations

NASHVILLE — The National Kidney Foundation's second annual "Country Music Festival" will be heard on more than 275

country radio stations across the United States, April 3-4. The 1982 festival, called the Country Music Radiothon in 1981, will feature dozens of country music personalities in an attempt to raise money for the foundation and educate the public about the hazards of various kidney diseases.

'Hat' Nominees

(continued from page 22)

Guitar: Phil Baugh, Al Bruno, James Burton, "Thumbs" Carlisle, Grady Martin, Roy Nichols

Bass: Emory Gordy, Mike Leech, Joe Osborn, Curtis Stone, Red Wooten.

Keyboard: Floyd Cramer, Glen D. Hardin, John Hobbs, Billy Liebert, Hargus "Pig" Robbins.

Drums: Biff Adam, Archie Francis, Buddy Harmon, Jerry Kroon, Larrie Londin.

Fiddle: Doug Atwell, Byron Berline, Charlie Daniels, Johnny Gimble, Doug Kershaw.

Steel Guitar: Buddy Emmons, Sonny Garrish, Lloyd Green, J.D. Maness, Ralph Mooney, Sneaky Pete.

Specialty Instrument: Danny Davis (Trumpet), John Hartford (Banjo), Charlie McCoy (Harmonica), Terry McMillian (Harmonica & Percussion), Smokey Roger (Banjo), Buck Trent (Banjo).

Band of the Year (Touring): Asleep At The Wheel, Charlie Daniels Band, Willie Nelson & Family Band, Strangers (Merle Haggard), Urban Cowboy Band (Mickey Gilley).

Band of the Year (Non-Touring): Bayou City Beats (Freddie Bianco), Desperado's (Johnny & Jonie Mosby), Geary Hanley Band, Palomino Riders (Jimmy Snyder), Sound Company (Ed Mattos).

Acceptance at the radio level represents "an increase of almost 100 stations over last year's event," where some \$800,000 was raised on behalf of the organization, according to E. Burns McLindon, chairman of the foundation. "More importantly, it means we will be holding the festival in many states that did not participate at all last year, including Arizona, Oregon, Washington and Alabama. This year's festival is truly a national event."

The broadcast, partially live and partially pre-taped, will include performances by Chet Atkins, Razyzy Bailey, Bobby Bare, Alabama, Mickey Gilley, Merle Haggard, Con Hunley, Tom T. Hall, Brenda Lee, Johnny Lee, Loretta Lynn, Ronnie Milsap, the Oak Ridge Boys, Charley Pride, Earl Scruggs, Ricky Skaggs, Mel Tillis, Shelly West and Hank Williams, Jr. Johnny and June Carter Cash will co-chair the event with Ralph Emery acting as emcee.

National corporate support has been obtained from International Dairy Queen with promotional assistance from the Tony Lama Boot Company. The foundation's Jim Warren is director for the festival, and Gayle Hill, president of Nashville-based G. Hill and Co., is producer for the event.



YOU'LL BE BACKSTAGE EVERY NIGHT IN MY DREAMS — The Statler Brothers were visited backstage by Bruce Nelson of **KENR/Houston** prior to their recent appearance at the Houston Livestock Rodeo. The Statlers are currently working in promotion of their latest Mercury release, "You'll Be Back (Every Night In My Dreams)." Pictured (l-r) are: Don Reid of the group; Nelson; Harold Reid, Jimmy "The Elf" Fortune and Phil Balsley of the group; and Frank Lettel, national country promotion director, PolyGram.

INTERNATIONAL

Holmes a'Court Hikes ACC Bid To \$94.6 Million In Wake Of Court Ruling

(continued from page 6)

wants to own ACC," Ronson says. "He's going to sell at the best price he can get or break up the company. I do not intend to go in and strip the company."

Ronson, on a business trip to the U.S. last week, is expected to make another bid shortly. In addition, there is much specula-

'Great White North' LP Tops CRIA Awards

TORONTO — "Great White North," the comedy album on Anthem featuring SCTV members Rick Moranis and Dave Thomas as Bob and Doug McKenzie, scored a unique "quadruple" with certifications for gold (50,000 units sold), platinum (100,000 units), double platinum (200,000 units) and triple platinum (300,000 units) by the Canadian Recording Industry Assn. (CRIA) during February.

"It's very unusual to have something go so high so fast," said CRIA spokesperson Ruth Armitage. "As a matter of fact, since CRIA started certifications in August of 1975, this is the first time it has happened like this for a Canadian act."

PolyGram recording act Air Supply scored the only other double platinum certification for the month with its LP "The One That You Love." Platinum certifications for the month went to the soundtrack to *Fame* on PolyGram, "Exit...Stage Left" by Rush on Anthem, and "Private Eyes" by Hall & Oates on RCA.

PolyGram led in gold LP certifications with nine of the sixteen awarded. PolyGram LPs earning gold included "Carol Hensel's Exercise & Dance Program," "Carol Hensel's Exercise & Dance Program, Vol. 2," "Standing Ovation" by Luciano Pavarotti, "Father Abraham In Smurfland" by The Smurfs, "Non-Stop Erotic Cabaret" by Soft Cell, "Suzy Quatro's 'If You Knew Suzy,'" "Spotlight On Nana Mouskouri," "Une Historie d'Amour" by Mireille Mathieu and "The Best Of The Statler Brothers."

Other gold LPs for February included "Exit...Stage Left" by Rush, "Winelight" by Grover Washington, Jr. on WEA, "Worlds Apart" by Saga on Maze, "Golden Treasures" by various artists on Ruby, "Barbie Allen Dancercise" on RCA and "I Am What I Am" by George Jones on CBS.

In the area of singles, Anthem topped the list with five of the seven singles certified. Top certification, a double platinum signifying 200,000 units, went to "Stars On 45" by Stars On on Anthem. Other Anthem singles earning certifications included "Desire" by Roni Griffith earning platinum status (100,000 units) and "Being With You" by Smokey Robinson, "Weekend Rock" by Puzzle and "Stars On 45 II" by Stars On, all earning gold.

tion in London that publisher Robert Maxwell will also enter the bidding for ACC. Maxwell already owns a quantity of ACC common stock.

Holmes a'Court has not officially indicated that he will break up the conglomerate if he finally gains control, but the film production and distribution wing will nevertheless pose a problem for whoever finally comes out on top.

Reports of massive losses in the U.S. film production and distribution wing of the ACC in late 1981 triggered the initial buy-out bids and, ultimately, the demise of Lord Grade as head of the conglomerate. Losses in excess of \$20 million prompted bidding for Northern Songs, a subsidiary of ATV Music (ACC's music publishing wing) and owner of much of the Beatles catalog. Such music industry figures as Paul McCartney and Yoko Ono bid up to \$40 million for Northern Songs, but Lord Grade held out for a higher bid to include the entire ATV Music operation. Negotiations stalled at that point, and ACC found itself squeezed for cash — at which point Holmes a'Court stepped in with his initial \$65.9 million bid.

Ronson has indicated that in the event he gains control of the ACC, he will begin an "orderly withdrawal" from the film business in the U.S.

In the meantime, the value of ACC stock on the London Exchange continues to rise.

U.K. Groups Adjust Mechanicals Rate

LONDON — Ending months of wrangling, the British Phonographic Industry (BPI) and the Mechanical Rights Society (MRS) have reached a new agreement for mechanical royalty payments in the U.K. Both parties were reportedly pleased with the agreement, characterizing it as "highly satisfactory."

Under the new agreement, supplementary markups from wholesale price (which yield a total cost to which a 6¼% mechanical royalty is applied) were adjusted to more realistic levels to be more in line with actual retail practice.

John Deacon, director of the BPI, was quoted as saying that the new markups are more in line with actual practice, since the old system "operated on a basis of a mythical average markup of 43%, whereas in reality, it was never higher than 36%."

Under the terms of the new agreement, a markup of 25% will be applied to pop singles in the 7" and 10" formats in the 2.75 pound (\$4.92) price range; a markup of 31% will be applied to pop albums and tapes under 2.75 pounds; and a 36% markup will be applied to pop albums and tapes over 2.75 pounds.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Although the video scene, from the royalty and copyright points of view, is far from being clear in Argentina, the sale of videorecorders and the sale, rental and exchange of videocassettes are on the way up. Until this moment, however, the participation of the record industry in this market was nearly non-existent, and it seems that the dollar volume of this future boom will almost completely bypass the existing record companies and most of the retailers.

Video equipment is being sold by sound hardware retailers, who usually do not stock records, and at some electrical appliance chains, also far away from the show biz end of the industry. A recent survey made by local trade paper *Prensario* showed that the trend among the video people is to channel their product through specialized outlets in the case of high-priced equipment (A JVC VHS portable recorder is selling for around \$2,000 or more, without camera) and through refrigerator and washing machine retailers, who also carry color TV sets, when speaking about lower-priced goods. The cheapest price tag is currently \$800 for a Sony Betamax machine operating on the PAL-N system, which is the local TV norm but requires special processing for the software product coming from the U.S., which is recorded on NTSC; a Panasonic VHS recorder costs around \$1,400 and can be adapted by astute native technicians to work both on PAL-N and NTSC for around \$150.

All this technical confusion has led to a highly divided market: about 50% of the current 30,000 existing machines are owned by people who accept NTSC cassettes coming from the States with dialogues in English; the rest want tapes dubbed in Spanish. The production of local stuff comes mainly from the film distributors, who lease the rights of their movies, and the International titles arrive through import to the "clubs" and retailers. Besides buying a pre-recorded cassette on the spot (which means from \$60-\$120), it is possible to "rent" one (\$7) or exchange it (\$5) after paying the admission fee, usually the price of a cassette, at one of these "clubs." Blank cassettes retail between \$25 and \$50, and one of the incentives to join a club has been the availability of certain movies that have been banned from the big screen for several years. However, a change in the movie censorship attitudes has reduced this charm of getting in some places a secretive copy of *Emmanuelle* or *A Clockwork Orange*. miguel smirnoff

United Kingdom

LONDON — The Queen performed the opening ceremony of the Barbican Arts and Conference Centre, London's newest

venue, which cost a cool 150 million pounds and took more than a decade to build. The complex includes three cinemas, numerous conference rooms, a web of open and formal galleries and auditoria for the two permanent tenants — The Royal Shakespeare Company and The London Symphony Orchestra. Administrator **Henry Wrong**, who previously held the same post at New York's Lincoln Centre, intends to present a program of events which will place contemporary musical entertainment alongside the more traditional or classical. The opening of the Barbican Centre marks the end of a 30-year period of massive investment in arts venues that is unparalleled in the city's history. The National Theatre, The Royal Festival Hall (and its associated venues) and the National Film Theatre have all been built in that time, and in the current financial climate, it is inconceivable that this building program will ever be repeated. Of all those venues, the only one ever to back pop or rock music, except by default, is the Barbican, which has included it in its programming from the outset. The Barbican Arts Centre is in "The City," a district of London roughly comparable to Wall St. in New York, and within two years, visitors to London will be able to use a computer link-up to examine a schedule of future events and book tickets from anywhere in the world.

Gilbert O'Sullivan, who was voted "The World's Most Successful Artist" in 1972, is taking legal action against his manager, **Gordon Mills**, and music companies that he claims have exploited him throughout his career. The case could have serious implications in many artist/manager relationships because O'Sullivan's claim is that while he was an unknown innocent, he was persuaded to sign documents that would consequently deprive him of significant income from royalties and copyright income from his compositions. O'Sullivan is asking the judge to cancel agreements made between himself and his company with Gordon Mills and The MAM Group of Companies and with Ebostrail Ltd. and CBS Inc. of New York. All the defendants claim that the agreements are not illegal. O'Sullivan stated in court that even at the height of his success, he was being told by Mills to curb his spending and that when he saw his accounts in 1975, they were "horrifying." The case is expected to continue for some time, but CBS UK would like to stress that it does not concern its current worldwide signing of O'Sullivan, which is amicable and has already spawned one album and a concert tour.

An interesting new album from EMI is "James Bond Greatest Hits," to be launched and promoted with an advertising campaign on TV costing 200,000 pounds, nearly as much as the Christmas "Queen's Greatest Hits," which bottom-lined at 250,000 pounds. paul bridge

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Ana, Yo No Soy Tu Principe . . . — Silvestre — Music Hall
- 2 Boby, No Me Extranés — Graciellita — RCA
- 3 Que Idea — Pino D'Angio — Microfon
- 4 Menta Y Limon — Roque Narvaja — Discosa/Interdisc
- 5 Por Que Tu — Hernaldo — PolyGram
- 6 Yo Soy La Chica — Ruben Carlo — Microfon
- 7 En Ruta De Nuevo — Barrabas — Discosa/Interdisc
- 8 Gioca Jouer — Laser — RCA
- 9 Ensename A Morir — Daniel Lezica — RCA
- 10 Reina De Corazones — Juice Newton — CBS

TOP TEN LPs

- 1 17 Top Hits — various artists — PolyGram
- 2 La Historia De Un Idolito — Los Panchos — CBS
- 3 Innamorati — various artists — Interdisc
- 4 Mix One — Malvaho — Music Hall
- 5 Hooked On Classics — various artists — Interdisc
- 6 Star Show Golden — various artists — Interdisc
- 7 Greatest Hits — Queen — EMI
- 8 Musica Para Tu Coche — various artists — CBS
- 9 Dame La Mano Y Vamos Ya — Cuarteto Zupay — PolyGram
- 10 Greatest Hits — Rafaella Carra — K'tel

—Prensario

Italy

TOP TEN 45s

- 1 Storie Di Tutti I Giorni — Riccardo Fogli — CGD/Paradiso
- 2 Felicità — Al Bano e Romina Power — Baby
- 3 Reality — Richard Sanderson — Delta
- 4 Non Succedera Più — Claudia Mori — CGD/Clan
- 5 Il Ballo Del Qua Qua — Romina Power — Baby
- 6 Solo Grazie — Giuseppe Cionfollari — Cavallieri
- 7 5 O'Clock In The Morning — Village People — CGD/VIP
- 8 Ska Chou Chou — Claudio Cecchetto — Fonit Cetra/Hitmania
- 9 Che Fico! — Pippo Franco — Lupus
- 10 Lisa — Stefano Sani — Fonit Cetra

TOP TEN LPs

- 1 Tutto Sanremo — various artists — EMI
- 2 30x60 — various artists — CGD
- 3 Il Tempo Delle Mele — soundtrack — Warner Bros.
- 4 Artide Antartide — Renato Zero — RCA/Zerolandia
- 5 Renaissance — Village People — CGD/VIP
- 6 La Voce Del Padrone — Franco Battiato — EMI
- 7 Collezione — Riccardo Fogli — CGD/Paradiso
- 8 Sanremo Millionaires — Del Newman — RCA
- 9 . . . E Penso A Te — Ricchi e Poveri — Baby
- 10 La Serenissima — Rondo Veneziano — Baby

—Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 The Lion Sleeps Tonight — Tight Fit — Jive
- 2 Mickey — Toni Basil — Radial Choice
- 3 It Ain't What You Do — Fun Boy Three — Chrysalis
- 4 Love Plus One — Haircut 100 — Arista
- 5 Centerfold — The J. Geils Band — BMI America
- 6 See You — Depeche Mode — Mute
- 7 Town Called Malice/Precious — The Jam — Polydor
- 8 Poison Arrow — ABC — Neutron
- 9 Go Wild In The Country — Bow Wow Wow — RCA
- 10 Deutscher Girls — Adam & The Ants — EG

TOP TEN LPs

- 1 Love Songs — Barbra Streisand — CBS
- 2 Non-Stop Erotic Cabaret — Soft Cell — Some Bizzare
- 3 Pelican West — Haircut 100 — Arista
- 4 English Settlement — XTC — Virgin
- 5 Dare — The Human League — Virgin
- 6 Architecture & Morality — OMD — Dindisc
- 7 Pearls — Elkie Brooks — A&M
- 8 Private Eyes — Daryl Hall & John Oates — RCA
- 9 Mesopotamia — The B-52's — Island
- 10 All For A Song — Barbara Dickson — Epic

—Melody Maker

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	3/13		3/13
1 SKYLINE SKYY (Salsoul/RCA SA-8548)	1	20	
2 LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27)	3	10	
3 YES IT'S YOU LADY SMOKEY ROBINSON (Tamla/Motown 600TL)	5	5	
4 THE POET BOBBY WOMACK (Beverly Glen BG 1000)	2	19	
5 SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	4	23	
6 WHY DO FOOLS FALL IN LOVE DIANA ROSS (RCA AFL1-4153)	6	20	
7 YOUR WISH IS MY COMMAND LAKESIDE (Solar/Elektra S-26)	7	13	
8 TOM TOM CLUB (Sire SRK 3628)	8	10	
9 FRIENDS SHALAMAR (Solar/Elektra S-28)	12	5	
10 A LITTLE LOVE AURRA (Salsoul/RCA SA 8551)	13	5	
11 THE DUDE QUINCY JONES (A&M SP-3721)	15	51	
12 NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	11	27	
13 CONTROVERSY PRINCE (Warner Bros. BSK 3601)	14	20	
14 I AM LOVE PEABO BRYSON (Capitol ST-12179)	10	17	
15 RAISE! EARTH, WIND & FIRE (ARC/Columbia TC 37548)	9	19	
16 MR. LOOK SO GOOD RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	18	5	
17 DREAM ON GEORGE DUKE (Epic FE 37532)	21	3	
18 NIGHT CRUISING BAR-KAYS (Mercury/PolyGram SRM-1-4028)	17	19	
19 THE SISTERS SISTER SLEDGE (Cotillion/Atlantic SD 5231)	16	6	
20 THE TIME (Warner Bros. BSK 3598)	19	30	
21 COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	20	15	
22 TASTE THE MUSIC KLEER (Atlantic SD 19334)	22	6	
23 PURE & NATURAL T-CONNECTION (Capitol ST-12191)	27	4	
24 IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	24	25	
25 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	23	18	
26 REFLECTIONS GIL SCOTT-HERON (GRP/Arista 5506)	28	24	
27 8TH WONDER THE SUGAR HILL GANG (Sugar Hill SH-249)	26	10	
28 ME AND YOU THE CHI-LITES (20th Century-Fox/RCA T-635)	33	5	
29 LIVE & OUTRAGEOUS MILLIE JACKSON (Spring/PolyGram SP-1-6735)	35	4	
30 DOWN HOME ZZ HILL (Maliaco MAL 7406)	31	6	
31 GET AS MUCH LOVE AS YOU CAN THE JONES GIRLS (Philadelphia Int'l./CBS FZ 37627)	25	16	
32 WATCH OUT BRANDI WELLS (WMOT FW 37668)	29	8	
33 SATURDAY SATURDAY NIGHT ZOOM (Polydor/PolyGram PD-1-6434)	39	7	
34 SHOW TIME SLAVE (Cotillion/Atlantic SD 5227)	32	24	
35 FEELING GOOD ROY AYERS (Polydor/PolyGram PD-1-6348)	37	4	
36 PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL1-4028)	30	15	
37 OUTLAW WAR (RCA AFL1-4208)	49	2	
38 7 CON FUNK SHUN (Mercury/PolyGram SRM-1-4030)	38	14	
39 STAY RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	34	10	
40 TELL ME A LIE BETTYE LAVETTE (Motown 6000 ML)	40	6	
41 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	36	18	
42 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	45	31	
43 LOVE MAGIC L.T.D. (A&M SP-4881)	43	17	
44 CENTRAL LINE (Mercury/PolyGram SRM-1-4033)	42	13	
45 YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744)	—	1	
46 TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	47	29	
47 BODY TALK IMAGINATION (MCA 5271)	51	4	
48 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	48	47	
49 LIVE AT THE SAVOY RAMSEY LEWIS (Columbia FC 37687)	54	3	
50 ANYONE CAN SEE IRENE CARA (Network/Elektra E1-60003)	44	6	
51 WHO'S FOOLIN' WHO ONE WAY (MCA-5279)	—	1	
52 LIVE THE JACKSONS (Epic KE2 37545)	41	16	
53 THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	46	27	
54 LOVE FEVER GAYLE ADAMS (Prelude PRL 14104)	59	2	
55 JAM THE BOX BILL SUMMERS & SUMMERS HEAT (MCA-5266)	50	14	
56 OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3648)	53	7	
57 IN THE POCKET COMMODORES (Motown M8-955M1)	56	37	
58 EARLAND'S JAM CHARLES EARLAND (Columbia FC 37573)	—	1	
59 PHYSICAL OLIVIA NEWTON-JOHN (MCA 5229)	61	3	
60 LOVE IS THE PLACE CURTIS MAYFIELD (Boardwalk NB1 33239)	52	23	
61 ECHOES OF AN ERA VARIOUS ARTISTS (Elektra E1-60021)	55	8	
62 YOURS TRULY TOM BROWNE (GRP/Arista 5507)	57	14	
63 CHARIOTS OF FIRE ERNE WATTS (Owest/Warner Bros. OWS 3637)	64	3	
64 TONIGHT! THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	65	29	
65 KEEP IT LIVE DAZZ BAND (Motown 6004ML)	—	1	
66 I'LL KEEP ON LOVING YOU LINDA CLIFFORD (Capitol ST-12181)	69	2	
67 INSIDE YOU THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	60	19	
68 BEWARE! BARRY WHITE (Unlimited Gold/CBS FZ 37176)	62	24	
69 LIVE IN NEW ORLEANS MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	58	38	
70 ALL THE GREAT HITS DIANA ROSS (Motown M13-96002)	68	22	
71 THAT'S WHAT TIME IT IS JOHNNY GUITAR WATSON (A&M SP-4880)	71	14	
72 NON-STOP EROTIC CABARET (Sire SRK 3647)	73	2	
73 BLUE JEANS CHOCOLATE MILK (RCA AFL1-3896)	66	17	
74 CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	67	21	
75 JUST LIKE DREAMIN' TWENNYNINE with LENNY WHITE (Elektra 5E-551)	72	10	



RCA DECLARES WAR — RCA Records recently signed War. The group's first single, "You Got The Power," from its RCA LP debut "Outlaw," was released two weeks ago. Pictured standing at a listening session are (l-r): Ray Harris, division vice president, black music, RCA Records; Robert Wright, director black music A&R, RCA; Keith Jackson, division vice president black music marketing, RCA; Jack Craig, division vice president, RCA U.S.A. and Canada; Patrick Spencer, director, black music promotion, RCA; and Basil Marshall, manager, black music product merchandising, RCA. Pictured seated are (l-r): "Outlaw" co-producer Jerry Goldstein; Lonnie Jordan and Lee Oskar of War; and War's manager Steve Gold.

THE RHYTHM SECTION

A CULTURAL AFFAIR — The University of California at Los Angeles (UCLA) campus will be the site of a Caribbean reggae cultural fair March 20-21 when some of the music's most important players will be on hand at Pauley Pavilion for a two-day show. The concerts are being co-produced by International Reggae Prods. and Dick Griffey Prods., in association with UCLA's Center for Afro-American studies. Aside from the obvious music attraction of such acts as **The Mighty Diamonds**, **Dennis Brown**, **Toots and the Maytals**, **Third World**, **Denroy Morgan**, **Steel Pulse** and others, the entire campus will be alive with the Caribbean cultural experience. Exhibitions of Caribbean arts and crafts, as well as west Indian foods, will be available throughout the campus. Live music by several local reggae bands will also be part of the mix during the two-day event. A film festival about the Caribbean will also be featured during the two-days, along with lectures on the West Indian experience. The two-day concert was put together by International Reggae Prods. coordinator **Rose Parker** and Griffey Prods. chief **Clyde Washington**, with the help of Synergy Prods. head **Tony Johnson**, who is responsible for the original Jamaican Reggae Sunsplash concerts in Montego Bay. Noting that this event would be an opportunity for L.A. blacks to support reggae music, which has found its greatest support in the rock community up until now, Washington told **Cash Box**, "the reason blacks have resisted reggae music until now was because they didn't have an understanding of the culture behind the music." Washington said that, while reggae music is still shunned by PDs at many black-oriented stations, "this show will focus on how much of a significant contribution reggae music has made to mainstream music, instead of treating it like an underground phenomenon." A major co-sponsor of the festival is KJLH, the **Stevie Wonder**-owned FMer, which, aside from running ads on the festival, has altered its normal programming mix to include more reggae. The station's music director, **Levi Booker**, has been airing a regular reggae show during his 7-10 a.m. weekdays slot. Also co-sponsoring the event is Hansen Foods, Inc. and Gannett Outdoor Advertising, which has donated advertising space for promotion of the event. Washington said that it is hoped that the music, the lure of a festival atmosphere and "just plain old curiosity" will bring a healthy mix of people to the UCLA campus.

NEW JOB — **Elmer Hill** has replaced **Jerry Boulding** as MCA national promotion manager for R&B product, bringing with him 20 years in the recording industry. Prior to joining MCA last year, Hill was national promotion director of black product for 20th Century-Fox Records. Hill's new responsibilities include coordinating all promotion activity for the black product division at MCA Records, in addition to directing the company's black product field staff. Commenting on his new position, Hill said, "I think we're going to become more radio promotion-oriented and probably place stronger emphasis on club pools to break more records. My main goal will be to broaden the black product base here at MCA."

NEW LABEL — Coastal Records Corp. recently bowed in Atlanta, Ga., with **Emanuel M. Campbell, Jr.** heading the company. Former RCA and Arista company staffer **Gene Burleson** will handle national sales and promotion responsibilities, including supervision of sales, marketing and distribution staff. The label's first release will be a debut single by reggae singer **Monty Montgomery**, a Jamaican-born artist now residing in Atlanta. The single, titled "Hey Miss," will be independently distributed nationwide. For additional distribution info, call Coastal Records at (404) 346-3020.

ADULT EDUCATION — The Recording Industry Adult Education program, a condensation of the three year-old Record Industry Training Program for Young Adults, was recently established by the Institute of New Cinema Artists (INCA). Set to run as eight, two-hour evening sessions over a four week period, the program is scheduled to start Monday, April 5, with cycles beginning each month, at INCA's mid-Manhattan facility. The classes, which cost \$125 each, will cover songwriting, music publishing, artist development and artist management. Although noting that a four week course could only scratch the surface of the knowledge needed for a person to successfully function in the recording industry, co-program coordinator **Victor Brown** said that an informed group of professionals will be teaching students the basic background information. Industry veterans scheduled to teach during the programs include **Young Rascals** vocalist/composer **Eddie Brigati** (songwriting); composer/pianist **Brian Jackson** of **Gil Scott-Heron** fame (songwriting); **Robert Maxwell**, composer/pianist with the **Main Ingredient** (songwriting); **Carol Grubbs**, former Philadelphia International Records staffer (music publishing); **Sandra DaCosta**, director of artist development, Columbia Records (artist development); and **Jim Tyrrell**, former Epic Records vice president (artist management).

SHORT CUTS — **France Joli**, **The Unlimited Touch**, **D Train** and **T.S. Monk** recently joined Prelude artist **Gayle Adams** during a benefit for the Harlem YMCA at Bonds International Casino in New York City. . . Thrush **Phyllis Hyman**, who is currently starring in the Broadway smash *Sophisticated Ladies*, recently pacted with **Sid Maurer** for exclusive management services.

michael martinez

CASHBOX TOP 100

March 20, 1982

	Weeks On Chart	3/13	Chart		Weeks On Chart	3/13	Chart		Weeks On Chart	3/13	Chart
1	THAT GIRL	1	10	33	IF YOU COME WITH ME	35	10	67	I THINK IT'S GONNA BE ALRIGHT	68	5
2	TELL ME TOMORROW — PART 1	2	10	34	TONIGHT I'M GONNA LOVE YOU	34	7	68	GLAD TO KNOW YOU	77	5
3	MIRROR, MIRROR	3	10	35	YOU'RE MY LATEST, MY GREATEST INSPIRATION	29	19	69	TREAT YOURSELF TO MY LOVE	72	4
4	MAMA USED TO SAY	6	10	36	HELP IS ON THE WAY	39	8	70	LET YOUR MIND BE FREE	83	2
5	GENIUS OF LOVE	5	9	37	LET'S GO ALL THE WAY	31	8	71	ROLL WITH THE PUNCHES	74	4
6	MAKE UP YOUR MIND	7	16	38	YOU GOT THE POWER	51	4	72	SHOUT ABOUT IT	73	5
7	I WANT TO HOLD YOUR HAND	8	13	39	IMAGINARY PLAYMATES	40	7	73	STILL GOT THE MAGIC (SWEET DELIGHT)	81	3
8	IF YOU THINK YOU'RE LONELY NOW	4	17	40	ANGEL	41	7	74	BURNIN' UP	75	5
9	IN THE RAW	10	9	41	HOLDIN' OUT FOR LOVE	42	5	75	DO IT TO ME	49	16
10	WORK THAT SUCKER TO DEATH	14	8	42	RIGHT IN THE MIDDLE (OF FALLING IN LOVE)	50	7	76	TRY JAH LOVE	—	1
11	MY GUY	12	9	43	WHERE DO THE BOB GO?	44	8	77	I'VE GOT SOMETHING	85	2
12	CALL ME	9	21	44	WHY YOU WANNA TRY ME	45	6	78	TASTE THE MUSIC	87	2
13	ONE HUNDRED WAYS	15	14	45	IT'S NASTY (GENIUS OF LOVE)	46	7	79	SHAKE TILL YOUR BODY BREAK	82	4
14	COOL (PART 1)	11	16	46	IF I HAD THE CHANCE	47	7	80	NIGHT ROOM	80	3
15	LET'S WORK	17	8	47	TAKE ME TO HEAVEN	48	6	81	TEACH ME TONIGHT	90	2
16	I CAN'T GO FOR THAT (NO CAN DO)	13	18	48	WELCOME INTO MY HEART	55	6	82	GLOW LOVE	79	5
17	SHINE ON	20	7	49	MUST BE THE MUSIC	53	8	83	GET DOWN ON IT	—	1
18	YOU'RE THE ONE FOR ME	16	16	50	SAD GIRL	52	7	84	CAN YOU SEE THE LIGHT	—	1
19	HOT ON A THING (CALLED LOVE)	22	10	51	WHO'S FOOLIN' WHO	56	5	85	SENDING MY LOVE	—	1
20	NEVER GIVE UP ON A GOOD THING	24	4	52	I'LL TRY SOMETHING NEW	63	2	86	LET'S CELEBRATE	—	1
21	NIGHTS OVER EGYPT	23	6	53	LOVE SEASONS	61	4	87	WHY DON'T YOU THINK ABOUT ME	—	1
22	THE GIGOLO	27	8	54	A FRIEND OF MINE	60	5	88	BODY LOVERS	—	1
23	CIRCLES	28	4	55	THE ONLY ONE	57	5	89	THAT'S NO WAY TO TREAT MY LOVE	—	1
24	STEPPIN' OUT	19	8	56	FORGET ME NOTS	76	2	90	YOU BRING OUT THE FREAK IN ME	—	1
25	LET THE FEELING FLOW	18	22	57	MAKING LOVE	67	3	91	DO IT ROGER	59	14
26	DON'T YOU KNOW THAT?	21	14	58	U TURN ME ON	58	6	92	GENIUS RAP	93	5
27	APACHE	26	16	59	IT'S GONNA TAKE A MIRACLE	—	1	93	SUSPICIOUS MINDS	94	3
28	IF IT AIN'T ONE THING ... IT'S ANOTHER	43	5	60	YOU NEVER KNOW	66	4	94	BE MINE (TONIGHT)	64	17
29	HONEY, HONEY	30	8	61	A NIGHT TO REMEMBER	—	1	95	I WANT TO DO SOMETHING FREAKY TO YOU	—	1
30	WATCH OUT	33	13	62	TIME	65	7	96	HIT AND RUN	62	21
31	WANNA BE WITH YOU	25	9	63	MURPHY'S LAW	78	3	97	THIS BEAT IS MINE	54	13
32	APRIL LOVE	37	6	64	THIS FEELING MUST BE REAL	71	4	98	A LITTLE MORE LOVE	38	13
				65	THE OTHER WOMAN	—	1	99	YOU ARE THE ONE	36	10
				66	LET IT WHIP	84	2	100	GIGOLO	69	9

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHER AND LICENSEES)

A Friend (Warner-Tamerlane/Renleigh — BMI)	54	Hit And Run (Bar-Kays/Warner Tamerlane — BMI)	96	Make Up (Lucky Three/Red Aura — BMI)	6	Taste The Music (Alex/Soufous — ASCAP)	78
A Little More (T-Con adm. by Irving—BMI)	38	Holdin' Out (ATV/Mann+Weil Songs/Braintree/Snow — BMI/ASCAP)	41	Making Love (20th Century Fox Film/New Hidden Valley—ASCAP/Begonia Melodies/Fedora—BMI)	57	Teach Me Tonight (MCA/Cahn/Hub — ASCAP)	81
Angel (Lionel Job Harrindur/Licyndiana adm. by Ensign—BMI)	40	Honey, Honey (Sheryl — BMI)	29	Mama Used To Say (Pressure/Aves/EMI — PRS)	4	Tell Me (Chardax — BMI)	8
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP)	61	Hot On A Thing (Angelsell/Six Continents — BMI)	19	Mirror, Mirror (Bandier-Koppelman/Jay Landers/Gravity Raincoat/Rosstown — ASCAP)	3	That Girl (Jobete & Black Bull — ASCAP)	1
Apache (Sugar Hill — BMI)	27	I Can't Go For That (Fust Buzza/Hot-Cha/Six Continents — BMI)	16	Murphy's Law (Hygroton/Lopressor-PRO/Paddie — BMI)	63	The No Way (Karter Songs/April/LTL — ASCAP)	89
April Love (Almo/McRovscood/Key of G — ASCAP/Irving/McDorsbow — BMI)	32	I Think It's Jim — Edd — BMI/Nickel — ASCAP)	67	My Guy (Jobete — ASCAP)	11	The GigoLO (Cortez — ASCAP)	22
Be Mine (Antisia — ASCAP)	94	I Want To Hold (Duchess — BMI)	7	Never Give Up (O'Lyric/Blackwood — BMI)	20	The Only One (Better Nights — ASCAP)	55
Body Lovers (Val-je Joe/Bee Germaine — BMI)	88	If I Had (Almo — ASCAP/Daremoly — BMI)	46	Night Room (Kerith/Youngstown adm. by Island — ASCAP/BMI)	80	The Other Woman (Raydiola — ASCAP)	65
Burnin' Up (Red Bus/MCA — ASCAP)	74	If It Ain't (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP)	28	Nights Over Egypt (Mighty Three — BMI)	21	This Beat (Mideb/Joga — ASCAP)	97
Call Me (One To One — ASCAP)	12	If You Come (Dunn Pearson/Moving World/Davahkee/Murios — ASCAP)	33	One Hundred Ways (State Of The Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI)	13	This Feeling (De Note/Skool Boyz/Easley — BMI)	64
Can You See The Light (One To One — ASCAP)	84	If You Think (Ashtray — BMI)	8	Right In The Middle (Unichappel—BMI)	42	Time (Finway—ASCAP)	62
Circles (Almo/Jodaway — ASCAP)	23	I've Got Something (Tricky Track — BMI)	77	Roll With The Punches (Bus — BMI)	71	Tonight I'm Gonna (Koota—BMI)	34
Cool (Tionna — license pending)	14	Imaginary Playmates (A LaMode/Arista-ASCAP)	39	Sad Girl (Jastone—BMI)	50	Treat (Fools Prayer/Crown Heights Affair — BMI)	69
Do It Roger (Troutman's Music (admin. by Bumpershoot) — BMI)	91	In The Raw (Spectrum VII/Silver Sounds/Satellite III — ASCAP)	9	Sending My Love (360 Music/IPM — ASCAP)	85	Try Jah Love (Jobete/Black Bull — ASCAP)	76
Do It To Me (Sand — BMI (admin. by Bayard) — BMI)	75	It's Gonna Take (Vogue — BMI)	59	Shake Till Your Body (Quicksong/Cessess — BMI)	79	U Turn Me On (Mel-O-Mel — ASCAP)	58
Don't You Know (Uncle Ronnie's — ASCAP)	26	It's Nasty (Metered-ASCAP)	45	Shine On (Mycenae—ASCAP)	17	Wanna Be (Saggi-fire/Yougoulei — ASCAP)	31
Forget Me Not (Baby Fingers — ASCAP/Freddie Dee — BMI)	56	I'll Try Something New (Jobete — ASCAP)	52	Shout About It (Beau-Di-O-Do/Goraieb/Doozer — BMI)	72	Watch Out (Framingreg — BMI)	30
Genius Of (Metered (Adm. by Ackee) — ASCAP)	5	I Want To Do Something (Jim-Edd — BMI)	95	Still Got The Magic (Bearbutt—BMI/Pure Love/Ram-A-Lamb — ASCAP)	73	Welcome Into My Heart (April/Bovina — ASCAP)	48
Genius Rap (Metered — ASCAP)	92	Let It Whip (Ujima/Macvacalac — ASCAP)	66	Still Got The Magic (Bearbutt—BMI/Pure Love/Ram-A-Lamb — ASCAP)	73	Where Do (L.A. Boppers/What You Need — BMI)	43
Get Down On It (Delightful/Second Decade — BMI)	83	Let The Feeling (WB Music/Peabo — ASCAP)	25	Suspicious Minds (Screen Gems/EMI — BMI)	93	Who's Foolin' Who (Perk's/Duchess (MCA) — BMI)	51
GigoLO (AIRuby — ASCAP)	100	Let Your Mind Be Free (Gambi — BMI)	70	Take Me To Heaven (Little Mama/Kevin Moore/Tammi — BMI)	47	Work That Sucker (Terry Phillips — ASCAP)	10
Help Is On (Song World — ASCAP/James Car — BMI)	36	Let's Celebrate (Alligator — ASCAP)	86			Why Don't You Think (Lucky Three/Warpfactor One — BMI)	87
		Let's Go (Chocolate Milk — BMI)	37			Why You Wanna Try Me (Jobete/Commodores Entertainment — ASCAP)	44
		Let's Work (Controversy — ASCAP)	15			You Are (Lena/Boogie People — BMI)	90
		Love Seasons (Sextet/Zoom Eight — BMI)	53			You Bring Out (Diamond In The Rough — BMI)	99
						You're My Latest (Mighty Three — BMI)	35
						You're The One (Trumar/Huemar — BMI)	18
						You Got (Far Out — ASCAP/Milwaukee — BMI)	38
						You Never (Paper Boy/Vitasia/Lewis+Sons — BMI)	60

ATLANTIC STARR BRILLIANCE



Their last album was RADIANT, it gave us the hit singles "When Love Calls" and "Send For Me."

Their newest album is BRILLIANCE unto itself. One listen and you will know it is the brightest star in our musical horizon.

Includes the single "CIRCLES!"
AM 2392

Produced by James Anthony Carmichael
Management: Earl Cole for Cole Classic Management



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ATLANTIC STARR BRILLIANCE

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SP 4883

The Talk About Atlantic Starr

The most exciting responsibility of a person in my position is the development of new talent. The first music played for me one week before I joined A&M was selected cuts from the soon to be released RADIANT album by Atlantic Starr. One listen was all it took to convince me that I was about to inherit a "soon to be" superstar force in music. The collaboration of the band's versatile talents and famed Commodore producer, James Carmichael, produced the group's #1 single "When Love Calls"... the first step on the journey toward stardom. Approximately one year after my musical introduction to Atlantic Starr, I am totally convinced of their success and superstar promise. After hearing their latest album, BRILLIANCE, the title of the album is self explanatory. We at A&M are gearing up for what will be one of the most talked about releases of the year.

Jheryl Busby
Vice President
R&B Promotion

We at A&M look for Atlantic Starr to become the premiere black act in the country. Their last album, RADIANT, was a significant step in that direction. We have no doubt that BRILLIANCE will put them over the top.

Harold Childs
Senior Vice President
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Stations Generally Support FCC Decision For AM Stereo

(continued from page 20)

parameters, and we're not sure at this time if we're going to convert or not," said Clark.

The FCC's decision to allow the marketplace to determine the industry standard for AM stereo broadcasting reverses its earlier stand to allow the system designed by the Magnavox NAP Corp. to be the industry standard. Nevertheless, Magnavox is prepared to market its system against the others. Other manufacturers of AM stereo broadcasting equipment include Kahn Communications, Motorola Corp. and the Harris Corp.

"We accept the FCC decision to authorize all proposed systems, and we're ready to present the Magnavox system to the marketplace," said Ed Williams, NAP

Corp. spokesman. "We're confident that our system will be accepted among broadcasters, receiver manufacturers and consumers." Williams added that Magnavox will offer its system to receiver manufacturers "without royalty or license fee obligations." He declined to reveal what edge Magnavox's system may have over the others offered.

Frank Hilbert, manager of modulation systems at Motorola, felt that his company's system has an edge over the others "only when something goes wrong; otherwise, the systems are relatively similar." He added that his company "would have a few surprises" at the upcoming National Assn. of Broadcasters (NAB) convention, April 4-7 in Dallas.

"The Harris Company has decided to enter the market despite its belief that the FCC should have decided the issue," said an official company statement. "Harris was the only transmitter manufacturer to submit a stereo system to the FCC."

Competition Welcomed

Leonard R. Kahn, president of Kahn Communications, was delighted by the FCC decision. "They did exactly what we urged the Commission to do," said Kahn. "If they didn't go to the marketplace AM stereo would have never gone public because there would have been court fights and appeals, and there was a good chance of reversal of the Magnavox decision."

"We've sold our systems to the music stations of ABC, NBC, RKO, Group W, Meredith, Bonneville, Jefferson Pilot and Moffat," continued Kahn. "All of them either have or will have our systems."

While the broadcasters do not share Kahn's enthusiasm, their sentiments could perhaps be best summed up by WNBC's Fioravanti. "I think what'll happen is that the broadcasters will see how the trend is going, but I think it only makes good sense to be on one system," he said. "People will have to make a good business decision."

Former Rocket GM Sets Mega Records Label

LOS ANGELES — Charles Murdock, former general manager of Rocket Records, has formed a new independent record label, Mega Records. First release for the Mega label is "Number One" by Lady. Mega Records is located at The Berwin Entertainment Complex, 6525 Sunset Blvd., Suite 301, Hollywood, CA. 90028. The telephone number is (213) 464-4661.

FCC Nixes AM-FM Break-Up Proposal

NEW YORK — The Federal Communications Commission (FCC) has turned down petitions that would have forced owners of AM-FM combinations to divest themselves of one of the properties to allow members of minority groups a chance at buying one of them.

The proposed ban on AM-FM combinations stems from a 1979 request by the National Assn. for the Advancement of Colored People (NAACP), the Committee for Open Media and the National Latino Media Coalition. The groups had sought the ban after the FCC ordered its staff to address the problem of AM-FM ownership for a rulemaking proposal.

FCC Commissioners Anne Jones, Joseph Fogarty and Henry Rivera dissented on grounds that the FCC staff should have prepared the rulemaking and elicited public comments before recommending that the petitions be dropped.

Both the National Assn. of Broadcasters (NAB) and the National Radio Broadcasters Assn. (NRBA), longtime opponents of AM-FM combination breakups, welcomed the Commission's decision. "We support the FCC decision," said Joe Tiernan, NRBA director of media relations. "All along we felt it was a mistake for the commission to make an attempt at social engineering."

Joseph Summers, NAB executive vice president and general manager, agreed. "This action recognizes that restrictions placed on cross-ownership of broadcasting facilities are unrealistic in light of the different programming alternatives now available to the public," he said.



COLUMBIA ESCAPES — Representatives of Columbia Records and members of Journey recently got together at Julius Castle in San Francisco to celebrate the success of Journey's "Escape" LP. Pictured in the back row are (l-r): Ron Oberman, vice president, merchandising, West Coast, Columbia Records; Al Teller, senior vice president/general manager, Columbia; Herbie Herbert, management and direction, Journey; Mike Dilbeck, vice president, West Coast A&R, Columbia; Neal Schon and Jonathan Cain of the group; Bob Sherwood, vice president, marketing, Columbia and Ray Anderson, vice president, promotion, Columbia. Pictured in the front row are (l-r): Burt Baumgartner, local promotion manager, San Francisco, Columbia; Jerry Pitti, branch manager, San Francisco, Columbia; Jim McKeon, director, national AOR promotion, West Coast, Columbia; George Chaltas, director, national promotion, West Coast, Columbia; and Tony Zetland, director marketing, West Coast, Columbia.

Panzer/Dorff: Writing Ballads With Special Kind Of Appeal

(continued from page 8)

Longevity and commitment are not pop teenage subjects; maybe it's the society of 1982 that's responsible for people not having long-lasting relationships."

Dorff, who spend eight years in Atlanta before moving to Southern California, began his career while in a junior high school band. Later he moved to Georgia and gigged on some studio sessions, wrote a few jingles and arranged strings for commercials before he headed west to hook up with country producer Snuff Garrett. Prior to joining Panzer, Dorff wrote soft pop and seven top-selling country songs, counting among his best works "Any Which Way You Can" crooned by Glen Campbell, "Every Which Way But Loose," sung by Eddie Rabbitt, "I Just Fall in Love Again" with Anne Murray and "Free in the Morning" interpreted by Melissa Manchester.

When tailoring one of Panzer's lyrics to a melody, Dorff claims to react emotionally to the message of the words within the first or second reading. "I'm not so much a hook writer," said Dorff. "I try to make my verses as well-constructed musically as the choruses. I don't try and nail the chorus down immediately; rather, I try to get an overall feeling of where the song should be and usually it just happens. It doesn't take

too long, and if it does then I know there's something wrong because I write real fast."

With a host of tunes in the fire already, both men hope to be as pleased with the results of their work in 1982 as they were with last year's output. "I'd like to maintain the quality of the things we've done," said Panzer, "and we'd like to improve on it."

Cornyn Clarifies Stance On Music Video Potential

(continued from page 17)

statement. At the ITA, he implied that hardware investors were presently reluctant to invest in software. "What we have today . . . is the hardware investors on one side of the room, knowing they must invest, but scared to pop the question. The software producers are on the other side of the room, knowing they are not supposed to lose a bundle. It is a courtship ballet with little physical contact."

On the other hand, Cornyn said in last week's statement, "Without (hardware manufacturers') investment, video music would take many more years to mature into the form which many of us, myself included, are betting their careers on. If there is any present lack of rush-to-market by the WCI Record Group, that hesitancy represents only the shift in our own thinking from video as a promotional tool for audio albums, to video as an original music form and the birth of the form as an independent business."

Cornyn was unavailable at presstime for additional comment.

Fields Management Bows

LOS ANGELES — Judi Barlow Fields Management recently opened its offices in Beverly Hills. The firm represents Harry Anderson, Bill Medley and Danny Wells.

The firm is located at 9777 Wilshire Blvd., Suite 606, Beverly Hills, Calif. 90212.

SOUND VIEWS

(continued from page 17)

version of *The Elephant Man*, starring Philip Anglim; the motion picture of *The Amazing Spider Man*; *On The Beach*, with Gregory Peck, Anthony Perkins and Fred Astaire; *Woody Allen's Love And Death*; *Alfred Hitchcock's Spellbound*; and the war drama *Too Late The Hero*, with Cliff Robertson, Michael Caine and Henry Fonda. *The Night The Lights Went Out In Georgia* retails for \$69.95 while all other March titles will carry a \$59.95 list. . . *Blake Edwards' S.O.B.* is the March release for MGM/CBS' First Run Home Video Theater rental program. Word from MGM/CBS is that the *Bergen and Blissett* (that's *Candice* and *Jacqueline*) film *Rich and Famous* will be the April release, while *All The Marbles* with Peter Falk is slated for May and *Whose Life Is It Anyway?*, with Richard Dreyfuss is tapped for June. Sale videocassette titles for March from MGM/CBS include *Picasso: A Painter's Diary*; *At The Circus*; the film of *Pearl Buck's The Good Earth*; *Westworld*; *Sybil*; and *Miss Peach Of The Kelly School*. New videodisc titles from MGM/CBS in the CED format include the previously released videocassette programs *Piaf*; the CBS News Collectors Series program *Man On The Moon*; the science fiction film *Soylent Green*; *The Street Fighter*, with Sonny Chiba; and the 1958 film of *Tennessee Williams' Cat On A Hot Tin Roof*. Look for the release of the CBS Video Enterprises instructional program on casino gambling, hosted by the *Smothers Brothers*. Taped at the Playboy Casino in Atlantic City, the tape gives tips on how to beat house odds, picking spots on the table, blackjack techniques, selecting roulette bets and choosing safeguards in baccarat.

michael glynn

ON JAZZ

(continued from page 13)

RECORDS RECORDS RECORDS — Down, but not out — that's the story at Artists House Records these days. The label has finally released "Where Flamingos Fly" by Gil Evans and "Are You Glad To Be In America" by James Blood Ulmer, an LP licensed from the U.K.'s Rough Trade label. Artists House honcho John Snyder says that the discs will be available by mail-order only. Snyder again confirmed that the label will continue to operate, despite the fact that it is without a distribution web. Snyder is promising albums by *Ornette Coleman*, *Art Pepper*, *Thad Jones/Mel Lewis*, *David Liebman* and perhaps *Charlie Haden* and *Ira Sullivan*. . . Deep catalog just keeps on comin' from PolyGram Classics. The label has just added 10 more titles to its Japanese Mercury/EmArcy series: "Turning Point" by *Benny Colson*; "Dinah" by *Dinah Washington*; "Listen To Art Farmer And The Orchestra"; "Sarah Swings The Tivoli" by *Sarah Vaughn*; "Dizzy Gillespie And The Double Six Of Paris"; "Clifford Brown And Max Roach At Basin Street"; "Best Coast Jazz" with *Brown and Roach*; "Cleveland Style" by *Jimmy Cleveland* and his Orchestra; and "With Respect To Nat" and "Canadiana Suite" by *Oscar Peterson*. List is \$9.98. . . Stash Records has just released "Grooving" by *Panama Francis and the Savoy Sultans*. . . Personal Choice Records has released "Ahmed Jamal/Gary Burton In Concert," taped at last year's MIDEM Convention in Cannes.

fred goodman

CASH BOX TOP 100 ALBUMS

March 20, 1982

		Weeks On Chart			Weeks On Chart
		3/13			3/13
1	BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	4	34	
2	FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062)	8.98	1	19	
3	I LOVE ROCK 'N ROLL JOAN JETT AND THE BLACKHEARTS (Boardwalk NB1-33243)	8.98	5	15	
4	ESCAPE JOURNEY (Columbia TC 37408)	—	3	33	
5	GHOST IN THE MACHINE THE POLICE (A&M SP-3730)	8.98	6	22	
6	PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229)	8.98	7	21	
7	HOOLED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	8.98	2	18	
8	CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	8.98	15	23	
9	PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL1-4028)	8.98	8	27	
10	4 FOREIGNER (Atlantic SD 16999)	8.98	9	35	
11	GET LUCKY LOVERBOY (Columbia FC 37638)	—	11	19	
12	GREAT WHITE NORTH BOB & DOUG MCKENZIE (Mercury/PolyGram SRM-1-4034)	8.98	12	13	
13	QUARTERFLASH (Geffen GHS 2003)	8.98	10	22	
14	SHAKE IT UP THE CARS (Elektra 5E-567)	8.98	14	17	
15	TATTOO YOU ROLLING STONES (Rolling Stones/Atlantic COC 16052)	8.98	13	28	
16	BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98	17	32	
17	THE CONCERT IN CENTRAL PARK SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654)	15.98	37	2	
18	THE INNOCENT AGE DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	16	27	
19	BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	8.98	21	5	
20	FOR THOSE ABOUT TO ROCK WE SALUTE YOU AC/DC (Atlantic SD11111)	8.98	18	15	
21	THE DUDE QUINCY JONES (A&M SP-3721)	8.98	29	51	
22	TOM TOM CLUB (Sire SRK 3628)	8.98	24	22	
23	WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA AFL1-4153)	8.98	20	20	
24	DIARY OF A MADMAN OZZY OSBOURNE (Jet/CBS FZ 37492)	—	19	18	
25	SKYYLINE SKYY (Salsoul/RCA SA-8548)	8.98	25	20	
26	YES IT'S YOU LADY SMOKEY ROBINSON (Tamla/Motown 6001TL)	8.98	31	5	
27	FEELS SO RIGHT ALABAMA (RCA AHL1-3930)	8.98	22	54	
28	MEMORIES BARBRA STREISAND (Columbia TC 37678)	—	23	15	
29	THE FIRST FAMILY RIDES AGAIN VARIOUS ARTISTS (Boardwalk NB1-33248)	8.98	33	6	
30	MESOPOTAMIA THE B-52's (Warner Bros. MINI 3641)	5.98	30	5	
31	SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	8.98	27	23	
32	LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27)	8.98	36	10	
33	TONIGHT I'M YOURS ROD STEWART (Warner Bros. BSK 3602)	8.98	28	18	
34	STANDING HAMPTON SAMMY HAGAR (Geffen GHS 2006)	8.98	34	9	
35	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	35	51	
36	JUICE JUICE NEWTON (Capitol ST-12136)	8.98	32	55	
37	RAISE! EARTH, WIND & FIRE (ARC/Columbia TC 37548)	—	26	19	
38	MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	8.98	63	2	
39	THE GEORGE BENSON COLLECTION GEORGE BENSON (Warner Bros. 2HW 3577)	16.98	38	18	
40	GREEN LIGHT BONNIE RAITT (Warner Bros. BSK 3630)	8.98	53	3	
41	NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	—	42	27	
42	NON-STOP EROTIC CABARET SOFT CELL (Sire SRK 3647)	8.98	47	9	
43	ABACAB GENESIS (Atlantic SD 19313)	8.98	39	23	
44	THE POET BOBBY WOMACK (Beverly Glen BG 1000)	8.98	40	19	
45	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	8.98	41	41	
46	OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3648)	8.98	45	8	
47	CONTROVERSY PRINCE (Warner Bros. BSK 3601)	8.98	48	20	
48	DON'T SAY NO BILLY SOUIER (Capitol ST 12146)	8.98	43	45	
49	YOUR WISH IS MY COMMAND LAKESIDE (Solar/Elektra S-26)	8.98	51	14	
50	SMALL CHANGE PRISM (Capitol ST-12148)	8.98	56	8	
51	NICK THE KNIFE NICK LOWE (Columbia FC 37932)	—	58	5	
52	COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	8.98	44	15	
53	CAROL HENSEL'S EXERCISE & DANCE PROGRAM VOLUME 2 (Vintage/Mirus VNI 7733)	8.98	54	14	
54	BEAUTIFUL VISION VAN MORRISON (Warner Bros. BSK 3652)	8.98	69	3	
55	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	8.98	55	37	
56	THE TIME (Warner Bros. BSK 3598)	8.98	49	30	
57	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	46	75	
58	ELECTRIC RENDEZVOUS AL DI MEOLA (Columbia FC 37654)	—	59	8	
59	ON THE WAY TO THE SKY NEIL DIAMOND (Columbia TC 37628)	—	57	17	
60	I AM LOVE PEABO BRYSON (Capitol ST-12179)	8.98	52	17	
61	DREAM ON GEORGE DUKE (Epic FE 37532)	—	76	3	
62	YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America SW-17061)	8.98	66	17	
63	JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5272)	8.98	64	16	
64	A LITTLE LOVE AURRA (Salsoul/RCA SA 8551)	8.98	74	5	
65	WEATHER REPORT (ARC/Columbia FC 37616)	—	65	5	
66	20 AEROBIC DANCE HITS MARCY MUIR (Parade/Peter Pan 101)	8.98	67	10	
67	ALDO NOVA (Portrait/CBS ARR 37498)	—	81	5	
68	CAROL HENSEL'S EXERCISE AND DANCE PROGRAM (Vintage/Mirus VNI 7713)	8.98	68	57	
69	PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346)	8.98	61	35	
70	MYSTICAL ADVENTURES JEAN-LUC PONTY (Atlantic SD 19333)	8.98	71	6	
71	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	60	48	
72	WASN'T TOMORROW WONDERFUL? THE WAITRESSES (Polydor/PolyGram PD-1-6346)	8.98	78	8	
73	THE VISITORS ABBA (Polar/Atlantic SD 19332)	8.98	62	10	
74	PICTURE THIS HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340)	8.98	84	4	
75	THE SISTERS SISTER SLEDGE (Cotillion/Atlantic SD 5231)	8.98	72	6	
76	SOMEWHERE OVER CHINA JIMMY BUFFETT (MCA-5285)	8.98	50	9	
77	DARE THE HUMAN LEAGUE (Virgin/A&M SP-6-4892)	8.98	92	4	
78	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	8.98	87	31	
79	FRIENDS SHALAMAR (Solar/Elektra S-28)	8.98	88	5	
80	BLACK ON BLACK WAYLON (RCA AHL1-4247)	8.98	95	3	
81	NIGHTCRUISING BAR-KAYS (Mercury/PolyGram SRM-1-4028)	8.98	79	19	
82	PERHAPS LOVE PLACIDO DOMINGO (CBS MF 37243)	—	73	21	
83	MECHANIX UFO (Chrysalis CHR 1360)	8.98	85	4	
84	FAME ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)	8.98	90	8	
85	TIME EXPOSURE LITTLE RIVER BAND (Capitol ST-12163)	8.98	75	28	
86	GREATEST HITS QUEEN (Elektra 5E-564)	8.98	77	19	
87	8TH WONDER THE SUGAR HILL GANG (Sugar Hill SH-249)	8.98	80	10	
88	THE SECRET POLICEMAN'S OTHER BALL — THE MUSIC VARIOUS ARTISTS (Island ILPS 9698)	8.98	—	1	
89	NINE TONIGHT BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	70	26	
90	FAREWELL SONG JANIS JOPLIN (Columbia PC 37569)	—	91	7	
91	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	86	42	
92	ECHOES OF AN ERA VARIOUS ARTISTS (Elektra E1-60021)	8.98	89	8	
93	ALLIED FORCES TRIUMPH (RCA AFL1-3902)	8.98	82	27	
94	AEROBIC DANCING featuring DORIAN DAMMER (Parade/Peter Pan 100)	8.98	93	24	
95	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	105	66	
96	SONGS IN THE ATTIC BILLY JOEL (Columbia TC 37461)	—	94	25	
97	ARCHITECTURE & MORALITY ORCHESTRAL MANOEUVRES IN THE DARK (Virgin/Epic ARE 37721)	—	100	7	
98	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	—	97	27	
99	TUTONE 2 TOMMY TUTONE (Columbia APC 37401)	—	116	7	
100	ANYONE CAN SEE IRENE CARA (Network/Elektra E1-3903)	3.98	96	8	

CASH BOX

March 20, 1982

AROUND THE ROUTE

by Camille Compasio

Amusement Operators Expo gets underway March 26 at the Hyatt Regency Hotel in Chicago for a three-day run and the show looks like it'll be a blockbuster this year, especially in terms of exhibits. This three-year-old convention has grown from 70 booths to 235, with just about every manufacturer displaying product at the '82 edition — several of whom will be unveiling new equipment expressly for AOE attendees. Daily exhibit hours are from 10:30 a.m. to 4:00 p.m. A key feature of this convention is the number of seminars and workshops that take place over the three-day period; and they are timed to allow conventioners to attend several. The topics are timely and pertinent with a number of industry notables moderating some of the sessions. This year a special "distributors only" preview of the exhibits will be held from 9 to 10:30 a.m. on March 27 and 28.

"Alpine Ski," next scheduled video game from Taito America, is currently in test and scoring good grades, as we learned from marketing chief **Mike Von Kennel**. Sample shipments to distributors have been processed. This is a game of skill where the player guides a skier through the various phases of the pop-

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PERSONALITY PROFILE

Russ Mawdsley, Jr.: From Psych Major To Service Manager

by Jeffrey Ressler

LOS ANGELES — Eight years ago, Russ Mawdsley, Jr. graduated from college with a degree in psychology, yet he didn't really feel up to pursuing a career in the science of mental processes and behavior. Instead, he decided to take advantage of his family ties and joined his father's coin-op company, Russell-Hall, Inc., located in the pastoral college town of Holyoke, Mass.

Unlike many other sons who enter their father's business, Mawdsley, Jr. didn't jump into an executive position immediately. He began as a low man on the firm's totem pole, doing route work — cleaning, repairing and transporting machines. Currently he's acting as service manager for the organization, taking over as chief op when the patriarch is away on business or vacation.

A well-established company that operates jukeboxes, video games, pinball machines and cigarette vending devices, Russell-Hall, Inc. handles hardware over a fifty-mile radius of its headquarters, dealing primarily in street locations with about 25% of its activities tied up in skating rinks, bowling alleys and student unions on the University Of Massachusetts and Mt. Holyoke's campuses.

Neat Appearance

According to Mawdsley, service is the key to Russell-Hall's success in the coin-op industry. "That's our number one priority here," said the youthful manager. "We can

usually take care of a machine that's down within one hour's notice, using radio-dispatched maintenance vehicles outfitted with all the latest equipment. All of our men are uniformed, too, and that gives us a good, neat appearance. We do everything we can to keep our customers happy."

He also believes that the explosion of video games across the country has provided the coin-op business with an overwhelming proliferation of business rivals. "In a sense, though," said Mawdsley, "I think it's healthy to have a certain amount of competition within the industry. It keeps us on our toes and reminds us that if we don't give our people the best service, someone else can take it away from us."

"The thing that bothers me the most about all of these new ops popping up are the constant price wars that go on," he continued. "Some newcomers are proposing ridiculous 70/30 splits when just about everyone else is thinking the other way. In the long run, everybody will wind up losing over these variable splits."

Mawdsley reports that the games yielding the heaviest profits in his area are "Pac-Man," "Donkey Kong," "Tempest" and "Haunted House." Said the coin-op manager of these successful machines, "Women have done a lot for the popularity of Pac-Man, and likewise with Donkey Kong. Those games don't carry

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COIN MACHINE

INDUSTRY NEWS

Russ Mawdsley, Jr.: From Psych Major To Service Manager

(continued from page 35)

the 'macho' image a lot of the shoot & kill games have. Atari's Tempest vid didn't do too well in our street locations, but worked out great in the colleges and arcades. Tempest appeals largely to kids with fast reflexes who have good hand-to-eye coordination. As far as pin games go, Gottlieb's Haunted House is showing good returns, because it's more than just a regular pinball machine. The new idea of having triple-levels, attractive graphics, spooky music, and more challenging obstacles is what's making this one a hit."

Big Demand For Games

The increase of high-paying but high-priced video games is causing some problems for Russell-Hall, Inc., Mawdsley told **Cash Box**, especially since every location seems to be dictating exactly what kind of machines they want, making it difficult for the company to meet the heavy demands on the more popular games. "We were into multiple pin game buys during that boom, and now we're going with multiple video purchases," he said. "Both of these booms have pretty much cut into our jukebox buys for 1982, although we were able to get a good deal on a close-out of last year's models. We haven't abandoned the jukeboxes on our routes. We're constantly upgrading the equipment, and our major drawing card is the fact that we put in new releases fairly regularly

(continued on page 42)

Jarocki Is Newest Addition To Midway Marketing Team

CHICAGO — "James L. Jarocki is joining our marketing team," announced David Marofske, president of Midway Manufacturing Co., "to coordinate varied activities of advertising and promotion."

A graduate of the University of Illinois with a degree in advertising, Jarocki recently completed service in the U.S. Air Force as Weapon Systems Officer with RF4-C Phantom jets. He has been stationed in Germany for the last four and a half years and achieved the rank of Captain.

In his new position "he will be working with advertising programs, distributors, trade shows, publicity, and trademark licensing promotions," explained Stan Jarocki, vice president of marketing. "Jim's previous experience in the coin-operated industry, prior to military service, will be beneficial in his new position," he added.

Jim and his wife Valarie, who are the parents of a five month old daughter named Ariane, are relocating to the Chicago area.



Jim Jarocki



Pictured above is the new Sega/Gremlin office and manufacturing complex in San Diego, Calif.

Sega/Gremlin Moves Into New Facility

SAN DIEGO — Sega/Gremlin recently moved into its new 125,000 square foot office and manufacturing building in San Diego's North County. The new facility, in the Rancho Bernardo Technology Park, will house the company's executive offices and serve as the main manufacturing plant for Sega/Gremlin's line of coin-operated video games.

"This new facility provides us with expanded capability to meet the worldwide demands of the video amusement game industry," stated David Rosen, chairman and chief executive officer of Sega Enterprises, Inc. "Initially, we anticipate employing some 500 people at this new location, while maintaining engineering and overflow production capability at our previous location. Senior management of the corporation made the decision to become capital intensive, permitting Sega/Gremlin to gear up production very quickly and thus provide shortened lead times."

The move consolidates many operations into a single location and provides improved manufacturing systems with the most advanced, mechanized assembly lines in the industry, according to Rosen. Automatic integrated circuit inserters, board testers and a wide variety of new quality assurance equipment are geared to assure fast, reliable production to keep pace with market demand.

Bally Sweepstakes Winners Announced

CHICAGO — To introduce its dollar bill acceptor, Bally Pinball Division sponsored the Bally Dollar Bill Acceptor Sweepstakes at the 1981 AMOA convention. The effort drew many participants who filled out over-sized Dollar Bill Entry Forms for a chance at winning prizes ranging from Radio Shack TRS 80 color computers to Bally Pinball Jackets.

The dollar bill acceptor was introduced at the AMOA Show on Bally's "Centaur" and "Elektra" pinball machines and was very well received by both operators and players, according to marketing vice president Tom Nieman.

The first prize winner of the Radio Shack TRS 80 color computer was Tony Wash of 21st Century Amusements (Lexington, Ky.); the second prize winner of the Bally Park Place Spectacular Package was R.A. Cohen of Game Mania, Inc. (Pittsburgh, Penn.) and the third prize winner of the Code-A-Phone #1400 telephone answering machine was Donald E. Miller of Timisty Amusement (Greeley, Colo.).

Bally pinball jackets were won by Rick LeFleur (Devils Lake, N.D.); Tommy Wall (Florence, S.C.); Tony Bado (Dale City, Va.); Renee Freeborn (Littleton, Colo.); Cecil Wauk (Minneapolis, Minn.); Robert T. Nader (Westwood, Mass.); Ralph Skugland (Manchester, N.H.); Morton Hyatt (Baltimore, Md.); Gary Bucholz (Marietta, Ohio); Kelly Thompson (Portland, Ore.) and Goulet Daniel (Quebec, Canada).

Engineering, shipping/warehousing, and the wood products division, which manufactures cabinets for the wide range of video games produced by the company, will remain at their current San Diego locations.

Recent product introductions from Sega/Gremlin include "Zaxxon," a four-player version of "Eliminator," "Turbo," "005" and the highly successful "Frogger."

Shearing Records For Pianocorder

LOS ANGELES — Jazz great George Shearing has branched into another aspect of recording with the upcoming release of his first performance tape for the Pianocorder reproducing system. According to Joseph Tushinsky, president and chairman of the board of Superscope, Inc., developer of the electronic player piano, the tape will be available to Pianocorder owners by March 1.

Shearing is the third pianist in recent months to immortalize his musical style for the Pianocorder system's new "Contemporary Artists" series. Roger Williams and Peter Nero have also recorded performances for lifelike playback via the Pianocorder reproducing system.

The Shearing tape, entitled "Lullaby Of Birdland," was captured live by a computerized master recording piano at Superscope's Chatsworth, Calif. headquarters. "I'll Remember April," "September In The Rain," "I Can't Get Started," "Someone To Watch Over Me" and the title song are among the featured jazz classics.

"Lullaby Of Birdland" is one of more than 300 digital tapes now available in the vast Pianocorder library of classical, jazz, pop and ragtime performances. All are compatible with the Pianocorder system installed in a console, spinet, upright or grand piano or with the Marantz reproducing piano.

Game Center Promo Book Now Available

CHICAGO — "Promoting Your Game Center," an informative book on promotion programs, is now available from Business Builders. The book contains valuable information on how to plan effective promotions for increasing player traffic and encouraging more game play, with specific examples that can be adapted to the needs of the location.

"Each game center will use a promotion idea and implement it to meet the image of their location and personality of the players in their market," explained Carol Kantor, author of the book. "I have written the ideas in a general way and described how a game center can customize them to be most effective." Among the subjects covered are Grand Openings, Game Center Players Clubs, Designing a Logo, Contests (with 10 specific

(continued on page 42)

Kiernan Joins Cleveland Coin

CLEVELAND — A recent addition to the Cleveland Coin International staff is Tim Kiernan, who is manager of special projects in the Columbus, Ohio branch office. In this position he is responsible for planning and implementing the various special promotions, merchandising efforts, sales incentive programs, etc. at this branch.

Prior to joining the Cleveland Coin distributorship, Kiernan served in the office of the Ohio Attorney General for about eight years, where he was assistant chief investigator in the charitable foundation section.

He recently relocated his residence from Cleveland to the Columbus area.



Tim Kiernan

INDUSTRY CALENDAR

- March 26-28; Amusement Operators Expo (AOE); annual convention; Hyatt Regency Hotel; Chicago.
- April 2-3; AMOA Notre Dame Management Seminar (advanced); Notre Dame, Ind.
- April 2-4; NAMA Western Convention; Brooks Hall; San Francisco, Calif.
- April 15-18; Florida Amusement Vending Assn.; annual convention and trade show; Curtis Hixon Convention Center; Tampa.
- May 7-8; Ohio Music & Amusement Assn.; annual convention; Columbus Hilton Inn; Columbus.
- June 3-5; Amusement & Music Operators of Texas; annual convention; Americana Hotel; Fort Worth.
- June 17-19; Illinois Coin Machine Operators Assn.; annual convention; Eagle Ridge Inn; Galena.
- July 16-17; Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.
- Sept. 10-12; North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.
- Sept. 24-25; West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston.
- Oct. 7-10; NAMA national convention; The Rivergate; New Orleans.
- Nov. 18-20; AMOA international convention; Hyatt Regency Hotel; Chicago.
- Nov. 18-20; IAAPA annual convention; Bartle Hall; Kansas City.

the ultimate conflict
between man and machine

ROBOTRON:

2089

*Williams*TM 
ELECTRONICS, INC.

IN REVIEW. Presented is a photographic lineup of some of the new amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.



TAITO AMERICA 'GRAND CHAMPION'. A video driving game, realistically portrayed on a plotted race course. Thrilling obstacles, radar screen and sound effects add to the appeal. (12/12/81).



UNIVERSAL USA 'LADY BUG'. A video maze game that's lighthearted in theme and fun to play. Player guides a Lady Bug and protects her against a variety of Enemy Beetles. (12/12/81).



SEGA/GREMLIN 'ELIMINATOR'. Space combat is the theme of this video game where space-ships, computer controlled ships and the Eliminator must be forced into the base and destroyed (12/12/81).



DYNAMO 'LI'L HUSTLER'. One or two can play this coin-operated video game of pool. Full color monitor, exciting visual images, realistic sound and the challenges of the real thing. (12/12/81).



BALLY 'ELEKTRA'. This is Bally's first 3-level pinball game, with such added features as two separate bonus systems, multi-ball, unique graphics, speech/sound package and more. (12/26/81).



SEGA/GREMLIN 'TURBO'. A MultiPhase video driving game which offers all of the exciting elements of the sport. Fully illuminated instrument panel, 3-D, color imagery and lots of extras. (1/9/82).



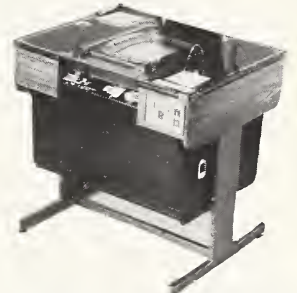
SIGMA 'LAUNCHER Z'. A wire missile video combat game involving attacking enemy tank troops invading the player's position. Speed and action accelerate in the play process. (1/9/82).



SIGMA 'ROLLING STAR FIRE'. A sit-down capsule arcade game of offense/defense action, with the Tokyo-based factory's new hydraulic system for better maneuverability of the cockpit. (1/9/82).



SEGA/GREMLIN '005'. As the name implies, this is a video spy chase game, equipped with Multi-Scene computer and the exciting challenges of Secret Agent 005's dangerous mission. (1/16/82).



TAITO AMERICA 'QIX COCKTAIL TABLE'. This model of its popular video game marked the first American-made cocktail table introduced by the company. Dimensions allow for location flexibility. (1/16/82).



MIDWAY 'KICK-MAN'. Fun and challenge galore as a clown/acrobat on a unicycle attempts to burst or catch balloons and other objects. Pac-Man is a guest star at various times. (1/23/82).



GAMETECNIKS 'TRI-POOL'. A video pool game played by similar rules as the real thing, with some unique features like "Phantom Spot Ball" for lining up shots, "lucky" bonus and others. (1/23/82).



BALLY 'VECTOR'. A fast playing pinball game, loaded with new features like a digital playfield readout for measuring flip speed and many others. Exciting graphics and sound package. (2/6/82).



SEGA/GREMLIN 'ELMINATOR 4-PLAYER'. A 4-player model of the noted video game with all of the play features intact, four exciting game strategies, the Colorbeam monitor and more (2/6/82).

AROUND THE ROUTE

(continued from page 37)

ular sport, which are realistically portrayed during the course of play. The new machine is presently in full production at the Elk Grove Village plant. Continuing in the spotlight at Taito America is "Grand Champion," as Mike pointed out, which is being very well received and becoming even more in demand as the spring buying season progresses.

It's a boy! **Tony Marchinski** and her husband, **Michael**, welcomed 6 lb. 14 oz. **Michael Anthony**, their first son, who was born on March 2. Toni is well known industrywide as the efficient and very likeable export/traffic manager at Stern Electronics, Inc. — a post she plans to return to in the future.

Monroe Distributing, Inc. heralded the recent opening of a branch office in Orlando, Fla. with a gala open house celebration for the many friends, customers and business associates of the noted Ohio-based distrib. Bill of fare included food, beverages, door prizes and a nice spread of equipment, with many manufacturers represented at the gala event. The new branch is located at Regency Industrial Park, 10705-12 Rocket Blvd., Orlando, Fla. 32809.

Advance Automatic Sales of San Francisco is sponsoring a three-day service school program at the Jack Tar Hotel in that city. Classes will be held from 9 a.m. to 5 p.m. daily and the participating factories are Williams (March 16), Midway (March 17) and Atari (March 18). Based on the success of a similar program held last year, Advance president **Chet McMurdie** expects full attendance on all three days. From March 9-12 the distrib sponsored a series of schools out of its Hawaii office for operators out there. Sessions covered the products of Atari, Sega/Gremlin, Midway and Williams, and all classes were held at the Ilikai in Honolulu.

Business is excellent at World Wide Dist., as we learned from **Howie Freer**. At this point, it's a matter of getting enough equipment to fill present orders. Williams "Hyperball" is on the showroom floor and attracting a lot of attention and very favorable comments from operators. The game has been testing just beautifully, Howie said, and orders are piling up — so they're really anxious for delivery. Taito America's "Alpine Ski" is another new product that's lookin' good and World Wide customers are very excited about the Seeburg VMC phonograph.

Dateline El Cajon, Calif., home of Cinematronics, Inc., where the factory will be showing three new video games at the AOE convention in Chicago — two of which are in-house developed and utilize "our new generation of color XY," as noted by the firm's **Mike Pugliese**. The games are "Boxing Bugs" and "War Of The Worlds." The third piece is a licensed game produced by Cinematronics and it's called "Jack The Giant Killer." Patterned after the popular children's tale Jack and the Beanstalk, the game features six different screens.

New Equipment

Man Versus Machine

Williams Electronics, Inc. has introduced its latest video model, "Robotron 2084," which the factory



describes as the ultimate conflict in video game play — man versus electronic man. The action takes place in the year 2084 when the robots that were made to serve mankind have become more efficient than their human designers and have succeeded in eliminating most of humanity, with the exception of a few hundred people existing as clones of the three basic human types — man, woman and child — who are being victimized by rampaging robots attempting to reprogram their minds. There is a ray of hope, however, in one clone who is able to resist the onslaught of robots.

The player's mission then is to direct this mutant clone who is armed with special optic lenses and an anti-robot laser gun, to seek out and destroy the robots and rescue his fellow humans. Rescuing the humans offers the highest scoring possibilities from 1,000 points for the first human rescued, up to 5,000 points for the fifth. The player has three chances to destroy the robots but earns another chance every time 25,000 points are scored.

In the play process, the left joystick is used for maneuvering the clone in any of eight directions and, with the right joystick, the player can simultaneously operate the rapid-firing anti-robot laser gun in any of eight directions. To successfully rescue the wandering clones the player must deactivate six classes of robots including the Hulks, which attack in all but the fifth wave and are the only ones that cannot be killed, so the player must steer clear of them.

The remaining classes of robots include the Grunts, which are the least deadly but must still be reckoned with; the Spheroids, which are a little more dangerous and can spawn deadly Enforcer Embryos; the Enforcers, which should be destroyed quickly to prevent them from launching dangerous Enforcer Sparks against the player; and the Brains, the cleverest and most deadly of the species. This enemy can launch a two-pronged attack every fifth wave, with the victims being the humans in the second prong of the attack. If captured, a human will be transformed into a Prog that will turn against its protector.

The player also has the Tanks to con-

tend with. As the Ground Attack Force of the robots they fire a constant barrage of rebounding shells at the player in their efforts to kill him.

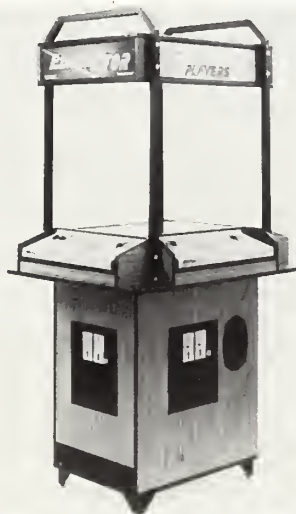
In addition to all of the above mentioned enemy forces, the player will be faced with pulsating, immobile Electrodes which attempt to block his path. In each attack wave they assume different shapes but remain very deadly and must be avoided.

Promo Canopy

A brightly lit promotional canopy designed to draw player attention and add excitement to Sega/Gremlin's four-player "Eliminator" game is now available. Beaming out the Eliminator name and the game action graphics through four eye-catching back lit display panels, the canopy will give the popular game even more appeal, according to the company.

Eliminator is a video game that allows one, two three or four players to compete singularly or simultaneously against one another and the computer. It is engineered with Sega/Gremlin's advanced "ColorBeam" X-Y color (vector) monitor system, which adds a vibrant dimension to game play.

"Dramatic and imaginative sound effects of Eliminator punctuate game ac-



tion and stimulate players' competitive impulses," noted Frank Fogleman, vice chairman of Sega/Gremlin. "This new canopy gives still more impact for even greater earnings."

The four-player Eliminator features four playing strategies: single players can challenge the game computer alone, four players can pair off into teams which compete against one another and the game computer, up to four players can join in a free-for-all against each other and the game computer and, finally, the surviving player in any multi-player contest continues to play against the game computer.

Objectives of the game are to force opposing player's space-ships, computer-controlled ships and the Eliminator ship into the Eliminator base where they are destroyed — and then destroy the Eliminator base itself. There are many secondary objectives and playing strategies built into the game to add to the challenge.

Each player operates a different colored ship, either red, blue, yellow or green; and the color of the playfield border changes during game play to indicate which player leads in points.

New Technology

With the release of its latest video game, "Victory," Exidy introduced its new High Speed Color System, which is the result of lengthy research and development at the factory. The new system has several outstanding features among which is a Demonstration Mode which means that when the game is in freeplay, the distributor may freeze the game by pressing certain control panel buttons, which can increase defenses, make the enemies non-aggressive, automatically promote the rank of the player and return him to play as a stronger player.

The system also provides an Operator Interface Mode, which is activated by pressing a button inside the coin mech door to reveal a Master Menu on the screen. From the Master Menu, the operator may select either the Manual Diagnostic Test Menu, the Operator Options Menu, or the Accounting Statistics Menu. Victory has a Battery Backup Memory that continually calculates statistics and retains an All Time Highest Scores Table. The software menus have totally replaced all hardware dip switches.

The Harness Channel is another service feature of the new system. It provides a neat, easy-to-use solution for wiring. A plastic channel and pliable lid conceals and protects all the wires.



NEW BRANCH — Cleveland Coin International, prominent Ohio distributor, recently established a branch operation in Lexington, Ky. The new facility, located at 848-G Nandino Blvd., Melbourne Industrial Park, contains 12,000 square feet of space to house the full departmental structure, including marketing, warranty, parts & service and administrative offices. The Lexington branch was ready for occupancy in early March and Cleveland Coin's Ron Gold plans to host a grant opening celebration in May.

PINBALL MACHINES

BALLY

Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball II (5/81)
Embryon, w.b. (7/81)
Fathom (8/81)
Medusa (10/81)
Centaur (10/81)
Elektra (12/81)
Vector (2/82)

GAME PLAN

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

GOTTLIEB

Roller Disco, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b. (4/80)
Panthera (6/80)
Counterforce (8/80)
Star Race, w.b. (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)
Pink Panther (3/81)
Mars (6/81)
Volcano (8/81)
Black Hole (10/81)
Haunted House (2/82)

STERN

Big Game, w.b. (3/80)
Ali (4/80)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)
Free Fall (2/81)
Lightning (4/81)
Split Second (7/81)
Catacomb (9/81)
Viper (11/81)

WILLIAMS

Gorgar (1/80)
Laser Ball, w.b. (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w.b. (9/80)
Alien Poker (10/80)
Black Knight (12/80)
Jungle Lord (4/81)
Pharaoh (7/81)
Solar Fire (9/81)
Barracora (10/81)
Hyperball pin/video (2/82)

VIDEO GAMES (upright)

AMSTAR

Laser Base (7/81)

MANUFACTURERS EQUIPMENT

A compilation of current music and games equipment with approximate production dates included in most cases.

ATARI

Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)
Battlezone (11/80)
Battlezone Cabaret (11/80)
Asteroids Deluxe (4/81)
Asteroids Deluxe Cabaret (4/81)
Centipede (6/81)
Centipede Cabaret (6/81)
Red Baron (8/81)
Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)

CENTURI

Eagle (10/80)
Eagle Maxi (10/80)
Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pleiades (7/81)
Vanguard (9/81)
Challenger (11/81)

CINEMATRONICS

Tailgunner (3/80)
Rip Off (3/80)
Star Castle
Armor Attack (5/81)
Solar Quest (10/81)

DYNAMO

Lil Hustler (12/81)

EXIDY

Bandido (1/80)
Tailgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)
Victory (2/82)

GAME PLAN

Intruder (2/81)
Tank Battalion (3/81)
Killer Comet (4/81)
Megatack (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)
Eliminator 4-Player (2/82)

GAMETECNIKS

Tri-Pool (1/82)

GDI

Red Alert (10/81)

GOTTLIEB

No Man's Land (12/80)
New York, New York (2/81)

GREMLIN/SEGA

Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquillizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)
Turbo (1/82)
005 (1/82)
Eliminator 4-Player (2/82)

MIDWAY

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

NINTENDO

Donkey Kong (9/81)

ROCK-OLA

Warp-Warp (9/81)

SIGMA

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

STERN

Astro Invader (8/80)
Berzerk (1/81)
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungler (2/82)

TAITO AMERICA

Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Triline (2/81)
Crazy Climber (3/81)
Crazy Climber Triline (3/81)
Zarzon (5/81)
Zarzon Triline (5/81)
Colony 7 (7/81)
Colony 7 Triline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Triline (8/81)
Qix (10/81)
Qix Triline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)

UNIVERSAL USA

Cheekie Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

Defender (12/80)
Stargate (10/81)
Make Trax (10/81)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

Soccer (4/80)
Asteroids (4/80)
Missile Command (8/80)
Football (7/80)
Asteroids Deluxe (4/81)
Centipede (6/81)
Tempest (10/81)

CENTURI

Rip Off (8/80)
Targ (10/80)
Route 16 (4/81)
Pleiades (7/81)

ELCON

Diversions booth size (9/81)

GAME PLAN

Shark Attack (5/81)

GAMETECNIKS

Tri-Pool (1/82)

GOTTLIEB

New York, New York (3/81)

GREMLIN/SEGA

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)

MIDWAY

Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)
Galaga (11/81)
Kick-Man (1/82)
Ms. Pac-Man (2/82)
Bosconian (2/82)

STERN

Astro Invader (11/80)
The End (1/81)
Berzerk (2/81)
Scramble (5/81)

TAITO AMERICA

Space Invaders II (2/80)
Polaris (12/80)
Crazy Climber (5/81)
Zarzon (5/81)
Qix (10/81)

WILLIAMS

Defender (4/81)

PHONOGRAPHS

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

POOL TABLES

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar

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 ATARI[®]

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 THE ATARI ERA

THE JUKEBOX PROGRAMMER

March 20, 1982

* indicates new entry

POP

- 1 **I LOVE ROCK 'N' ROLL**
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)
- 2 **(OH) PRETTY WOMAN**
VAN HALEN (Warner Bros. WBS 50003)
- 3 **WE GOT THE BEAT**
GO-GO's (I.R.S./A&M IR-9903)
- 4 **JUKE BOX HERO**
FOREIGNER (Atlantic 4017)
- 5 **FIND ANOTHER FOOL**
QUARTERFLASH (Geffen GEF 50006)
- 6 **EDGE OF SEVENTEEN**
STEVIE NICKS (Modern/Atlantic MR 7401)
- 7 **FREEZE FRAME/FLAMETHROWER**
THE J. GEILS BAND (EMI America B-8108)
- 8 **KEY LARGO**
BERTIE HIGGINS (Kat Family WS9 02524)
- 9 **MAKE A MOVE ON ME**
OLIVIA NEWTON-JOHN (MCA-52000)
- 10 **TAKE OFF**
BOB & DOUG MCKENZIE (Mercury/PolyGram 76134)
- 11 **THAT GIRL**
STEVIE WONDER (Tamla/Motown 1602 TF)
- 12 **OPEN ARMS**
JOURNEY (Columbia 18-02687)
- 13 **ON THE WAY TO THE SKY**
NEIL DIAMOND (Columbia 18-02712)
- 14 **MAIN THEME FROM "CHARIOTS OF FIRE"**
VANGELIS (Polydor/PolyGram 2189)
- 15 **DO YOU BELIEVE IN LOVE**
HUEY LEWIS AND THE NEWS (Chrysalis CHS 2589)
- 16 **867-5309/JENNY**
TOMMY TUTONE (Columbia 18-02646)
- 17 **BOBBIE SUE**
OAK RIDGE BOYS (MCA-52006)
- 18 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON (Warner Bros. WBS 50005)
- 19 **BABY MAKES HER BLUE JEANS TALK**
DR. HOOK (Casablanca/PolyGram NB 2347)
- 20 **DON'T TALK TO STRANGERS**
RICK SPRINGFIELD (RCA PB-13070)
- 21 **MEMORY**
BARBRA STREISAND (Columbia 18-02717)
- 22 **DID IT IN A MINUTE***
DARYL HALL & JOHN OATES (RCA PB-13065)
- 23 **SHOULD I DO IT**
POINTER SISTERS (Planet/Elektra P-47960)
- 24 **TONIGHT I'M YOURS (DON'T HURT ME)**
ROD STEWART (Warner Bros. WBS 49886)
- 25 **POP GOES THE MOVIES (PART 1)**
MECO (Arista AS 0660)
- 26 **'65 LOVE AFFAIR**
PAUL DAVIS (Arista AS 0661)
- 26 **NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS)***
LE ROUX (RCA PB-73059)
- 28 **MIRROR, MIRROR**
DIANA ROSS (RCA PB-13021)
- 29 **DON'T LET HIM KNOW**
PRISM (Capitol P-A-5082)
- 30 **MEDLEY: MEMORIES OF DAYS GONE BY***
FRED PARIS & THE FIVE SATINS (Elektra E-47411)

COUNTRY

- 1 **BIG CITY**
MERLE HAGGARD (Epic 14-02686)
- 2 **ANOTHER SLEEPLESS NIGHT**
ANNE MURRAY (Capitol P-A-5083)
- 3 **SAME OLE ME**
GEORGE JONES (Epic 14-02696)
- 4 **SINGLE WOMEN**
DOLLY PARTON (RCA PB-13057)
- 5 **ANOTHER HONKY-TONK NIGHT ON BROADWAY**
DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS 50007)
- 6 **YOU NEVER GAVE UP ON ME**
CRYSTAL GAYLE (Columbia 18-02718)
- 7 **CRYING MY HEART OUT OVER YOU**
RICKY SCAGGS (Epic 14-02692)
- 8 **A COUNTRY BOY CAN SURVIVE**
HANK WILLIAMS, JR. (Curb/Elektra E-47257)
- 9 **AFTER THE LOVE SLIPS AWAY**
EARL THOMAS CONLEY (RCA PB-13024)
- 10 **THE CLOWN**
CONWAY TWITTY (Elektra E-47302)
- 11 **BUSTED**
JOHN CONLEE (MCA-52008)
- 12 **ALWAYS ON MY MIND**
WILLIE NELSON (Columbia 18-02741)
- 13 **I LIE**
LORETTA LYNN (MCA-51226)
- 14 **NEW CUT ROAD**
BOBBY BARE (Columbia 18-02690)
- 15 **MOUNTAIN MUSIC**
ALABAMA (RCA PB-13019)
- 16 **'ROUND THE CLOCK LOVIN'**
GAIL DAVIES (Warner Bros. WBS 50004)
- 17 **YOU'RE NOT EASY TO FORGET**
DOTTIE WEST (Liberty P-B-1451)
- 18 **SOMEDAY SOON**
MOE BANDY (Columbia 18-02735)
- 19 **IF YOU'RE THINKING YOU WANT A STRANGER (THERE'S ONE COMING HOME)**
GEORGE STRAIT (MCA-51228)
- 20 **SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)**
GENE WATSON (MCA-52009)
- 21 **IN LIKE WITH EACH OTHER**
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-02698)
- 22 **MOUNTAIN OF LOVE**
CHARLEY PRIDE (RCA PB-13024)
- 23 **IT'LL BE HER**
TOMPALL & THE GLASERS (Elektra E-47405)
- 24 **IT'S A LONG WAY TO DAYTONA**
MEL TILLIS (Elektra E-47412)
- 25 **PAIN IN MY PAST**
THE ROVERS (Cleveland Int'l. 14-02601)
- 26 **JUST TO SATISFY YOU***
WAYLON & WILLIE (RCA PB-13073)
- 27 **BOBBIE SUE**
OAK RIDGE BOYS (MCA-52006)
- 28 **TEARS OF THE LONELY***
MICKEY GILLEY (Epic 14-02774)
- 29 **BE THERE FOR ME BABY**
JOHNNY LEE (Full Moon/Asylum E-47301)
- 30 **TAKE ME TO THE COUNTRY***
MEL McDANIEL (Capitol P-B-5095)

BLACK CONTEMPORARY

- 1 **MAMA USED TO SAY**
JUNIOR (Mercury/PolyGram 76132)
- 2 **WORK THAT SUCKER TO DEATH**
XAVIER (Liberty P-A-1445)
- 3 **NIGHTS OVER EGYPT**
THE JONES GIRLS (Phila. Int'l./CBS ZS5-02713)
- 4 **IN THE RAW**
WHISPERS (Solar/Elektra S-47961)
- 5 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON (Warner Bros. WBS 50005)
- 6 **MY GUY**
SISTER SLEDGE (Cotillion/Atlantic 47500)
- 7 **MIRROR MIRROR**
DIANA ROSS (RCA PB-13021)
- 8 **HONEY, HONEY**
MANHATTANS (Columbia 18-02666)
- 9 **GET DOWN ON IT/STEPPEN' OUT**
KOOL & THE GANG (De-Lite/PolyGram DE 818)
- 10 **THE GIGOLO**
O'BRYAN (Capitol P-A-50671)
- 11 **LET'S WORK**
PRINCE (Warner Bros. WBS 50002)
- 12 **SHINE ON**
GEORGE DUKE (Epic 14-02701)
- 13 **CIRCLES**
ATLANTIC STARR (A&M 2392)
- 14 **APRIL LOVE**
L.T.D. (A&M 2395)
- 15 **MUST BE THE MUSICE**
SECRET WEAPON (Prelude PRL 8036-AS)
- 16 **IF IT AIN'T ONE THING ... IT'S ANOTHER***
RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)
- 17 **WELCOME INTO MY HEART**
ISLEY BROTHERS (T-Neck/CBS ZS5-02705)
- 18 **A FRIEND OF MINE**
GLADYS KNIGHT & THE PIPS (Columbia 18-02706)
- 19 **LOVE SEASONS**
ZOOM (Polydor/PolyGram PD 2197)
- 20 **WHY YOU WANNA TRY ME**
COMMODORES (Motown 1604 MF)
- 21 **MAKING LOVE**
ROBERTA FLACK (Atlantic 4005)
- 22 **I'LL TRY SOMETHING NEW***
A TASTE OF HONEY (Capitol P-B-5099)
- 23 **HOT ON A THING (CALLED LOVE)**
THE CHI-LITES featuring EUGENE RECORD (20th Century/RCA TC-2600)
- 24 **GENIUS OF LOVE**
TOM TOM CLUB (Sire SRE 49882)
- 25 **THE ONLY ONE**
CHARLES EARLAND (Columbia 18-0271)
- 26 **FREAKY BEHAVIOR***
BAR-KAYS (Mercury/PolyGram 76143)
- 27 **TONIGHT I'M GONNA LOVE YOU ALL OVER**
FOUR TOPS (Casablanca/PolyGram NB2345)
- 28 **THAT GIRL**
STEVIE WONDER (Tamla/Motown 1602 TF)
- 29 **A NIGHT TO REMEMBER***
SHALAMAR (Solar/Elektra S-48005)
- 30 **THE OTHER WOMAN***
RAY PARKER, JR. (Arista AS 09)

OPERATORS PICKS

Irene Camen (Black Hills Novelty, Pierce)
JUST TO SATISFY YOU — Waylon & Willie — RCA
 Vic McCarthy (Catskill Amusements Inc., Hurleyville)
MEDLEY: MEMORIES OF DAYS GONE BY — Fred Parrls & The Five Satins — Elektra E-47411)
 Gary Snortum (Cigarette Service Inc., Appleton)
FIND ANOTHER FOOL — Quarterflash — Geffen

RECORDS TO WATCH

TRY JAH LOVE — Third Word — Columbia
 YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS) —
 The Statler Bros. — Mercury
 I'M GOIN' HURTIN' — Joe Stampley — Epic
 DON'T YOU WANT ME — The Human League — A&M/Virgin
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Mawdsley Finds Happiness In Coin Business

(continued from page 36)

— usually over a dozen new 45s every few weeks. The recent price hike of singles is discouraging, and makes it more difficult for us to fill specific requests. Actually, this is the first year our company has been hurt by the decline of the economy."

Another problem Russell-Hall has had to cope with is the periodic rip-offs of its machines. To counter thieves who break into the coin boxes of video games and pinball units, the company has more or less overhauled security measures, "beefing up" its anti-crook crusade by putting metal bars "on everything," and devising "false bottoms" on some pinball games to discourage robberies.

Hanson's A Big Winner In Game Plan Promotion

CHICAGO — Game Plan, Inc. of Addison, Ill. recently offered a unique three-way program to factory distributors whereby with each game sold the distributor was awarded credits towards premiums, a trip to Rome and operator credits. This promotion was utilized by Ray Hibarger, president of Hanson Distributing Co., Inc. (Bloomington, Minn.) as a form of "incentive bonus" for all company employees.

The program worked very well, according to Hibarger, as Hanson sold more than 200 Game Plan games to increase company sales 20% over last year. Coin machine operators who purchased Game Plan games during the period of the promotion had the opportunity to redeem their credits to obtain their choice of 80 different gifts, depending on how many units they purchased.

Hanson reported that even though the premium program has ended, sales of Game Plan's current "Kaos" continue to be strong.

Even with all the adversity stemming from johnny-come-lately operators hoping to cash in on the vid craze, the rising cost of service calls, the pilferage of machines and the large demand sometimes exceeding the supply of popular electronic arcade games, Mawdsley is optimistic that companies specializing in the coin-op field will maintain healthy profits if the industry unites and ceases bickering within the ranks.

"All of us in this business are dependent on each other," he said. "We need to remember

that the manufacturers and distributors need the operators as much as we need them. I'd like to see a stop to the petty in-fighting that goes on. Everyone who owns or operates a coin-machine business should band together and support organizations like the AMOA to overcome some of the public-relations difficulties we've had in promoting games as a good, clean form of entertainment. These kind of groups can really help our image as well as bring about a realization of our common goals."



STERN DISTRIBUTORS MEETING — Stern Electronics recently hosted a meeting for its factory distributors at Chicago's Hyatt Regency O'Hare. Stern's "Iron Maiden" and "Orbitor I" pinball games, "Amidar" video game and Seeburg VMC model phonograph were among the new products presented to the distributors. Pictured in the top row are (l-r): company president Gary Stern welcoming the more than 50 participants from the U.S. and Canada; Jerry Gordon, Betson Enterprises, Moonachei, N.J.;

Frank Ash, Active Amusement, Philadelphia, Penn.; Stephen Kauffman, president of Stern's amusement machines division; Tom Campbell, Stern marketing director; and Ed Pellegrini and John Lee, Empire Distributing, Chicago. Shown in the bottom row are (l-r): Al Simon, Al Simon Distributing Co., New York City; Stern Kauffman; Nick Corsaro, State Sales Co., Baltimore, Md.; Larry Siegel, president of Stern's Seeburg division; and Jean Coutu Laniel Automatic, Montreal, Canada.

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