NEIL DIAMOND
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EDITORIAL

Why Change Now?

One sure sign of country music’s popularity is the fledgling trend towards tighter playlists at country radio. As the music and the stations grow in popularity, the temptation to just “play the hits” for the new fans to attract higher numbers may sometimes seem too attractive to resist.

A *Cash Box* survey of reporting stations and Nashville executives last week confirmed the growing trend towards tighter lists, especially in the major markets. What this means for country radio in particular, and country music in general, needs to be examined.

While there is certainly nothing wrong with country music’s current popularity, it is disturbing to think of the implications of country radio tightening its lists to attract the mass audience. Country radio has always been valued for its diversity and the constant flow of new music — it offered a freshness and variety that has gradually disappeared from many other suddenly popular styles.

If the temptation to attract numbers by only “playing the hits” by nationally known artists takes over, country radio may soon find itself in the same position Top 40 was in when it became Top 15. The appeal of country music — much like the appeal of Top 40 some 20 years ago — has been the quality and diversity spawned by a constant influx of product.

Country radio has come this far without tightening its playlists — why start to imitate those who inevitably failed in the past?

NEWS HIGHLIGHTS

- EIA/CEG forms “Right To Tape” committee in wake of new videotaping suit (page 5).
- Country music boom causes tightening of playlists as major market radio competition intensifies (page 5).
- New PolyGram president Guenter Hensler identifies “credibility” as top priority (page 5).
- “Live” by The Jacksons and “I Am Love” by Peabo Bryson (new and developing artist) are the top *Cash Box* Album Picks (page 16).
- “You Could Have Been With Me” by Sheena Easton and “My Kinda Lover” by Billy Squier (new and developing artist) are the top *Cash Box* Singles Picks (page 17).
BE WITH HER — EMI America recording artist Sheena Easton, who recently released her second LP, “You Could Have Been With Me,” was just in Los Angeles for TV and radio interviews. She was also awarded gold albums for her self-titled debut album at a special reception. Pictured at the (L-R) Dick Williams, vice president, promotion, EMI America/Liberty, Walter Lee, national sales director, Capitol, Mark Levinson, vice president, business affairs, EMI America/Liberty, Easton, Deke Arlon, manager; Don Griesen, vice president; A&R, EMI America/Liberty, and Joe Petrone, vice president, marketing, EMI America/Liberty.

Rebuilding PolyGram Image Is Top Priority For Hensler by Richard Imamura

LOS ANGELES — Since its phenomenal one billion dollars-plus sales worldwide in 1978, the PolyGram organization has experienced mixed fortunes in the American market. Following what still stands as the single biggest sales year in history for any record company, reorganization after reorganization has accompanied plummeting sales and increasing losses, with the PolyGram organization in a survival mode for the outside and less-than-enthusiastic morale on the inside.

The continuing transformation of PolyGram from the sprawling giant of the late-'70s to a more streamlined operation for the '80s took its latest turn at the end of October. A former president/son of the operating officer David Braun and executive vice president/general manager Bob Sheerwood left the company — Braun to return to private law practice and a consultancy post with the label and Sheerwood to take a position with Columbia (Cash Box, Nov. 7).

Hensler Steps In

Into the void steps Guenter Hensler, executive vice president of operations under Braun. A longtime PolyGram executive with experience in the company's branches both in Europe and the U.S., Hensler is perhaps the best known here for his role in successfully organizing PolyGram Classics after the London label was acquired to complement the Deutsche Grammaphon and Philips labels in 1979. Now, as president/chief operating officer of the entire PolyGram Records organization here, Hensler is once again faced with reorganizing the operation he will run.

"I am totally committed to this job," he says. "This is a great challenge for me. However, I think it may actually look more difficult and demanding from the outside than I perceive it."

Albert Exits Cash Box; Will Pursue Art Career

LOS ANGELES — Mel Albert, Cash Box executive vice president and general manager, has left the company to pursue a full-time career in art.

Albert, who joined Cash Box in 1974, has been involved in the music business for most of his life, as an artist, recording engineer and record store operator. During his tenure at Cash Box, he introduced many new features into the publication and was responsible for expanding its radio and retail coverage.

In addition to his duties at Cash Box, Albert also maintains a stable of his own and is increasingly involved in sculpting. His works have been exhibited in numerous shows on the west coast.

CASH BOX NEWS

‘Right To Tape’ Group Bows In Response To Universal Suit

by Michael Glynn

LOS ANGELES — The Electronics Industries Assn.'s Consumer Electronics Group (EIA/CEG), the international trade organization representing consumer electronic manufacturers, formed a Citizens Right To Tape Coalition in Washington, D.C. Nov. 11. The group, formed in response to Universal City Studios' suit filed in Central District Court here Nov. 6 naming virtually every present manufacturer, video recorders, video cassette recorders, manufacturers and their American subsidiaries and ad agencies for contributing to copyright infringement.

According to Jack Wayman, EIA/CEG senior vice president, the purpose of the committee will be to "push legislation in Congress" that would provide a home use exemption from copyright infringement for the private, noncommercial taping of copyrighted works on video recorders. Essentially, the committee amounts to a lobby made up of VCR manufacturers, distributors, retailers, ad agencies and the various tape services companies, from tape stock suppliers to cassette shell manufacturers.

According to Wayman, EIA/CEG filed its own suit against Universal City Studios on Nov. 7 calling each of the defendants "by their purchase, possession, use, sale or use of materials that are copyrighted or that are copies of copyrighted materials." Wayman said that this suit was for damages only.

Fans Dissatisfied Over Handling Of Stones Tickets

by Fred Goodman

NEW YORK — Although the group is performing in some of the country's largest venues, ticket demand for Rolling Stones concerts is far exceeding availability. Regardless of distribution schemes, the band's cross-country tour is leaving a large number of disgruntled would-be buyers in its wake.

Typical of the situation faced by Stones fans was the recent sale of tickets for two upcoming dates at Syracuse, N.Y.'s new Carrier Dome. Despite the fact that the announcement of ticket sale was limited to tickets for two upcoming dates at Syracuse, radio stations in an attempt to encourage the public to support the office build-up of buyers outside the venue, all 86,000 tickets sold out in under 36 hours. Even though the announcement was strictly local, tickets for the concerts were available at all Ticketron outlets.

"I think they set a sales record for indoor arena shows," according to a representative of the organization representing consumer electronics manufacturers (EIA/CEG), the international trade organization representing consumer electronic manufacturers, formed a Citizens Right To Tape Coalition in Washington, D.C. Nov. 11. The group, formed in response to Universal City Studios' suit filed in Central District Court here Nov. 6 naming virtually every present manufacturer, video recorders, video cassette recorders, manufacturers and their American subsidiaries and ad agencies for contributing to copyright infringement.

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NEW YORK — Do universities with large communications departments help train tomorrow's air personalities? A Cash Box survey of schools and secondary and major market stations found that most schools de-emphasize on-air skills in favor of management and technical training. In fact, while some stations do not even consider education a major factor in air personality hiring decisions, many station representatives said college radio could be a good training ground for future DJs.

Most stations surveyed did not place much emphasis on training air talent. "It's not something we think someone with a four-year college degree should be doing," said Dr. Sam Swan, chairman of the radio and television department of Southern Illinois University (SIU). "We don't have any practical training courses." added David Berkman, chairman of the telecommunications department of Syracuse University's Newhouse school of communications. "We're not particularly interested in performance-oriented work."

The survey was sent to every possible station in this country. "We're more interested in television than radio," said SIU's Swan. "Our students seem to be more interested in television careers." What has happened over the last two years is that radio courses have disappeared," added Berkman.

Nearly all schools surveyed placed the most emphasis on developing management skills. The Annenberg School of Communications at the University of Southern California (USC) is completely dedicated to that area, according to Peter Clark, the school's dean. "We teach only at the masters and doctoral level," he said. "We want to develop media professionals." USC does have a cinema and video program in its school of performing arts, but no broadcast joint committee suppliers.

Of 30 courses offered at SIU, approximately half dealt with management problems, and at Syracuse, a management slant was also found. "We have courses on what the business of radio is all about," said Berkman. "We attempt to train students not so much for where they'll be when they get out, but for where they'll be five years from now.

NEW YORK — Ray Anderson has been appointed vice president, Columbia Label promotion. Anderson will report to Bob Sherwood, vice president, marketing, Columbia Records.

Anderson will be responsible for overseeing and providing direction for all promotional activities on the Columbia label. He will maintain contact with radio reports, trade magazines and radio tips sheets. Reporting directly to Anderson will be Ed Hydes, vice president, national promotion and Vernon Slaughter, vice president, black music and jazz promotion.

Before joining Columbia, Anderson was vice president and general manager of the Pasha Music Organization and Pasha Records. In 1977 he was named division manager and joint promotion vice president of the RCA Records and worked closely with such artists as John Denver, Waylon Jennings, Jef- ferson Starship, David Bowie and Hall and Oates. From 1974 to 1976 he served as vice president, promotion at United Artist Records, where he played a key role in the early successes of the Electric Light Orchestra, Kenny Rogers, Paul Anka, Ike & Tina Turner and Crystal Gayle. From 1969 to 1973 Anderson held various positions at RCA Records.

Anderson's involvement with his record company experience, Anderson has also operated his own management/production company where he achieved successes with a num- ber of artists, notably Maxine Nightingale, whose recording of "Lead Me On" was RCA's most successful single of 1979. An- derson established an independent promotion service firm in 1976 and served as an exclusive consultant to Warner Bros. Records.

THE KICK is BACK — Capitol recording group The Knack recently backed the release of "Weirdos From Ware." Pictured in the front row are (l-r): Mark Volman and Howard Kaylan (Flo & Eddie, who assisted on vocals at the concert), and Bernt Averre of the group. Pictured in the back row are (l-r): Tim Yost, keyboards, and Doug Fieger, Bruce Gary and Prescott Niles of the group.

CASH BOX

That embattled, wild-haired, hotlegs lover Rod Stewart has built a reputation on his ability to articulate music's most trendy and appealing star images. While the entertainment press mill has kept its nose in Stewart's stories with stories of his larger-than-life-and-love-exploits, his music has consistently galvanized the record buying public.

Since the Highgate, London-native hit paydirt with the 1971 LP, "Every Picture Tells A Story," which contained the hit single "Maggie May," his ability to articulate the modern love relationship with in- immolate flash has created a legacy.

Johnson started prior to the '70s, however, as Stewart began his rise in the music world with Long John Baldry's Hoochie Koochie Men. As a member of the Jeff Beck band, the R&B/blues influenced rock singer gained international acclaim on the "Truth" and "Beck-Ola" LPS. The cadre of talented rockers split up when Stewart and bassist Ron Wood decided to vacate the temperamental guitarist's band and form The Faces.

THE five-piece rowdy band of rock misfits became a top-ranking live act in England while Stewart worked on developing a solo career. No doubt, he was also responsible for yielding "Every Picture Tells A Story" and "Never A Dull Moment" while on that label. His ability to crossover from pop radio to B/C playlists was clearly established with release of "Da Ya Think I'm Sexy" and his single "Tonight's The Night" also earned the pop critic's kudos.

Earlier this year, Stewart repeated his crossover success with the single "Pass- iion," from the album "Feelshower." His followup, "Tonight I'm Yours," is a manue of music influences from story- love laments (including a cover of the Ace hit "How Long") to slick pop rousers like Young Turks, proving that the whiskey- throned singer has range and longevity.

The raspy-tone of Stewart's vocals will be heard on a major tour of the U.S. and Canada. Always a riveting live act, Stewart and band will be on the road from late November through February of next year. Sony Tape, in recognition of Stewart's way with audiences, is sponsoring this passionate pop purveyor's tour. Wherever Stewart goes, the music is hot and sexy.

NEW YORK — A special edition of the Dick Clark National Music Survey, featuring the top 30 hits of 1981 based on the Cash Box charts, will air the weekend of Jan. 2-3 on 535 stations via the Mutual Broadcasting System. The show will also include interviews with many of the year's top recording artists.

If you know, during the last week of the year, Cash Box freezes its charts and chooses the top 30 artists to be broadcast that weekend," says Glenn Morgan, program director of the show. "We'll also be interviewing superstars, but I don't know if they've been chosen yet. According to Frank Furino, who assists Clark in compiling the show, none have been chosen yet. "I'm writing for them to give me the charts," he says. You can probably assume that Kim Carnes will be interviewed, as will Rick Springfield, if we can get a hold of him."

NEW YORK — The RCA Records and Columbia Records have announced their plans for 1982, which are expected to include the release of several major albums. Among the artists that are expected to release new material in 1982 are: distilled rockers, New Order, Dire Straits, and The Police. Also expected to release new material are: pop/soul star, Whitney Houston, and hip hop/rap artists, Public Enemy and N.W.A. In addition, RCA Records has announced that they will release a new album by Lionel Richie, who has been a consistent chart-topper in recent years. The album is expected to feature a mix of soulful ballads and up-tempo dance tracks.

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THE NEW KISS ALBUM.

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THE ELDER

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Quartermaster

In the summer of 1980, the record business in the Pacific Northwest experienced a rather rare phenomenon. A regional single, "My Heart's in the Northwest," was released by the name of Seafood Mama suddenly rocketed to the top of several local radio station playlists, spurred on by a one-hour TV/radio simulcast. Promotion reaps for the industry Galliaths were amazed and con- founded, spreading word of the group to their offices in Los Angeles and New York. Soon, nearly every major record label had Seafood Mama demo tape and a copy of the single, "Harden My Heart," including Warner Bros., which passed it along to Gelfen Records.

A little more than one year later, "Harden My Heart" resurfaced for an encore performance, only this time on a national level. A lot had changed, though, in that year. Seafood Mama had signed to Gelfen, that company's first new act, and CBS Records president John Boylan agreed to produce the album. The band moved to Los Angeles and even performed at a legendary concert hall called the Whisky a Go Go. The album, "Fishes Mama," was released in November by Gelfen Records. Warner Bros., which passed it along to Gelfen.

"Fishes Mama" became more than just a hit single, it also marked the first release for the label and the start of a new career for the band. The album included the hit single "My Heart's in the Northwest," and the band continued to tour, gaining attention from music fans across the country.

Bow Wow Wow

In its two years of existence, RCA recording group Bow Wow Wow always tried to sport an iconoclastic image. The group's sound, coming from the original Adam & The Ants when it tried to play a different scene. "Originally Adam used to write all the lyrics and music, but when we got into our own sort of music, we found he just couldn't cope with it," says singer guitarist Marv. "So we threw Adam out because he was also becoming a bit of a boring old stale sort of pantomime performer, and we wanted somebody more realistic to go with the music we were playing."

That music was introduced to Bar- barossa, bassist Leroy Corman and guitarist Matthew Ashman by Malcolm McLaren, former manager of the Sex Pistols and now Bow Wow Wow's manager. "He just sort of wandered into our rehearsals with Adam & The Ants," says Bar- barossa. "He introduced us to a lot of new music in the mid 70's, from India, Asia Australia and New Zealand. We soaked that up for a few months, and we developed our style from there."

The band needed a new lead singer which it reportedly found within the next twelvemonths. However, Marv was welcomed a bit cautiously by the group with our new sound so we scoured Lon- don, really," says Barbarossa. "One day, we found her in a laundromat, where she was smoking a cigarette. I was a bit surprised at first, because it seemed quite good so we got her in."

That was Annabell Wynn, the Burma-born singer who had become the trademark of the group. Soon thereafter, the band recorded its first album, "O-C0-C6-O-C6," which ap- peared in cassette form and contained many lyrics advocating home taping of record albums. "In England, there's not a lot of money anymore, and it seems a bit unjust if you've got LPs by those big flashy superstars that cost five or six pounds ($14- 15)," says Barbarossa. "We felt cassette was a lot cheaper as a way to listen to the music instead of going out and buying a big hi-fi system. It's a more modern idea."

The group's attitude, predictably, got it into trouble with the British recording in- dustry. "The British Phonographic Industry (BPI) banned it because it felt we were go- ing to take their business away," Bar- barbarossa explains. "They just pulled it off the charts, and the record company stop- ped making it." That company was EMI- USA.

Nevertheless, Bow Wow Wow stayed with that label until eight months ago, when it switched to RCA. "We found EMI just a bit exceptionally British," says Barbarossa. "You know, they were unadventurous and a bit too cautious."

That is one reason added that Bow Wow Wow likes RCA better because of their attitude. They have more guts than EMI and seem to have more confidence in us and the music more." About the group's home taping philosophy, Barbarossa says, "They (RCA) don't have such a problem."

The band recently returned from a 12- date national tour of the U.S. "We played the Ritz in New York, the Roxy in L.A. and played a number of smaller provincial shows as well," says Barbarossa. "It was all really good." The group's first tour of West Germany, France, Belgium and Holland began last week.

The Bestway Group: Family Business Confronts The '80s

By Fred Goodman

NEW YORK — The last few years have brought a rude awakening to many seg- ments of the record industry. The old economy and the seeming omnipotence of major corporations have dolefully knelt at the altar of a harsh new one.

But at the Mountainside, N.J. headquarters of the Bestway Group, company president Howard Massler is busy planning a future that recognizes the realities of doing business in the 80s, while remaining true to the groundbreaking spirit that has characterized Bestway since it was founded over 30 years ago by his father, Al Massler.

As he puts it, Bestway focuses much of its energy on its manufacturing operation and a reputation for production innova- tions. Aside from custom record pressing and injection molding operations, the Bestway Group is also composed of Won- derland Children's Records and Servo, a subsidiary of Peter Pan Records, which is being redone as a new music label. The record company handles independent and small labels, including 2000AD, and is interested in new music labels.

Massler feels that with the proper- guidance, small companies can realize a significant gain in a tight market where aggressive leadership, small con- glomerates are in an excellent position to expand during this time. "A small company can achieve more," says Massler. "More so even during good times, and I think there are three main reasons for that."

Expansion Prospects Good

"First of all, we're in a position to make certain acquisitions that a year or two ago we would not have been able to do on our own.

"Second, we're in a position to compete more. We're not going to be the company that comes out of nowhere. We're a small company, we have an ability to make adjustments and react to market pressures a lot more quickly because we don't require a pyramid of approval."

Close Knit Company

Massler also cites the closeness of the family and the loyalty of the employees to the company as the key to its mobility. The Bestway Group is a family company. "People know if they're dealing with somebody who is a member of the family or somebody they know, they're dealing with one person has the authority to make a decision on the spot rather than having to report back to a board of directors," he says. "And he also has equity participation for our key people, who are given a piece of the action in stock.

"However, the company's management seems nice and tidy to officials of larger corpora- tions, it is not without its own rules and procedures.

"A lack of nepotism is essential," declares Massler. "There has to be an object- iective concern for the financial future of the company: we have a board of directors that are actively involved in the business, for the members have the ability, the desire and the proven track record to take the company where it needs to go."

Massler's own track record is unique. Virtually raised in the record business, he also holds law degrees from both New York University and Rutgers University and is a member of the Washington D.C., New Jer- sey, and New York bar associations.

"My legal background has been a tremendous asset," says Massler, "both in corporate organization and in dealing with outsiders. I don't have to go running to an outside law firm for the type of back-up assistance we need. More and more today, that gives us a sense of confidence in going forward in many situations. Subsequently, we're willing to take on many new deals and structures.

"However, he firmly believes that being a lawyer isn't enough when it comes to run- ning a record company, 'I can't run this company as just a lawyer," Massler ex- plains. "I would've fallen down. I run it primarily as a record person with the lawyer sitting next to it. I think Morris Levy put it best: one of the reasons the industry has so many problems is because there are so many accountants, MBAs and lawyers running it and not enough record people.' "

(Continued on page 12)

Peter Pan Launches New Pop-Rock Line

NEW YORK — Peter Pan Industries, Inc. has launched Peter Pan Records Artist Series, the company's first venture into contemporary pop/rock distribution in its 23-year history. Donald Kahn has been ap- pointed president of the new label and Vincent A. Fusco, marketing director. Sonny Kirshen has been appointed product manager for the label, and will be in charge of marketing and promotions.

A new album for the label is "Lose It Tonight" and single "Two Triple Cheese" by the Commander Cody Band. Additional product is scheduled for release later this month. A full tour has been scheduled to support the Commander Cody album. A video of "Two Triple Cheese" will be available to retail and broadcast outlets. It was the first rock video to win a local Emmy Award in San Fran- cisco.

Kassen, the company's new president of the Artist Series, has been senior vice president of Peter Pan for the past 11 years, and will continue to hold that position. Fusco, a 15-year music industry veteran, was most recently international and publishing director of Bearsville Records. Distributors for the label will be announ- ced soon.

The label's address is 154 Komorn St, New York, N.Y. 71015. Phone number is (212) 344-4214.
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TOM PETTY

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DEl SHANNON
Almo Irving Taps Conrad To Head Nashville Office

by Jennifer Bohler

NASHVILLE—Engineered Conrad, formerly general manager of Pi-Gem and Chess Music here, has been named to a similar position in the new Almo Irving Music Nashville office, which will open Jan. 1, 1982. The move is indicative of the A&M publishing affiliates' efforts to further en-
rench itself in the country music field.

Conrad's appointment, announced last week by Almo Irving Music president Lance Freed, follows on the heels of the announcement of the acquisition of Pi-Gem/CChess by the Wek Music Group (Cash Box, Sept. 5). Conrad, who was with Pi-Gem for 10 years, handled in-house publishing for Tom Collins and was involved with the careers and production of such artists as Ronnie Milsap, Charley Pride, Barbara Mandrell, Con Hunley, Sylvia and Steve Wariner.

"This move is long overdue for Almo Irving," said Freed. "Nashville has been and remains one of the premier writer/publisher/artist-oriented music centers in the world, and in that context, our in-
direct involvement in Nashville has always led to significant successes for us." Freed added that "we have to be in Nashville in naming Conrad to head the office, saying that his experience will be an invaluable asset for the publishing company.

The Nashville management office will be to expand the Almo Irving catalog and to develop new writers. To date, the publisher also has an Atlanta branch, with Nashville has been through its co-
publishing of Down In Dixie Music with writer Troy Seals. The Grievous Brothers, previously purchased half of the Danor Music catalog, which has yielded at least one #1 country

Clemens, Jackson, Sabin

Clements, Jackson, Sabin

Wolter Appointed Columbia House Executive VP

NEW YORK — Richard C. Wolter has been appointed executive vice president, Columbia House Division, CBS Records Group. Wolter will report directly to Neil Young, senior vice president, direct marketing, CBS Marketing Group, and will be responsible for all marketing and operational activities of the Columbia House Division, which includes the Columbia

Record Club.

Wolter has been with Columbia House since 1975. He

Wolter Appointed

Columbia House

Executive VP

Nashville

5415 9th Ave. North

EYES ON THE MOVE

...continued on page 24...

Kiernan, Edson, Cataldo Named To
Executive Positions At PolyGram

LOS ANGELES — Completing the manage-
ment team that will function under newly appointed PolyGram president/chief operating officer Guenter Hensler, Jack Kiernan was promoted to the post of senior vice president, marketing and sales; Bob Edson was promoted vice president, pro-
motion; and Bill Cataldo was named as national promotion director.

In addition, senior vice president, sales, for PolyGram Distribution, will have the responsibility of overseeing all of the marketing, promotion and sales activities of the company. He will report directly to

Hensler. Other senior executives on the management team reporting directly to

Hensler include business affairs vice presi-
dent Eileen Garrish, A&R vice president Chip Taylor, operations vice president Butt Franzblau, finance vice president Jack

Carlson, West Coast general manager Russ Regan, special projects vice presi-
dent Artie Fisher, director of national

Dan Young and PolyGram Classics presi-
dent Gianfranco Rebulla.

Edson, formerly senior vice presi-
dent/general manager for RSO, will report to Kiernan. Also reporting to Kiernan in the president's office will be senior vice president, marketing, Harry Look; black music divi-
sion vice president Bill Haywood; rock divi-
sion vice president Jerry Jaffe, and sales vice president Sheila Rudin. Cataldo will report to Edson.

Wolter Appointed

Columbia House

Executive VP

Wolter Appointed Columbia House Executive VP

Wolter Appointed Columbia House Executive VP

...continued on page 24...

Edson

Kiernan

Cataldo

Big 3 Pacts Strouse

NEW YORK — Big 3 Music Corporation, the
print division of United Artists Music, has
entered into an agreement with film composer Charles Strouse for exclusive print rights to his music. The long-
term deal gives Big 3 the print and sheet music rights to Strouse's existing copyrights as well as all future Strouse copyrights.

In the new pact are rights to both Strouse's "Annie" show and film music properties, including the four new songs penned by Strouse for the upcoming film. In conjunction with the release of "Annie" as a movie, Big 3 plans an expanded print program and major marketing support program for Big 3's "Annie" music publications. The film is due to open early next year.

CBS Posts Dividends

NEW YORK — The CBS Board has declared a cash dividend of 70 cents per share on CBS common stock, payable Dec. 12 to all shareholders of record Nov. 25. The board also declared a cash dividend of 3% to shareholders of CBS preferred stock, payable Dec. 31 to shareholders of record Nov. 25.

For The Record

Due to a typographical error in an article in the Nov. 14 issue of Cash Box entitled "Opi
Tightens Belts As RCA Hikes 4s Wholesale Prices," California Music vice president Ron-
ie Rosin was incorrectly identified as vice president of City One Stop. Cash Box regrets any inconvenience the error may have caused.
The crème de la scream from Ted Nugent including "Cat Scratch Fever," "Dog Eat Dog," "Wango Tango" and more motor-city madness.

Ted Nugent's "Great Gonzos." His favorite masterpieces, on Epic Records and Tapes.
Stones Tour: Equitable Ticket Distribution A Major Problem

(continued on page 5)

came to the Dome box office while tickets were still available was serviced. But I don’t see why it should have to be parochial. I go to Canada to see shows, and I see no reason why it shouldn’t serve the other way around, too.

So there was no attempt at limiting the regions in which tickets were available.

Jules Belkin of the Cleveland-based Gilday Jules Belkin Productions, promoters for the Rolling Stones shows in Syracuse, Buf-

(12x851)

calo, and Cleveland, added that he felt the sales outside of each region were limited.

“The dates are only really announced in the particular region,” Belkin said. “They’re not really going to the next show, but they can be.”

“Somebody in Cleveland, for example, wouldn’t know about the Syracuse date going on sales unless he was listening to a radio station in Buffalo, which is highly improbable.”

Belkin noted further that complaints about upstate Ticketron outlets closing their doors before those in larger cities was unfounded. Although a spokesman for Ticketron said he would not discuss ticket sales operations, a spokesperson for Cash Box over the telephone, adding that the company was “doing nothing more than acting as agents for the Rolling Stones tickets.” Telephone calls from fans to Ticketron outlets in Manhattan could not uncover one outlet that stayed open later than 8:00 p.m.

However, sources familiar with Ticketron sales in upstate New York reported that some fans were the subject of an overnight outside the Utica, N.Y. outlet, ap-

(15x273)

parently without knowing that the Syracuse Dome box office was open until 1:00 a.m.

When the Ticketron reopened the next morning, buyers were surprised to learn that tickets were much more limited than they had when the outlet closed.

Due to overwhelming demand, com-

plaints have surfaced almost invariably at every northeast date. When the group performed in September at Buffalo’s Rich Stadi-

(15x417)

um, complaints centered around the fact that there was no limit on the number of tickets being sold.

In Hartford, Conn., the decision by Cross Country Concerts, promoters for last year’s Hartford Coliseum, to switch at the last minute from a mail-order system to Ticketron and box office ser-

(15x441)

vices, drew loud complaints from the local media.

When New York and New Jersey dates at Madison Square Garden and the Brendan Byrne Arena were handled ex-

(15x462)

clusively through mail-order, the resulting ire came from the Post Office, which com-

(15x507)

plained that it had not been told what to ex-

(15x516)

pect.

When questioned about any ticket dis-

tribution arrangements the Rolling Stones may have required in their three concerts with his production company, Belkin said that the only riders concerning tickets specified a limit of eight per person, in Syracuse, and that all floor tickets had to be sold to the public.

PolyGram Appointments

(continued on page 10)

(14x516)

The new appointments, he said, “Our team is now in place, and considering the excitement one can feel here already, there’s no question that PolyGram is moving in the right direction.”

COMINGS AND GOINGS — Coast to Coast has signed Duke Jordan. The Rochester-based rock outfit previously recorded two LPs for Mercury. Coast to Coast also has a new deal which involves Distribution of the single “At the Juke” by Fantom coming out shortly. Meat Loaf is reportedly looking for material writers other than Jim Steinman for his next LP. Word has it Steinman is so heavily booked with writing projects that he’s only going to have time for Meat. Paul McCartney’s upcoming album will be titled “Tug of War.”

(SI) Ili Il EST UN ROCK STAR — In the midst of the Rolling Stones tour hubbub, A&M Records hosted a relaxed little Wednesday afternoon press getting together with Bill Wills, who of course is signed to the label. A&M has made a good bit of time for chat, Wills told us he’ll start working on a new album when the Stones tour is over. He plans an album with much more to the LP himself, as he did on his recent single (SI) Il Suis Un Rock Star.” He’s also got a song called “Limbo” which the band will be presenting. Also seen at the party were member of IRS’s Human Switchboard, Paul A. “Who’s Landing In My Hangar?” has just been released. By the way, A&M’s Neville Brothers will open Stone’s three Chicago dates later this month.

HE CAN STILL HACKETT — Also feted this week was former Genesis guitarist Steve Hackett whose post-Savoy appear-

(14x140)

nothing that happens, ” another track from Savoy’s Pyramids to Coasts to Coast. “What we’re trying to do,” Steve said, “is to get away from being about ’80s rock, and into the future.”

CLIFF HANGER — While on a recent trip to New York, MCA recording artist Jimmy Cliff (I was there!) reported his “The Time, the East End Prods., a national college promotion company that works college markets.

Chappell U.K. execs including Charisma’s head honcho, Ken Glew, were seen in the gig. Also spotted were ubiquitous partygoers Sylvia Miles, Charles and Gregory Isaacs “More Gregory” through Mango. Charisma is also currently shop-

(14x516)

ping a new LP by Acid & Oil of Mice.

WHO BY LETTERS — Who fans will be pleased to know that several of their favorite’s recent releases are now in print on the market, two of which will come out through Pete Townsend’s own Bell Records imprint. First up is Townsend’s debut album, to be called “China Eyes.”

WHAT DOESYAH HAVE TO DO TO GET SOME SLEEP? — Meat Loaf is currently sporting a shtick as a result of a hotel brawl in which he took on six or so late night revellers who were partying loudly in the next room while he was trying to get some shuteye. It seems after repeated unsuccessful attempts by Meat Loaf to quiet the rowdy bunch, he felt he had no other recourse but to personally see to it that the noise cease.

Unfortunately, the management of the U.N. Plaza hotel wasn’t impressed. They gave everyone involved walking papers. Meat carried on regardless, however, playing a make-shift show at the time in question.

WE GOT THE TIME — Morris Day, singer and prime mover Behind Minneapolis The Time, whose self-titled Warner Bros. debut album placed the Top 40 on the Cash Box Top 100 Albums chart while it was listed at No. 1 on the R.I.A.A. Country/Western/C C chart, is now signed to Cash Box East Coast office to chat about the group’s quick-starting career. Interestingly, Day credited the lack of a 24-hour-a-day R&B radio station in Minneapolis as a major factor in creating the group’s heavy rock-influenced fusion sound today. Minneapolis, you see, is a primarily white town, but when I grew up in New York, we’d probably sound a lot more R&B.” But Day feels that despite having spawned The Time, Prince, Sue Ann and Rocky Robbins in recent years, the Minneapolis music market is still a very strong one to rock music. “It’s good in the Twin Cities, but because of the relatively small percentage of blacks in the area it’s very hard for an R&B group to survive.” While much has been made of the group’s connection with Prince — at least one reviewer went as far as to suggest he played guitar on the album, which Day flatly denies Day said that aside from hooking The Time up with its present management, Prince had no special relationship with the group. Nevertheless, they will tour with Prince and Roger in December, which should prove to be a funky package as for the first time, Day said that he had first conceived the idea for the look and sound of the band, then, along with guitarist Jesse Johnson, ap-

(14x372)

Byrdman, and manager of the group. Henry Draz, WEA president; Mike Jones, of the group, Ahmet Ertegun, Atlantic chairman; David Glee, Atlantic executive vice president/general manager; and Lou Gramm and Dennis Elliot of the band.

PLATINUM ‘4 FOREIGNER — Atlantic recording group Foreigner was surprised by the group to the New York Madison Square Garden following a concert in support of its current LP, “4.” When the group backstage, label executives presented the band with a RIAA platinum award. Pictured are members of the group: Bud Prager of E.S.P. Inc., and manager of the group. Henry Draz, WEA president; Mike Jones, of the group, Ahmet Ertegun, Atlantic chairman; David Glee, Atlantic executive vice president/general manager; and Lou Gramm and Dennis Elliot of the band.

ODDS ‘N SODS — Bertie Higgins, who at one time drummed for Tommy Roe’s backing group the Romans, is working on his debut LP for Kat Family at Pyramid Studios in Billboard, got a hit with "Get Your Ya-Ya’s Out," another track from the album, to be the next single, and Day said the material for the next The Time LP has already been written. “I’m just so fast, but it was a little bit of everything.” Day admitted. When the single entered the charts at No. 20, I didn’t get that excited because sometimes recordsieve off very quickly, but it’s just the nature of the game.

Dave Schuplcek

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Cash Box/November 21, 1981
"HARDEN MY HEART"

THE SINGLET (GEF 49824)
Produced by John Boylan.
Rebuilding PolyGram Image Is Top Priority For Hensler

(continued from page 5)

company. As a result, I don't feel my appointment is such a...social departure for what was being done because the team of people that actually handled the various sections of the departments had either been there for quite a while or had been appointed with my input.

The top priority facing Hensler today is the reorganization of the PolyGram corporation. Within the years since 1976, the label's almost continual reorganization stifled efforts to properly establish a long-range plan and to implement a distribution policies, with the result that a number of top selling acts, Donna Summer, the Village People, Peter Gabriel and others, left the organization. Rumors of mergers with the MCA or RCA branch distribution systems also dampened assessments of the company's commitment to the American market.

"Right Size"

However, Hensler is confident that the problems can be overcome. "As far as I'm concerned, those problems are out of the way," he says. "Of course, that's been said before, so I'll really take it doing and sticking to it to make it believable and to make it happen. But our company is leaner overall and more autonomous than it was before, and there are fewer people calling the shots. I think we're the right size for the business we do and the business we intend to do.

Much of PolyGram's problems of the past few years stemmed from the top heavy organizational structure that governed what was essentially a loose confederation of relatively autonomous label operations at Polydor, Phonogram/Mercury, and Casablanca — each with separate, but overlapping, staffs and over-eager A&R practices. Such a system often left the door open to uncontrolled spending. Hensler intends to continue a policy of bringing all of the labels under one roof.

As a result, Hensler's new management team, completed last week with the appointment of Jack Kiernan as senior vice president, marketing, and sales; Bob Edson as vice president, promotion; and Bill Cataldo as national promotion director (see separate story), has been designed around functions rather than labels. Only PolyGram Classics retains a separate operation, with president Giafranco Reballa reporting directly to Hensler.

Under Hensler's plan, the various PolyGram labels will all be served by the same support staffs, with executives like black music vice president Bill Haywood, rock vice president Jim Jenkins, and A&R vice president Chip Taylor and the rest of the management team crossing label lines.

"We will retain the label names," says Hensler, "mainly because of the international implications and the traditional identification values, but we're not going to have separate staffs for each one.

"However, I also saw very quickly that I could not do without somebody on my level handling all aspects of sales, marketing and promotion. I needed someone in there to coordinate the activities without getting into all kinds of situations, so I made the changes. Now I really believe I have both the people that I trust and the structure that I intend to work with.

Streamlined Operation

The streamlined PolyGram operation — with an artist roster now over 700 acts in late-1980 to something around 50 today — will be the solid foundation upon which we intend to do all of the company. "We now have some 50 artists on the roster, and we feel it's a well-balanced and well-staggered artist roster — not only in terms of music styles, but also in stages of their careers," he says. "This is the roster we intend to concentrate on. We intend to bring these people to the next stages of their careers and, of course, to the next plateau of sales. This will be our prime focus.

While Hensler will concentrate on the present roster, he hasn't closed his mind to a realistic expansion. "We will be very selective," he says, "but if major signings come along, we won't have our pocketbook closed. We have money — that's no problem — but we don't anticipate going beyond the company. "We have some 50 artists on the roster, and we feel it's a well-balanced and well-staggered artist roster — not only in terms of music styles, but also in stages of their careers," he says. "This is the roster we intend to concentrate on. We intend to bring these people to the next stages of their careers and, of course, to the next plateau of sales. This will be our prime focus.

Amer. Radio History - 12/78

QUEEN OF HEARTS — heart, which is currently being rearmed by Los Angeles with producer Jimmy Levine, recently made a surprise appearance at the Hollywood Palladium. Although there was no immediate goal. Our goal is to build what we have, then selectively add to it. However, we don't expect to ever reach 250 artists of the sort on the roster.

Among the areas to be bolstered in the coming months will be country, gospel and rhythm. "We intend to build our country division because we feel it's very important for us," he explains. "It's an area of stability, so it's an area needful to make it happen. The same goes for gospel, which is again very stable, and we are serious about jazz"...

Within the framework of PolyGram's plans to incorporate into the PolyGram policy will involve international acts. First, he says, the company will have to learn how to operate differently than in the past, with more of an emphasis on the U.K. as a reper-
tory source," he explains. "Also, we will have more soundtracks — a Grease it, for instance, will be forthcoming. I strongly believe that sometime within the next three to four years, there will be another really

(continued on page 38)

CUT OUTS — Hugh Padgham, who just did a brilliant job with The Police's "Ghost in The Machine," is producing the new album from New Zealand's Split Enz. Look for an LP by next March. Sire will release David Byrnes's tour record "Twyla Tharpe's modern ballet," "The Catherine Wheel" in the coming months. Anne Murray's new album, "You and Me as Loons," has an eccentric BYrenee feels cassette listeners prefer their music to be longer and uninterrupted, the cassette version of the work will be several minutes longer than the actual album. The country group, "Spears sisters" tape an album called "Izzy Pop," and now Sire has signed Essex-based, synth-pop band Depeche Mode. The band's debut LP, "Speak & Spell," will be released in January. British political funk ensemble Gang Of Four will have a new $5.95 mini LP, "Another Day, Another Dollar," released in January. Bananarama's new album, "Deep Blue Moon" and are currently working in the studio with producer Tommy LiPuma. Heavy metal priestess Wendy O. Williams has had the charges brought against her for obtening a obscenity judgment dropped. Vietnamese rock band the Rockers, from art-based Boston studio owned by The Cars, is the happening record house these days. First the Cars' "Shake It Up" LP was produced by Roy Thomas Baker there, then Rick Vito and John McVie of Fleetwood Mac's upcoming album and now David Foster is producing the Tubes' song to 20th Century Fox's new Modern Problems at Synco...Comedian Richard Pryor, who just did a benefit at Hollywood's Comedy Store for The John Wayne Cancer Clinic (C.C.C.I.), will have his upcoming shows (Dec. 9-10) at The Palladium filmed and taped for an upcoming movie and record. The LP should be out in early 1982...Watch for a plethora of budget greatest hits packages to be released between now and the first of the year. PolyGram has just put out best of packages for The Allman Brothers and Duane Allman and another that we know of is a $6.98 series from A&M. The release, which will be in early 1982, will feature product by Quincy Jones, Maze, Captain Beefheart, Mnoo Daredives, George Benson and Kim Carnes.

LIVE ACTS — It'll be interesting to see what goes down at Madame Wong's Nov. 25 Factor 4, a band led by ex-Know bassist Richard Dandrea and furthered by his current band's debut album, "I'm...I'm...I'm..." on the same bill with ex-Zipper leader Bob Willing and The Last. The show is of note because there were the bands that opened Madame Wong's and began the whole new music renaissance in L.A. three years ago. It's a perfect "Where are they now" kind of show as the band that famed Southern Cal folk rockers America have gotten the greatest respect for. PolyGram has released the 1981 tour in South California for gigs The Golden Bear in Huntington Beach (Nov. 13), U.C. Riverside (Nov. 14), The Roxy in L.A. (Nov. 16) and a secret Hollywood show Nov. 17...PUBLISHING NEWS — The California Copyright Conference will hold its November meeting at Sportsman's Lodge Nov. 24. The two-part meet will feature a legal update on the Appeals Court ruling on the Betamax case by attorney Alfred W. Schissler, as well as a panel discussion entitled "Whitman vs. NBC TV and the Betamax Case," with Whitman vs. NBC TV and the Betamax Case," with...Irene Davis, president of the A.I.M.P. will host the event...Royalty Rates How Much, When and Why...Creative services, Capitol; Lou...Campaign, Gramsci...The Assn. of Independent Music Publishers (A.I.M.P.) will host its November meeting at Glos Restaurant Nov. 18. The meeting will center around issues regarding...Frank Gets Shot Down — the just-shipped Frank Sinatra album "She Shot Me Down" takes its title from a reworked version of Sonny and Cher's 1966 composition "Bang Bang." The rest of the LP features what "O" Blue Eyes has termed "saloon songs," those numbers among about unrequited and lost love performed in such a way that they fit the Sinatra persona. Sinatra has called upon such standard composers as Harold Arlen, Stephen Sondheim, Ira Gershwin, Julie Styne, Alec Wilder, Leo Robin, Gordon Jenkins, Richard Rodgers, Don Costa (who produced the album) and Sonny Bono for the new waxing. One of the album's key surprises is an updated version of a song made famous by Bob Hope. "Thanks For The Memories." Several songs from "She Shot Me Down" will be in Sinatra's upcoming NBC TV Special, "Sinatra The Man And His Music" Nov. 22...PROFESSIONALS IN ACCIDENT — The Professionals, the Brit band headed up by former Sex Pistols Paul Cook and Steve Jones, have been forced to cancel the remainder of their tour after Jones broke his leg in two places and soundman Kevin Harvey broke both his legs. Steve Jones, who was not riding in the car, escaped injury. Cash Box wishes them all a swift recovery...

THE KEYSTONE CLUB — We like what the Keystone triangle of clubs in the San Francisco Bay Area has done to build a steady clientele. The Stone in San Francisco, The Keystone in Berkeley and the New ply loft Club in Oakland (which has just gone AOR) and BAM Magazine have designed a ConcertClub that provides members with benefits ranging from free and discount admissions to shows, some contests that have been exceeding popular, and at the same time allows members one designated free show a week. Some of the free shows scheduled for the triumvirate of clubs include concerts by Orgo Boingo. Roy Buchanan, Hue Lewis and the News, NRBG, 999 and The Rastalatians. We'd like to see other venues get involved in similar, unique promotions...

BIG, BUT NOT BLUE — to celebrate their World Series victory over the N.Y. Yankees the last year, L.A. Dodger members Jay Johnstone, Monday, Steve Yeager and Jerry Reuss formed a vocal group called The Big Blue Wrecking Crew, which appropriately recorded a version of Queen's "We Are The Champions" from New York." Queen drummer Roger Taylor joined the crew at L.A.'s Sound Lab Studios to lend a little moral support. The single was shipped recently by Elektra/Asylum. Pictured are (l-r): Yeager, Johnstone, Taylor, Reuss, and Monday.

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LIVE ON STAGE

TEN YEARS OF HITS ON TWO NEW ALBUMS, FROM PHILADELPHIA INTERNATIONAL RECORDS AND TAPES.

Produced by Kenneth Gamble, Leon A. Huff, Gene M. McFadden, Joan Nhitehead and Jerry Cohen.
REVIEWS

HITS OUT OF THE BOX

LIVE — The Jacksons — Epic KE2 37545 — Producer: The Jacksons — List: None — Bar Coded

The American pop public can thank its lucky stars that Epic decided to preserve one of the most likely last tour by this seminal contemporary R&B band. This two-record set catches the five brothers at their peak and contains most of the classics from past and present. It also manages to convey the intensity and energy of the live show from the unfolding of the space-shock-lit lighting rig and opening fanfare to the final jubilant thumps of "Shake Your Body (Down To The Ground)." A live album that should be treasured for years to come.

SHAKE IT UP — The Cars — Elektra SE 56 — Producer: Roy Thomas Baker — List: 8.98

This strange little band from Boston returns for its strongest effort since 1978's brilliant debut with "Shake It Up." The music is still light and giddy with a sense of fun. Songs like "State Of Mind," "Busted," and "Panorama," and it's a refreshing new direction. The trademark disorganized vocals, quirky synth lines and economical guitar rhythms are still in evidence. But the melody lines and choruses have more body and emotion than the past few efforts. Songs like the riveting "Shake It Up" and "Victim Of Love" will have AOR programmers moving in stereo for the rest of the year. A band that truly bridges the new wave-mainstream gap.

TAKE NO PRISONERS — Molly Hatchet — Epic FE 37480 — Producer: Tom Werman — List: 8.98 — Bar Coded

If you had to name one band that still carries on with the essence of good ole boy Southern Comfort rock as established by Lynyrd Skynyrd, Molly Hatchet would have to be it. Even the Florida-based octet's version of "Long Tall Sally" sounds like a beer drinkin', hell raisin' night in Jacksonville. Jimmy Farrar has taken over for Danny Joe Brown wonderfully, and his gritty vocals are truly part of this dirt and dirty band's appeal. Hoist the confederate flag and do the gator, the Hatchet's have done it again.


The new look Sabs came back big in 1980 and showed much of the heavy metal bravura they did in the early days of their quintessential act. Songs like the affecting "Lady Evil" proved that lead singer Ronnie James Dio was the worthy heir to Ozzy Osbourne as the "Son Of Satan." Tony Iommi still plays thunder and lightning power chords and the rest of the quartet displays that it still king of the metal merchants. Iron Maiden, Def Leppard and Saxon fans can't go wrong.


This veteran R&B gang always seems to make the shift to the latest Disco trends with ease, whether it be funk, disco or progressive R&B. Last year on the gold selling "As One" LP the ten-piece unit proved its versatility with a passel of rhythm and blues tunes. And the latest single, "Hit And Run," is yet another dance flavored funk tune. Other LP highlights include "Traffic Jammer" and "Unforgettable Dream."
REVS. SINGLES

NEW AND DEVELOPING ARTISTS

BILLY SQUIER (Capitol A-5037)
My Kinda Lover (3:31) (Songs of The Knight — BMI) (B. Squires) (Producers: Mack B. Squier)
The third single from Squier's platinum-plus "Don't Say No" recycles the marching beat from "The Stroke." A more melodic sort of mini-anthem with definite Led Zeppelin-styled production textures. But isn't that why AOR kids have eaten up songs like this anyway?

IRENE CARA (Network/EFA NW-47550)
The young female powerhouse behind the Oscar Award winning Fame and "Out Here On My Own" makes her Network debut (and that label's first single entry) with a soft 'n' slightly melancholy ballad. Her dramatic, note-bending vocal performance is aptly backed by lush harmonies and sweet strings for pop, B/C.

TOMMY TUTONE (Columbia 18-02646)
It comes as no surprise that Tommy Tutone, the four-man band fronted by Tommy Heath and Jim Keller, follows-up such clever pop/rock cuts as "867-5309,Jenny" from their last year, with a punchy "telephone" number. The rolling guitars propel the tune with a classic California sound.

BILLY & THE BEATERS (Alfa ALF-7012)
Millie, Make Me Some Chilli (3:28) (WB Music Corp./Yara Cruz Music — BMI) (B. Vera, L. Russell Brown)
From the torchy ballad "At This Moment," Billy Vera blasts into a killer country rock rave up, illustrating why he's such a great live act. The Texas swing treatment keeps this "Chilli" hot from beginning to end. Pop programmers should take a taste.

BRUCE SUNDAD (Millenium-NJ-11823)
Former Brooklyn Dreamer Sundad comes with an urgent, image-filled pop/rocker with plenty of street flavor on his debut for Millennium. Car metaphors, a la Springsteen, abound, as jangling guitars and a rolling beat keep the pace moving. Aimed at pop.

FEATURE PICKS

BIG BLUE WRECKING CREW (Elektra E-47253)
We Are The Champions (3:07) (Queen Music Ltd./Benchwood Music Corp. — BMI) (F. Mercury) (Producer: C. Bond)
What could be a better send-up for four-off-key L.A. Dodgers playfully boasting of their World Series win than this bombastic Queen hit? Producer Chris Bond covers what attempts to harmonize with an overblown note-for-note musical imitation of Queen.
JOHNNY "GUITAR" WATSON (A&M 2383)
Johnny "Guitar" plays the humorous pilot taking the listener on a funky intergalactic trip to... where else but the planet Funk? He's lost none of his growing tongue-in-cheekness.
ERNIE WATTS (Qwest QWE 49874)
Charlors Of Fire (3:35) (WB Music Corp. — ASCAP) (Vangleis) (Producer: D. Jones)
One of two covers of Vangels' extraordinary "Titities" theme from Charlers Of Fire already released, Ernie Watts' instrumental finds the sax man blowing through a romping crossover slepper. It's a bit like a funky dance version of Star Wars.
MADLEEN KANE (Chael C-1225)
Ever wonder what it would sound like if German disco composers Giorgio Moroder took Carol Beyer Edgar into the studio to cut an ABBA-like re-make of her "Groovy Kind Of Love?" With a synthesized beat? Probably something like this.
RAHMLEE MICHAEL DAVIS (Headfirst HF-97004)
 Think (3:59) (Agara Music — BMI) (Rahmee, Gant, Raheem) (Producers: D. Gant, Rahmee Michael Davis)
E. W. & F. Trumpeter Rahmee Michael Davis teams up with producer/writer/arranger Dean Gant (known for his work on "All Night Thing" by the Invisible Man's Band) for this fusion cum R&B number.

THE BEACH BOYS (Caribou ZSS 02633)
Come Go With Me (2:06) (Gil Music Corp./See Bee Music-BMI) (C. E. Quick) (Producer: A. Jardine)
The Beach Boys apply their considerable harmony prowess to this old Del Vikings '50s chestnut. It's a pop doo wop throwback with the trademark Beach Boys production from the "Ten Years Of Harmony" retrospective LP. A joy from the legends.
T. G. SHEPPARD (Warner/Curb WBS 49858)
Sheppard takes the hop along beat he used in the crossover hit "I Loved 'Em Every One" (which also owes a debt to Waylon) and puts it behind his latest offering. It's a straight-ahead country-popp blend with a repeated chorus. For pop and country.
CARPENTERS (A&M 2386)
Skipping high hat and light, bright acoustic guitar picking in front of a pop symphonic string ensemble this latest offering from the "Made In America" LP that unmistakably superyarp Carpertners sound.
LOWELL SIMON (Zoo York AET 1324)
Lowell Simon comes to John Hammond's Zoo York label after generating some regional R&B play with such songs as "Mellow, Right On For" to Chicago's A.V. He coos sweetly in a whisper on this Zoo B/C track.
PATTERSON TWINS (Montage SPRO-9719)
New Wave (3:49) (House of Alien/Frontwheel Music, Inc. — BMI/henecforth Music-ASCAP) (E. Patterson, L. Patterson, H. Powell) (Producer: H. Powell)
A hardcore funk outfit singing "Let's do the New Wave?" You got it right. The Patterson Twins invite listeners to "get down" and "boogie" with a whirling synthesizer beat. For B/C, clubs.

HITS OUT OF THE BOX

SHEENA EASTON (EMI America A-8101)
You Could Have Been With Me (3:48) (ATV Music Corp. — BMI) (L. Mallfrid) (Producer: C. Neil)

THE CARS (Elektra E-47250)

BILLY JOEL (Columbia 18-02628)

GROVER WASHINGTON, JR. (Elektra E-47246)

KENNY ROGERS (Liberty A-1441)

THE FOUR TOPS (Casablanca/PolyGram NB 2344)
Let Me Set You Free (3:18) (Songs of Manhattan Island Music Co. a div. of Whitehaven Pub. Corp/Unichannel Music Inc./Sandy Linzer Prod., Inc. — BMI) (D. Wolfert, S. Linzer) (Producer: D. Wolfert)
Cash Box Announces A Special Year-End Supplement

Recording in Nashville

Studio owners and suppliers of related equipment:
Be sure to include your important message in this salute to the fastest growing recording center in the world.

Advertising deadline:
December 10, 1981

Issue date:
December 26, 1981

To reserve ad space contact Jon Shurp in Nashville at (615) 244-3898 or the Cash Box representative in your area.

SINGLE BREAKOUT OF THE WEEK
YESTERDAY'S SONGS • COLUMBIA 18-02604
I CAN'T GO FOR THAT (NO CAN DO) • DARYL HALL & JOHN OATES • RCA 7B-12361
Breaking out of: Stratford One Stop — New York, Crazy Eddie — New York, Central South One Stop — Nashville, P.B. One Stop — St. Louis, Tower — Sacramento, Record Theatre — Cleveland, Karma Records — Indianapolis, Tape City — New Orleans, Peaches — Columbus, Tower — Campbell

SINGLES BREAKOUTS
UNDER PRESSURE • QUEEN & DAVID BOWIE • ELEKTRA E-47235

HEART LIKE WHEEL • THE STEVE MILLER BAND • CAPITOL P-A-5086

COMIN' IN AND OUT OF YOUR LOVE • BARBRA STREISAND • COLUMBIA 18-02621

TURN YOUR LOVE AROUND • GEORGE BENSON • WARNER BROS. WBS 49846

FASTEST MOVING MIDLINES
AC/DC • Let There Be Rock • Atco 96151
Adam and The Ants • Kings Of The Wild Frontier • Epic NJE 37033
Beatles • Rock 'N Roll Vol. 1 • Capitol SN 16020
Beatles • Rock 'N Roll Vol. 2 • Capitol SN 16021
Beatles • '67-'70 • Capitol SN 3404
Balance • Portrait/CBS NFR 37357
B-52's • Party Mix • Warner Bros. MINI 3596
Exposed II • Various Artists • CBS X 37601
Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185
Billy Idol • Don't Stop • Chrysalis OEP 4000
Iron Maiden • Maiden Japan • Harvest/Capitol MLP-15000
Billy Joel • Piano Man • Columbia PC 32544
Carole King • Tapestry • Columbia PE 34946
Lene Lovich • New Toy • Stiff/Epic SE 37426
Tom Petty And The Heartbreakers • You're Gonna Get It • MCA DA 52029
Rainbow • Jealous Lover • Polydor/Polygram PX-1-502
Sex Pistols • Never Mind The Bollocks Here's The Sex Pistols • Warner Bros. BSK 3147
Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407

TOP SELLING ACCESSORIES
Aliasp 3 Cassette Head Cleaner 70300
Audio Technica Sonic Boom AT6012
Discwasher DW Record Care Kit
Discwasher D-4 Fluid Re-Fill 11/4 Oz.
Discwasher VRF Anti-Static LP Inner Sleeve
Le-Bo Cassette Carrying Case TA 256
Maxell UD XL II C-90
Maxell UD XL II C-90 Twin Pack (Promo Item)
Maxell UD XL I C-90
Maxell UD C-46
Maxell LN C-90
Memor X MRX1 C-90/3 Bag
Memor X Cassette Head Cleaner 0300
Necton Record Guard Anti-Static LP Inner Sleeve
Savory Cassette Carrying Case 2130
TDK SA C-90
TDK DC-90 2/Bag
TDK AD C-60


Includes T-Shirts & Pinchamanna

Heavy Sashs
GREAT LUCKY / LOVEROBY / COLUMBIA FC 37638
BEAR SHARK / ATLANTA, Tex
BLOWIN' IN THE WIND / COLUMBIA FC 37701
ISLAND / N.Y.

ALMOST BLUE / ELVIS COSTELLO / COLUMBIA FC 37714
THE HEARTBREAKERS / N.Y.

LIVING EYES / THE BEE GEES / RSO/ POLYGRAM RX-1-3099
FLIPSIDES / MEMPHIS / Turtles / ATLANTA

THE BURBANK BROTHELS / N.C.
BRICKLEBERRIES / ATLANTA, Ga

THE GEORGE BENSON COLLECTION / GEORGE BENSON / WARNER BROS. 2WH 3577
CLEAN UP YOUR響 / ATLANTA, Ga

ALPHA MAMMALS / ATLANTA, Ga

LIVING EYES / THE BEE GEES / RSO/ POLYGRAM RX-1-3099
FLIPSIDES / MEMPHIS / Turtles / ATLANTA

THE BURBANK BROTHELS / N.C.
BRICKLEBERRIES / ATLANTA, Ga

THE BURBANK BROTHELS / N.C.
BRICKLEBERRIES / ATLANTA, Ga

RETAILERS DRAW THE LINE — On the heels of RCA's announcement that it will raise the price of selected 7” titles to $1.99 beginning Jan. 1, retailers and wholesalers are making this discontent known in a big way. "I have instructed all my people not to order any RCA records at the new price," said Jerry Sonin, owner of New York's Record Hunter stores and AAA One-Stop. "The price rise is unreasonable and out of proportion with the normal increases and the cost of doing business, all of which have been passed along to us in the course of the last few raises. I feel it would be wrong for any account to encourage that type of behavior. When they have to raise prices, we have to raise ours, and I don't want to be the first one." Sonin's sentiments were echoed down the line by nearly every buyer we spoke with. "Our stance is very simple: this we're not going to buy any singles at that price, unless our customers force us to," said Ray Espinosa of the New York-based Strandford One-Stop, which administers the Bad Co-op for blank mom and pop stores. "We'll hold off as long as we can. We retailers in the co-op don't like it either. They fear that it's the beginning of something else to come as far as the other labels follow suit. And all these New York-based One-Stops are taking it to RCA to make sure that anything in their new series of up-priced stuff we're not buying," said its buyer, Smokey. "I'm taking this overwhelming demand from our customers to change our policy," Retailers also made it plain that they were not looking forward to having to develop shelving and display systems for variably priced singles. "What do we do for signing to the consumer?" asked Record Row's Ralph King. "Do we just have RCA singles at $1.99 and everything else at $1.59? Nobody's going to understand that. So operationally, it's a nightmare. We're going to have to pass this increase along, and how are we going to identify [RCA's] product individually? We're going to have to make a decision on what to do. We're at the bureaus all day," said Jerry Liberman, regional marketing representative for WEA. "RCA's pricing is going to make a lot of our salespeople out of pocket." No. 13.

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College Broadcast Programs Shift Emphasis To TV, Sales

Continued from page 20

RADIO

College Broadcast Programs

Shifting Emphasis To TV, Sales

nce necessary. Many broadcasting industry. A
to them go into corporate work or into
advertising agencies or wherever else
day they don’t have a chance to use their
programming skills.”

“We try to prepare them for one of those
three fields.”

At the University of Wisconsin at Platte-
tville, 60% of the 200 communications
graduates get jobs in the production field
while others mostly take broadcast sales
positions.

“I have a program director in Des Moines
who is a graduate of WPU/WKTY. He hasn’t
acquired any management experience, but
they’re weak in the stress areas,” stated
Sesteher.

Consequently, Sesteher decided to
create a weekly course at Platteville,
where he attempted to teach production

Not Enough Facilities

“I don’t think any school is giving their
students the kind of production courses and I
brought in outside people for occasional seminars,”

Sesteher added. Although he felt the school’s production equipment was sub-

Law Appointed
To VP/GM Spot

At NBC Radio

NEW YORK — Alexander Law, former vice
president and general manager of A/C
formatted WNYW/Philadelphia, has been ap-
pointed vice president of programming for
NBC Radio stations. He will be responsible
for program development and strategy for
New York stations WNBC-A and WNYW.
Atlantic stations WMAQ and WKQX-FM, WRC
and WXYS-FM in Washington D.C.,
and KNBR and KYUU in San Francisco.

He held his previous position since
November 1980. Prior to that, he was
program director of WDBD-Boston from
May 1980 and from 1976 to 1979. Between
March 1979 and May 1980, Law worked as
operations director of WABC-New York and
program director of ABC-owned WRQX-
Washington, D.C.

Between 1974 and 1976, Law served as
assistant program director and air per-
sonality of WNBC/New York (under the
name Al Brado). From 1972 to 1974, Law
worked at Pacific & Southern Broad-
casting’s stations KIMN/Denver as
program director and at WWDF/New York
as program manager and station manager.

Anderson Named
VP/GM At Unity
Broadcasting, Inc.

LOS ANGELES — W. Cody Anderson, who
for the past two years has held the post of
general manager at WDAS/AM & FM in
Philadelphia, was recently named vice
president and general manager of Unity
Broadcasting Network-Penna., Inc. the
station was formerly known as.

The 39-year-old Chicago native first
came to WDAS in 1970 where he subse-
quently held a variety of management and
sales positions, including general manager.
When the stations were purchased by Unity
in November 1979, An-
derson was named
vice president and
general manager.

Also a member of Arbitron Advisory
Council, Anderson has received a number of
community citations.

SATELLITES — Despite a legal challenge
brought by the Federal Communications
Commission (FCC), Warner-Amex Satellite
Entertainment Company (WASEC), RCA
American successfully auctioned off its seven satellite transponders a week ago Friday through Sotheby Parke Bernet in New York. WASEC, a joint en-
terprise of Warner Communications and American Express, maintains that RCA American acted illegally by earmarking transponder #11 for auction. The FCC has until Jan. 15 to rule on the auction’s legality, the same day that the winners have to demonstrate finan-
cial capability to maintain the transponders. The winners were: Satellite Systems, a
developmental corporation; Faith Broadcasting, a protestant evangelical group; RCTV, a
cable channel owned by RCA and Rockefeller Center; Home Box Office, Inner City
Broadcasting, UTV Cable Systems and WASEC for not, WASEC.

MUSIC OF YOUR LIFE — John McLeod, P.D. of KLIV/San Jose, (California) a station using
At Class V’s "Music Of Your Life" oldies format, has come up with a different DJ con-
cept. Each Saturday morning, he invites listeners to join him on the air and reminisce
about the music of the fifties and sixties and share their favorite big band and pop hits from the '30s, '40s and '50s. "We might have an electrical engineer come in and tell about a particular song reminded him of 1945 when he was just getting out of the military," said McLeod. "I like to call it real people radio." McLeod added that he had no problem finding people who wanted to submit their favorite songs. "The most curious part of the response has been that listeners offer us their old collections of 45s," he said. "We've got to see it as a responsibility, at least, to help them find it."

SYNDICATION INDICATIONS

Drake-Chenault has extended the

THE ELEVEN-TEN MEN — Los Angeles’ pop purveyors of the '60s, the jocks who spun on
KRUA, were reunited recently to coincide with the station's move toward re-programming them. "Pumped Up," the title of one of their recent releases, a rap song by A.D. "Ted" Quillin, Foster Beebe, program director Jack Roth, and "The Hallucinologist," Dave null. Pictured in the
center row was Dick Moreland. Pictured in the front row are (l-r) "Emperor" Bob Hudson, Bobby "Boris" Pickett; Bob Eubanks; Casey Kasem; Charlie O'Donnell and Johnny Hayes.

"I really feel there is an opportunity to let DJs advance their careers," said Doug Folidin, a company spokesman. "We do have some success stories, too, like Jonathan Brandmeier who went from WOKY-Milwaukee to ZZK/Pacific. For more information, call D-C at (213) 683-7400. KLRA/Angeles has a plan to create a new outlet to market to the Dick Clark national music survey, which is based on the Cash Box charts.

And the words coming from the network's newscasters, the second called, "sell," examines the relation of the individual to the world, although no philosophers are expected to appear. The third spot, "discovering," is a science-oriented spot that covers topics from potential curses of the common cold to solar powered airplanes. The final spot, "celebrations," will spotlight music and
coming artists. The newscasters have not yet been chosen but regulars will include

What happened to radio pricing since World War II happened when stations pulled their rate cards out of the Stand-
dard Rate and Data," said Guilt in his speech, adding that this move "in effect put price-
ing control back into the hands of the national sales force."
92 ATLANTA RHYTHM SECTION • QUINELLA • COLUMBIA
 ADDS: None. HOTS: WKL5, KNCN, KMGN, KBPI. MEDIUMS: LKD, KEZY, WCOZ, KZAM, WBLM, KNX, WNEW, WBAB. PREFERRED TRACKS: None. SALES: Fair in South; weak in others.

13 PAT BENATAR • PRECIOUS TIME • CHRYSALIS
 ADDS: None. HOTS: WWWM, KSJO, WLVQ, WGRQ, KBPI. PREFERRED TRACKS: None. SALES: Moderate in all regions; strongest in Midwest, South.

11 DARYL HALL & JOHN OATES • PRIVATE EYES • RCA
 ADDS: None. HOTS: KZAM, WYSP, WLRN, WYSP, WMMS, KOME, NNW, WYSP. MEDIUMS: WKL5, WGRQ, KBPI, WYSP, WLRN, WBAB, KZAM, WYSP, WYSP, WLRN, WYSP. PREFERRED TRACKS: None. SALES: Good in all regions.

2 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC
 ADDS: None. HOTS: WWWM, KSJO, KZAM, WYSP, WLRN, WYSP, WYSP, WLRN, WYSP. MEDIUMS: WKL5, WGRQ, KBPI, WYSP, WLRN. PREFERRED TRACKS: None. SALES: Moderate in all regions.

29 THE GO-SO'S • BEAUTY AND THE BEAT • I.R.S./A&M
 ADDS: None. HOTS: WYSP, WLRN, WYSP, WLRN, WYSP, WLRN, WYSP, WLRN, WYSP, WLRN, WYSP. MEDIUMS: KZAM, WYSP, WLRN, WYSP, WLRN, WYSP, WLRN, WYSP, WLRN, WYSP. PREFERRED TRACKS: None. SALES: Moderate in East and West; fair in others.
<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>BELLS</th>
<th>CHART</th>
<th>WEEKS ON CHART</th>
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<tbody>
<tr>
<td>6</td>
<td>No 41 Reply At All</td>
<td>Genesis</td>
<td>8</td>
<td>31</td>
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<td>12</td>
<td>Here I Am</td>
<td>Air Supply</td>
<td>10</td>
<td>14</td>
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<td>15</td>
<td>Oh No</td>
<td>Commodores</td>
<td>10</td>
<td>14</td>
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<tr>
<td>11</td>
<td>She Does In Magic</td>
<td>The Police</td>
<td>9</td>
<td>3</td>
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<tr>
<td>7</td>
<td>The Night Owls</td>
<td>Little River Band</td>
<td>14</td>
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<tr>
<td>11</td>
<td>I've Done Everything For You</td>
<td>Rick Springfield</td>
<td>14</td>
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<tr>
<td>10</td>
<td>When She Was My Girl</td>
<td>The Four Tops</td>
<td>14</td>
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<tr>
<td>15</td>
<td>For Your Eyes Only</td>
<td>Sheena Easton</td>
<td>18</td>
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<tr>
<td>14</td>
<td>Why Do Fools Fall In Love</td>
<td>Diana Ross</td>
<td>9</td>
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<tr>
<td>20</td>
<td>Young Turks</td>
<td>Rod Stewart</td>
<td>6</td>
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<tr>
<td>17</td>
<td>The Theme From Hill Street Blues</td>
<td>Mike Post featuring Larry Carlton</td>
<td>14</td>
<td>14</td>
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<tr>
<td>27</td>
<td>Let's Groove</td>
<td>Earth, Wind &amp; Fire</td>
<td>8</td>
<td>8</td>
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<tr>
<td>21</td>
<td>The Old Songs</td>
<td>Barry Manilow</td>
<td>7</td>
<td>7</td>
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<tr>
<td>24</td>
<td>Just Once</td>
<td>Quincy Jones featuring James Ingram</td>
<td>15</td>
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<tr>
<td>20</td>
<td>Tryin' To Live My Life Without You</td>
<td>Bob Seger</td>
<td>11</td>
<td>11</td>
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<td>16</td>
<td>Step By Step</td>
<td>Eddie Rabbit</td>
<td>18</td>
<td>18</td>
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<tr>
<td>28</td>
<td>Trouble</td>
<td>Lindsey Buckingham</td>
<td>5</td>
<td>5</td>
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<tr>
<td>29</td>
<td>Harden My Heart</td>
<td>Quarterflash</td>
<td>6</td>
<td>6</td>
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<tr>
<td>32</td>
<td>Yesterday's Songs</td>
<td>Neil Diamond</td>
<td>3</td>
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<tr>
<td>34</td>
<td>Don't Stop Believin'</td>
<td>Journey</td>
<td>4</td>
<td>4</td>
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<tr>
<td>36</td>
<td>Sausaulo Summernight</td>
<td>Diesel</td>
<td>11</td>
<td>11</td>
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<tr>
<td>30</td>
<td>My Girl, Gone, Gone</td>
<td>Chilliwack</td>
<td>9</td>
<td>9</td>
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<tr>
<td>32</td>
<td>Our Lips Are Sealed</td>
<td>Go-Go's</td>
<td>13</td>
<td>13</td>
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<tr>
<td>36</td>
<td>Leather And Lace</td>
<td>Stevie Nicks (with Don Henley)</td>
<td>5</td>
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<tr>
<td>33</td>
<td>Never Too Much</td>
<td>Luther Vandross</td>
<td>8</td>
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**LAST WEEK THIS WEEK WEEKS ON CHART**

**HIT BOUND**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>BELLS</th>
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<tr>
<td>40</td>
<td>I Need You</td>
<td>Chris Christian</td>
<td>13</td>
<td>13</td>
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<tr>
<td>39</td>
<td>Can't Go For That (No Can Do)</td>
<td>Daryl Hall &amp; John Oates</td>
<td>21</td>
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**PRIME MOVER**

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<tr>
<td>11</td>
<td>Heart Like A Wheel</td>
<td>Steve Miller Band</td>
<td>5</td>
<td>5</td>
<td>0</td>
</tr>
<tr>
<td>25</td>
<td>Love Of My Life</td>
<td>Chicago</td>
<td>7</td>
<td>7</td>
<td>0</td>
</tr>
<tr>
<td>25</td>
<td>Try To Remember</td>
<td>Steve Miller Band</td>
<td>7</td>
<td>7</td>
<td>0</td>
</tr>
<tr>
<td>25</td>
<td>She Will Be Loved</td>
<td>Chicago</td>
<td>7</td>
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**HIT SMASH**

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<tr>
<td>56</td>
<td>Cash Round</td>
<td>Barbra Streisand</td>
<td>13</td>
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<tr>
<td>57</td>
<td>Woman In Love</td>
<td>Barbra Streisand</td>
<td>13</td>
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<td>58</td>
<td>Starchild</td>
<td>Barbra Streisand</td>
<td>13</td>
<td>13</td>
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<tr>
<td>59</td>
<td>Hooked On Classics</td>
<td>The Royal Philharmonic Orchestra</td>
<td>4</td>
<td>4</td>
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<tr>
<td>52</td>
<td>Twilight</td>
<td>ELO</td>
<td>4</td>
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</table>

**BRING THE TALENTS OF DICK CLARK TO YOUR STATION.**

**THE "CHRISTMAS NATION" PRESENTED BY MURRELL HEDDE ON MORE.**

**A WEEKLY REVIEW**
HIT BOUND

24 56 SAY GOODBYE TO HOLLYWOOD BILLY JOEL 11
38 YOU SAVED MY SOUL BURTON CUMMINGS 11
44 58 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN 11
25 58 WHO’S CRYING NOW JOURNEY 19
46 60 IN THE DARK BILLY SOUER 11
54 61 ONE MORE NIGHT STREEK 7

HIT BOUND

62 82 SOMEONE COULD loose A HEART TONIGHT EDDIE RABBITT 2
64 82 LA LA MEANS I LOVES YOU TERRIA 2
61 82 SWEET MILERIE DONNIE RIS 4
62 82 THE COWBOY AND THE LADY JOHN DENVER 4
69 82 I'M JUST TOO SHY JERMAINE JACKSON 4
69 82 PAY THE DEVIL (GOO BABY GOO) THE KNACK 4
70 58 WORKING IN THE COAL MINE DEVO 12
75 82 WORKING FOR THE WEEKEND LOVERBOY 2
61 72 BET YOUR HEART ON ME JOHNNY LEE 6
47 73 ALIEN ATLANTA RHYTHM SECTION 13
48 74 SHARE YOUR LOVE WITH ME KENNY ROGERS 12
77 84 MORE THAN JUST THE TWO OF US SNEAKER 2
51 77 BURNIN' FOR YOU BLUE OYSTER CULT 15
77 84 SHAKE IT UP THE CARS 1
51 84 ZODIAK TO THE CARS 3
51 84 CONTROVERSY PRINCE 5

CASH SMASH—denotes significant sales activity. PRIME MOVER—denotes significant radio activity. HIT BOUND—denotes immediate radio acceptance.

Looking Ahead

ANYONE CAN SEE

ADDS: WGH, KCQX

CLOSER TO THE HEART

ADDS: WLS-FM, KINT

A WORLD WITHOUT HEROES

ADDS: BJ-105, KINT

CASH SMASH—denotes significant sales activity. PRIME MOVER—denotes significant radio activity. HIT BOUND—denotes immediate radio acceptance.

CONTACT:

MUTUAL STATION RELATIONS FOR CLEARANCE INFORMATION.

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Country Boom Tightens Playlists
As Radio Competition Intensifies

LeGardes Ink For Australian - U.S. Country Package
by Jennifer Bohler

NASHVILLE — The LeGarde Twins have signed a three-year recording contract with Sydney, Australia-based Festival Records, the sister company of Festival Records in that country. The first album, "Down Under," is scheduled to ship Nov. 30 in Australia.

Recorded in four different studios here, the album is a single disc, 20-song release that includes 10 American country songs and 10 Australian country songs, and carries a list price of $9.99. According to the LeGardes, who were born and raised in Australia, but spent a good deal of 1980 in this country playing state and county fairs and other dates, the concept of a "best of both worlds" type of album was inspired by their manager, Sy Rosenberg. They added that just as country music has grown in popularity in this country, it has grown equally in Australia.

All merchandising tools, such as flaps and posters, will be utilized at the retail level. Videos filmed in Nashville will also be made available for in-store use, according to Peter Hebbes, Festival Music's general manager, who was in Nashville to supervise the video filming.

For Australian radio, the LeGardes will be making available radio spots for all the key market stations. As for television, the duo has filmed 10 segments of the popular Australian show "Australian Country Music" scheduled to air on the Australian Broadcast Corp. (ABC), the only national broadcasting company in Australia.

Hoping to be noticed in radio, the LeGardes will first release the album, and then rely on feedback from radio as a single release. In Australia, the LeGardes are more of an album-oriented group.

The LeGardes, who in the late '80's starred in two top Australian television programs, will tour Australia in February and March of 1982.

Almo Irving

(continued from page 10)

single in each of the past four years. The gaining of the new branch will also have an effect on Almo Irving's foreign territories, particularly London, according to Bob Grace, president of Rondor International. The move is expected to enhance the firm's existing catalog, which includes Paul Kannevery's compositions for the "Whites Mansions" and "The Legend Of Jesse James" albums.

Conrad labeled his latest appointment "very exciting" and lauded the company for its enthusiasm. "A&M Records and the new A&M film company have so much to offer Nashville," he said. "It will be extremely rewarding to be a part of this new venture."

Conrad said.

The office will be located at 1016 16th Ave. South, Nashville.

POWELL, STEVENS AID GOVERNOR'S CAMPAIGN — RCA recording artist Sue Powell and Ray Stevens recently performed at a fund-raising dinner for Tennessee governor Lamar Alexander at Nashville's Opryland Hotel. Pictured at the banquet are (l-r) Stevens, Powell and Alexander.

Moonshine Pacts With Samantha

NASHVILLE — Moon Shine Records, a label formed here recently by Andy DiMartino and Mike Kelly, will be the United States distributor of Canadian-based Samatha Records. The first release under the new agreement will be a single by Vic Franklyn, a Toronto-based artist. The single is scheduled to ship Nov. 27.

Formed last month, Moon Shine has a strong overseas affiliation via wholly owned affiliates in England, Germany and the Benelux countries, and a head foreign office in Stockholm, Sweden, which serves all of the Scandinavian countries. Through this network of overseas affiliates, all U.S. releases are also guaranteed overseas exposure.

Additionally, the label is not limiting itself to acquiring strictly country artists or material. According to DiMartino, the label has a "very open door" policy towards potential artists or material. "We are trying not to categorize music as this or that — we are more concerned with music that is classified as 'good' and appealing to the public," he said.

Artists currently signed to the label include Cedar Creek, Iris Larry, Tom Hunter, The Gary T Band, Scaife Pike and MaryAnn Wilkin, whose first album, "A Little Bit Of Jesus," is scheduled to ship Dec. 4. Distribution for all product will be through independent distributors and one-stops.

Besides DiMartino and Kelly, other company employees include Joyce Di Martino, vice president, administration, Nashville; Jim John, national promotion assistant; Mari Garlow, secondary promotion assistant; Lasse Eriksson, managing director; Jim Black, manager, and Jim Black, manager, and Jarod Tries, managing director, Moon Shine, Scan- dinavia, and Stefan Nordin, managing director, Radio Music (Moon Shine's publishing affiliate). Additionally, the company will be using independent promoters. Moon Shine Records is located at 1007 17th Ave. S., Nashville.

ACM Eliminates Fans From 'Hat' Awards Voting

NASHVILLE — The Academy of Country Music (ACM) has realigned its membership categories to exclude fans and non-industry members from the annual "Hat" Award balloting, creating a new non-voting associate member status.

Associate members, a segment created especially for fans, requires a yearly $10 fee, while the ACM's general membership, which will retain its voting privileges had its annual dues raised to $20. Currently, though, the organization is not accepting further applications for general membership.

The new associate membership alter- native was developed especially for the continually growing audience of country music fans who wish to be kept abreast of what is happening in the industry," according to an ACM spokesman.
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| 28     | GREATEST HITS | 56    | Ronnie Milsap (RCA AFL 1-3722) |
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| 32     | YOU DON'T KNOW ME | 29    | Mickey Gilley (Elektra FE-37346) |
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| 38     | DAVEY JONES | 28    | Janie Fricke (Capitol ST-1244) |
| 39     | I'M IN LOVE | 29    | Janie Fricke (Capitol ST-1244) |
| 40     | JOHN COOKS (MCA-5213) | 28    | 36 |
| 41     | YOU DON'T KNOW ME | 29    | Mickey Gilley (Elektra FE-37346) |
| 42     | DAVEY JONES | 28    | Janie Fricke (Capitol ST-1244) |

**THE COUNTRY'S IN FOR SOME HIGH TIMES!!!**

**DOTTIE WEST**

**has a NEW SINGLE**

"IT'S HIGH TIME"

Produced by Brent Maher & Randy Goodrum,

Director: Michael Bernik/Keagen & Co.

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Cash Box: November 21, 1981

www.americanradiohistory.com
THE COUNTRY COLUMN


SUGGESTED CONCERTS — John Lomax, III, a former Disc Jockey from Tuscaloosa, Alabama, has started an organization called "SONNY DAY" a performer. Lane, Heavener, Tidwell, was presented with silk screened tote bags with the corporate seal from the event should the book ever written that should prove a pretty good endorsement. It's from Times Books.

LARRY JOHNSON (Mr. John, Paul Aiken, etc.)

COUNTRY AND THE ARTS — It is interesting to note just how much country music is permeating our culture. A recent performance by the Dancers Theatre Company in Nashville illustrated the point. In a production titled Danceback, the company incorporated several country tunes into the two-hour work performed at the Tennessee Performing Arts Center, including Ronnie Milsap's "Country Cookin,'" Dolly Parton's "Nine To Five," and music from The Electric Horseman. It was beautifully choreographed and wonderfully performed.

THE CAT'S OUT OF THE BAG — Elektra/Asylum, Nashville, and Pro Media recently came up with an interesting little promotional idea to back the release of Helen Cornelius' new single for the label, titled "Love/never Comes Easy." The artist presented the Cash Box office with silk screened tote bags proclaiming her new single the "Pick of the Litter." And what should be inside the bag but a fuzzy grey kitten. We must admit the staff had fun playing with the active little cat.

HEAVENER IN KENTUCKY — Brent recording artist David Heavener recently completed a two-night engagement at the Lone Star Saloon in Louisville, Ky. Heavener, who wrote "A Real CowBoy" for Billy "Crash" Craddock and "Love To Love You" for Cristy Lane, recently entered the country charts himself with "Cheat On Him Tonight." The BOOK CLUB — For you bluegrass enthusiasts, Wayne Erbsen's Backpocket Bluegrass Songbook and Backpocket Old-Time Songbook are hot off the presses. The collection of songs includes the lyrics, historical notes and hints to the performer. For more information on the publication, call (212) 777-0900.

BELFAST CALLING — While on a nine-week tour of Europe, singer Linda Cassidy ended up cutting a session in a very unlikely place - Belfast, Northern Ireland. No problems noted Cassidy, but she did describe the city as very quiet, and noted that they were searched upon entering and leaving the hotel.

SONNY DAY — It was definitely Sonny James' day when he appeared at the Topsfield, Mass. fair (this country's oldest fair). The legendary singer was presented with a silver trophy in recognition of his selection as one of the all-time outstanding artists to perform at the fair. The honor capped a successful tour of fairs and festivals that began July 2 in Indiana and ended in mid-October in Massachusetts.

CLOVER COPS CASH BOX AWARD — Humorist Jerry Clover was recently presented with a Cash Box Country Award for Novelty/Comedy Artist of the Year by Chic Doherty, vice president of sales and marketing, RCA Records, and Clover's personal manager, Tandy Rice. The presentation was made during Clover's appearance before the press corps in Jackson, the capital of his home state of Mississippi. Picture (l-r) are: Doherty, Clover and Rice.

COTTON CASH BOX AWARD — Chick Doherty, editor of Cash Box and his staff are super proud to announce that this year's Cotton Cash Box Award is going to Mr. Larry Johnson, editorial assistant at Cash Box. Larry has been with Cash Box for the past 10 years and has been a true asset to the magazine. Larry has always been a hard worker and a dedicated employee. He has contributed greatly to the success of Cash Box and we are all proud of him. Congratulations, Larry!
Most Added Country Singles

1. Lord I Hope This Day Is Good* - Don Williams - MCA - 52 adds
2. Shine - Waylon Jennings - RCA - 50 adds
3. Only You - T.G. Sheppard - Warner/Chappell - 44 adds
4. Someone Could Lose A Heart Tonight - Eddie Rabbitt - Elektra - 41 adds
5. Only You (And You Alone) - Reba McEntire - Mercury - 34 adds
6. I Just Came Home To Count The Memories - John Anderson - Warner Brothers - 31 adds
7. Blaze Of Glory - Kenny Rogers - Liberty - 21 adds
8. Watchin' Girls Go By - Ronnie McDowell - Epic - 16 adds
10. Lady Lay Down - Tom Jones - Mercury - 14 adds

Most Active Country Singles

1. Years Ago - The Statler Brothers - Mercury - 65 reports
2. Love In The First Degree - Alabama - RCA - 64 reports
3. I Wouldn't Have Missed It For The World - Ronnie Milsap - RCA - 60 reports
4. Red Neckin' Love Makin' Night - Conway Twitty - MCA - 55 reports
6. Lonely Nights - Mickey Gilley - Epic - 48 reports
7. Your My Bestest Friend - Mac Davis - Casablanca - 45 reports
8. Rodeo Romeo - Mo Bandy - Columbia - 45 reports
9. The Sweetest Thing (I've Ever Known) - Juice Newton - KRLX/Kantol - 42 reports
10. Tell Me Why - Earl Thomas Conley - RCA - 41 reports

Country Boom Tightens Ads As Radio Competition Intensifies

(Continued from page 24)

...and contemporary, R&B, whatever — has had a good book. The people say it's because of the wonderful programming, the tremendous talent on the air, the disc jockeys, the super-sounding commercials — the overall sound of the station. However, when they have poor ratings, the blame is placed on the music, so they cut the playlist.

Although a recent Cash Box survey of 45 reporting stations indicated that only eight had actually cut the number of records being played, E.A.'s Hippe feels it's the start of a trend, also indicating that "small stations would not have changed because those people are always the last" to follow the major market example. Interestingly, although Hunter had no knowledge of any stations who cut their playlists, seven of those eight are in major markets: KKEC/Oklahoma City, KNEW/Oakland, KCXK/Kalamazoo, KDKX/Chicago, WIRE/Indianapolis, KPLX/Dallas, and WKHK/New York.

While fierce competition in the radio marketplace has certainly affected playlists, the massive influx of artists jumping on the country bandwagon is also creating problems. "There are so many more artists in the country field today than there were a year ago," Saporiti notes. "Artists from other fields like Paul Williams and movie stars like John Schneider and Burt Reynolds — people like that who never would have thought about putting out a record one year ago — are all putting out their own records now. That's making it tight, especially when you consider all the new artists coming in that are legitimate country."

King at KKKY and West at WELA both noted that they currently receive a much larger number of records on a weekly basis than they did just one year ago, due mainly to the increased number of independent artists.

Like many promoters, independent and label-affiliated alike, Saporiti fears that the current trends could lead to a situation like that in Top 40, where most stations adopt "wait-and-see" and "play the hits" approaches. He admits, however, that it is also possible that the artists and stations that are not quite as dedicated to country will be weeded out through the competition. "It seems to be cyclical," he states. "I think it's going to fragment to some degree, and there will be different kinds of success among the country stations. I think that's what's going to happen; we're already beginning to see it. Here in Nashville, WSKY is real strong in the country district and you've got both WUSW, which is the other extreme, real current and hip, and then you get WJLB right in the middle. It will definitely spread out."

Country Mike

WJBK Promotes First Station TV Taping — WJBK/Nashville, in conjunction with Jim Owens Prods. and PolyGram Records, recently ran a special week of promotional activities around the premiere of "Friends," the network television special, Oct. 29. Tickets to the Statler Brothers taping at Nashville's Tennessee Performing Arts Center were given away throughout the week participating WJRB sponsors, or live on the air-giveaways. Area listeners also had the chance to win the Statlers' latest "Years Ago" album, and ticket and album winners qualified to win Statler album banquet, WJBK program director and morning man, Don Keith, opened the taping by welcoming the audience and introducing them to the station staff. Also featured in the Statlers' first television special were Barbara Mandrell, Conway Twitty, Brenda Lee, Janie Frick, Roy Rogers and Chet Atkins.

Personality Profile — In the midst of studying auto body design at Macomb County Community College, Hunter Magdzyn determined he would forfeit his accumulated credits and return to his hometown of Detroit to pursue a career in broadcasting. Gramzay graduated from the Spec-a-Howard School of Broadcast Arts in 1971, spent a short stint handling a part-time position with WLOR/Toledo, then spent the next several months with WCBY/Sheboygan, Mich., and WMC/Sandusky, Mich., his first country station. In 1972, Gramzay landed a position with WHLS/Fort Huron, a contemporary formatted station, which he stayed with until 1975. In early 1976, Gramzay moved to Flint and contemporary WTRX to do the mornings and weekends with WNBC-FM, Detroit's easy rock. In 1978 Gramzay took a position doing the all-nilers for WCAR/Detroit, a station recently purchased by Gene Autry. In 1979, when WCAR changed call letters and formats to WCXJ and country, Gramzay was asked to remain and do the 6-10 p.m shift. Following WWWW/Detroit's move to WABC/New York for January 1980, Gramzay returned to Detroit and is presently handling the morning drives for the powerful new country station.

West Named At WGTO — Jackie West, recently selected as the small market Disc Jockey of the Year by the Country Music Assn. (CMA), has been named program director of WGTO/Cypress Gardens. WMC Jock Married In Control Room — At the stroke of midnight, Nov. 1, Les Tivers, midnight-6 a.m. jock for WMC/Memphis, was married to Suzanne Cody Self in the WMC control room. Tivers, a six-year WMC vet, and Self, an amateur country songster and performer, met at Bad Bob's nightclub during a WMC promotion and talent showcase. Due to the rather cramped quarters in the WMC control room, it was a small, quiet ceremony with only a few members from the taping crew. "BARTENDER OF THE WEEK" Contest At WHK — Wild Bill Wilkins should have fun with this one. Beginning Nov. 2, WHK began "a Bartender of the Week" contest. Afternoon drive personality Bill Wilkins will pick a joke to present over the air from the collection he has gathered from his many bartender friends throughout the Cleveland area. The creator of the joke will receive a Bill Wilkins iron-on patch and will become eligible for a "Joke Off" between the daily winners at the end of the contest, providing some sense of sobriety is maintained and his words don't become too garbled, the Grand Prize winner will be a guest DJ on Wilkins' show.

Teer Tapped At WYDE — David Teer has been elevated to the position of program director for WYDE/Birmingham. Teer replaces Johnny King, who has moved to cross-town country rival WVOX.

Nelson Named At KNZU — Bruce Nelson has been named to the program director position at KNZU/Houston, a one-and-a-half year vet with the east market powerhouse, replaced Larry Vance, who has exited for the manager's post at KYC/Katy/Beaumont.

KIX 106 Celebrates First Country Birthday — KIX 106-FM/Dallas/Fort Worth, in conjunction with Dr. Pepper, is giving away 18,000 tickets to the Nov. 15 Eddie Rabbitt/Crystal Gayle concert at Reunion Arena, in celebration of its first country birthday. This station's program director, Randy Low, a former DJ at WOYK/St. Petersburg, was asked to produce his own contest. "We thought this promotion would be well-received by the Dallas/Fort Worth area audience, but it far exceeded all our expectations. Today, we are proud to offer 18,000 tickets to our listeners, who have been aware of such a young station."
THE RHYTHM SECTION

FROM THE ENDLESS TO ETERNITY — It would seem simple for a guy like Rodney Franklin to stick with pure jazz and become a proficient, highly acclaimed but obscure talent. Or, Franklin could just buy into the R&B inflected funk-romp-bonanza enjoyed by so many talented players in search of rent money. Instead, Franklin has tried to fuse the energy of popular music with the headiness of bebop, the accessibility of today's jam timelessness and the timeless transcendentalism of jazz. And the fusion has worked for Franklin who, at the ripe age of 23, has long been recognized as a prodigy at the piano and has won many prestigious honors and kudos for his straight playing. "I was raised on jazz," Franklin said. "Jazz. I was brought up in a big band and big band style."

Franklin's endeavors have taken him to the Los Angeles Thunderbirds, a gig that brought him to New York City and a spot on "Saturday Night Live." He has worked with the likes of Lionel Hampton, Milt Jackson, and Shadow Wilson. He has also performed with the likes of Louis Armstrong, Duke Ellington, Miles Davis, and Art Blakey at the Montreux Jazz Festival in Switzerland.

Franklin has been nominated for a Grammy Award for his work with the group, The Meters. In 1981, he released his first solo album, "Endless Love," which contains one of his classic songs, "I'm In Love with You." The album was a commercial success, reaching #2 on the Billboard Top 200 chart and #1 on the R&B chart.

Franklin's most recent album, "The Rhythm Section," is a collection of songs that showcase his talent and creativity. The album features a mix of jazz, funk, and R&B influences, and it is a testament to his versatility as a musician.

Franklin is currently touring in support of his new album, and his live shows are packed with energy and musicality. He is a true master of his craft, and his music is sure to delight and inspire audiences everywhere.
**UP AND COMING**

**YOU — THE S.O.S. BAND — TABU/CBS**

**TOO MUCH TOO SOON — T.S. MONK — MIRAGE/ATLANTIC**

**EVERY HOME SHOULD HAVE ONE — OWS/LEANER BROOKS**

**QUICK SLICK — SYREETA — TALMA/MOTOWN**

**GET ON DOWN TO THE MUSIC — COLORS — BECKET**

---

**BLACK RADIO HIGHLIGHTS**

**WIGO — ATLANTA — QUINCY JASON, MD — #1 — EARTH, WIND & FIRE**


**WATV — BALTIMORE — CURTIS ANDERSON, MD**


**WATV — BIRMINGHAM — STAN GRAINGER, MD**

HOTS: Kool & The Gang, Shalamar, M. Henderson, Isley Brothers, Earth, Wind & Fire, Sequence, Or...
Wayman noted that a proposed bill to amend the 1976 Copyright Act was before the Senate (Cash Box, Nov. 7). HR 4808, had received some 30 co-sponsors to date, which an aide to Rep. Paulette Jordan (D-Okl.) had described as "enormous." Along with a similar one proposed by Rep. John J. Duncan (R-Tenn.), HR 4783, had been referred to the subcommittee on Courts and Civil Liberties of the House Judiciary Committee, but as of yet no hearings have been scheduled. As reported, the Senate bill, S 1758, introduced by Sen. Dennis DeConcini (D-Ariz.) and co-sponsored by Sen. Alfonse D'Amato (R-N.Y.), has been referred to the Senate Judiciary Committee and hearings on it are scheduled to take place on or about Nov. 13 (Cash Box, Nov. 14).

**Similar To Sony Suit**

In conjunction with the filing, Universal also made an announcement that it would file suits against rental operators who had been accused of releasing the tape to one previously made by Walt Disney Prods. (Cash Box, Nov. 14), according to Universal attorney Stephen Kroft of the firm of Hoag, Tillman, Moulder & Asman. The release stated that the studio "does not seek relief against any homeowners who happened to buy the tapes at their local discount store and used them only in their homes to make off-the-air recordings of television motion picture or private non-commercial occasions." Kroft added that there is no intention of suing home owners who have purchased the tapes

**Pittman Nesmith Set For Nashville Music, Vid Forum**

NASHVILLE — Robert W. Pittman and Michael Nesmith are two of the confirmed panelists participating in "The Music in the Video Forum," the first in a series of educational forums presented by the Nashville Music Assn. (NMA). Scheduled to be held Nov. 20 at 4 p.m. at Bullet Studio here, the forum is sponsored by Broadcast Music, Inc. (BMI) and will be moderated by Frank Stellman, BMI's vice president.

Both Pittman and Nesmith, as well as the additional panelists who will be announced prior to the forum, will be addressing the video industry. Pittman, currently vice president of programming at the Warner Amex Satellite Entertainment Company (VASEC), MTV; The Music Channel, operation, joined VASEC after a stint at NBC Radio, where he was program director prior to that, he was executive producer and host of NBC-owned and operated stations"Album Tracks." He was also program director at WPEZ Radio in Pittsburgh and NBC's WMAQ Radio in Chicago, prior to his move to New York.

Nesmith, former member of the Monkees, became interested in video in the early '70s via a clip he created to accompany his single release, "Ro." After establishing Pacific Arts, he created "Popclips," a music video program for Warner Amex's Nickelodeon cable channel. The shows were greeted with such success, Warner Amex launched its MTV channel in August. Nesmith's first complete video release was "Elephant Platters." The forum is free of charge and open to all members of the music and video industries, as well as to interested members of the public. Information is obtained from the NMA, which recently relocated to 14 Music Circle East, Nashville, Tenn. 37209 or call (615) 612-249-NMA. Current membership of the organization totals more than 600, including 75 founding contributing members by companies and corporations.

**Right To Tape** Committee Formed In Response To Suit

(continued from page 5)

Kroft stated, "What we don't like is the fact that these manufacturers are selling a product knowing that it is going to be used in copying tapes, working robbery copyright holders of their well-earned income. I can't believe that there are any people who pay the end, and I can't think of anything more unfair." Kroft also noted that "Universal's" suit, which names nearly 40 defendants, "was expected." However, Kroft declined commenting on the reasons why Walt Disney Prods. has not opted to join the plaintiff in this suit as it did in the one brought against Sony Corp., et al, almost five years ago. Peter Nolan, Walt Disney Prods. senior counsel for copyright matters, reiterated the announcement made by the company two weeks ago by saying "our intention is to settle this through legislation for the future." To this end, Nolan said Disney is in the process of drafting proposed legislation, in conjunction with the Motion Picture Assn. of America (MPAA), which the company contends would provide a "workable" replacement for the MPAA, will introduce in the near future. Such legislation, according to Disney, "will make it possible for ... " That "will" bring about future "safeguards" that "will prevent misuse of creative product." When questioned as to why a private individual was named in the original brief filed by Universal and Disney when the company now states that it "has no intention of suing any other plaintiffs, exclusive of individual" to interfere with the practice of home video taping, Nolan stated that it was "a technical necessity."

A Techniquality

"We had to enjoin an individual to show the court that there was infringement in the home," stated Nolan. "It was purely a technical requirement. One of the reasons for the lawsuit was to make a point. To show that there is an individual against individuals, Nolan said, "would be bizarre for a family-oriented company like ourselves." Kroft pointed out naming that Point individuals in suits such as the one recently filed was not necessary.

However, EIA/CEG's Wayman was quick to emphasize that as long as the decision made by the Ninth Circuit Court of Appeals continues to stand, "the consumer is by no means off the hook, regardless of what Universal or Disney might say. Under that decision, home-tapers along with manufacturers, dealers and others, can be still held liable for copyright infringement, and that will remain until the day the decision is either overturned or overruled or laws are passed.

Nashton added, in a similar note, that the EIA/CEG's amicus curiae brief on behalf of Sony Corp., in regards to its plea for a rehearing en banc before the Ninth Circuit Court of Appeals, had been accepted (Cash Box, Nov. 14).

**RIAA, SPARS Form Recording Committee**

labels were represented at the seminar, along with an equal number of recording studios, and seven equipment companies, according to SPARS' negotiations director. Jones Wells and BSR (USA) Ltd.'s John Scott were among those who reviewed the recent developments in disc and pre-recorded tapes.

Progress in the field of digital recording was also discussed during the seminar.

**SPARS HONORS SIGMA'S TARSIA**

Sigma Sound Studios president Joe Tarsia accepted a plaque designating him as chairman emeritus for the Society of Professional Audio Recording Studios (SPARS). Oct. 29. Newly-elected SPARS president Catherine Fithian (WAMC) and SPARS member James R. Allen (I) made the presentation during SPARS N.Y. Road Show.

Dandridge and Houston areas in September. The decision was made after a number of blue movie titles named in the complaint and more than 80 cassettes were obtained in seizures at Atlanta's Western Video (as well as the company's Houston headquarters) and Detroit's Sam's Video-Ad Cagendas and Consumer Moratorium Here — Magnetic Video is still in the process of ironing out the details for its long-awaited rental plan, which, according to a company spokesman, "should be announced before the end of the year." The president also stated that "we will be their chargers," the 20th Century Fox has recently put up a "moratorium" on 20 of its top-selling pre-recorded video-cassette titles, including Butch Cassidy and the Sundance Kid. Sound of Music, The Rose, Norma Rae, The Graduate and Patton. Mag Video has instituted a similar moratorium on its titles, and the Warner Bros. company has imposed a "suspicious" move.

**VIDEO SOFTWARE NOTES** — Jeff Franklin's Franklin Media and ATI Video Enterprises has been named exclusive reps in North America for all BBC Video product for cassette and disc. While the BBC has already released its cassette of their show "Wedding From Franklin," has numerous "how-to," sports and documentary titles, such as the cult-fave Training Dogs the Woodward Way, expect a major thrust in the area of music video. As chairman of American Talent Int'l., one of the music industry's top booking agencies, Franklin's expertise is in the music area and BBC has an extensive catalog of music-oriented titles, beginning with Deep Purple — California Jam and Toyah at the Rainbow, and including Year of the Child Rock Concert; Old Grey Whistle Test; Cliff Richard in London: The Big Time — Shena Easton, Pop Star; Rock Goes To College; Dire Straits; and Stevie Wonder — Innervations, among other titles. Expect a Sept. 32 start for the agreement. MCA Video topped it with an American Werewolf in London: An Evening With Ray Charles. How to Watch Pro Football (in the video disc format, an interactive release), The Incredible Hulk and Alan ALDA's The Four Seasons, in both cassette and disc ... Mag Video announces that The Muppet Show has been leased to NIAA/Vidz platinum video release The African Queen, The Stunt Man and The Graduate, has received RIAA/Videod gold ... The Story of O took first place in sales for the month of October at the Video Shack chain of now eight-strong N.Y. outlets. It's not surprising, since a large part of Video Shack's business is in adult-oriented features, and owner Art Morowitz brought the rights to The Story of O through his A&H Video Sales Reps. firm.

**VIDEO CLIPS** — At press time, we learned that RCA planned to tape Sentinel Ladybug by Bob Welch during October. RCA has planned a screening test Nov. 19 at the Roxy in N,A for a forthcoming SelectaVision video disc release. More info come to. T-Rex fans will be pleased to know that a video of Marc Bolan's "You Scar Me To Death," taken by a TV broadcast in 1977 just prior to the singer's death, has been released on a number of dance rock clubs thanks to Rock America. It's part of the promotional service's October releases. As part of its specials, Rock America is presently renting a 50-minute collection of David Bowie's promo clips, as well as clips by Roxy Music. For further info on these items or questions on other services, write Soft Focus Productions/Rock America at 41 E. 20th St., New York, N.Y. 10003 or call (212) 475-5791

(Copyright Infringement: The Suits Go On — The Sony Betamax case may be the most significant legal fight concerning copyright infringement in the video industry at the moment, but there has been plenty of activity on the street level. Seven motion picture studios and three record companies have brought more than 300 cases against rental operators. The most recent court decision involved a group of 12 plaintiffs, a combination of large and small rental operators, who claimed that the defendants were engaged in trajectories over the course of the past six months, but this represents the first actual litigation, with the "Godfather" case being an example of one.
SATURDAY NIGHT AT THE VILLAGE VANGUARD — Art Pepper — Contemporary 7644 — Producer: Lester Koenig — List: 8.98

The final volume in a trilogy of recordings documenting Pepper's 1977 stand at the Village, this LP also serves as a fine introduction to the alto man's style, featuring a relaxed ballad ("You Go To My Head"), a slave-like 6/8 original ("The Trip") and an extended bop blues ("Cherokee"). Each meets west here as Pepper and pianist George Cables team up with bassist George Mraz and drummer Elvin Jones to get some surprisingly fluid results.

PHIL WOODS/lew tabackin — Omniscord N-1033 — Producer: Bill Goodwin — List: 7.98

A super session from a pair of super saxophonists, featuring an excellent rhythm section of Jimmy Rowles on piano, Michael Moore on bass and Bill Goodwin on drums. A highly spirited "Limehouse Blues" kicks things off, and the groove doesn't stop until the last note of the final tune. Woods fans will be pleasantly surprised to hear the bopper glow a lyrical clarinet on his own "Petite Chanson."

SOMETHING IN BLUE — Thelonious Monk — Jazz Man JAZ 5019 — Producer: Alan Bates — List: 7.18

Can it be that this session will really stand as the final studio recording by pianist/composer Thelonious Monk? Recorded 10 years ago in London for the Black Lion label, the trio date was the last one to be undertaken by the jazz giant prior to his retirement. Two tunes, "Blue Sphere" and "Something In Blue," make their debut, along with five other Monk standards and a cover of Gershwin's "Nice Work If You Can Get It." Able assistance by a rhythm section of bassist Al McKay and drummer Art Blakey help make the music as noteworthy as the date's historical significance.


A beautifully packaged set for the Christmas season, this compendium offers four sides of the guitarist/vocalist's most popular recordings, including several done for CTI and A&M. A 10-page booklet, complete with comments by some of Benson's producers and original artwork commissioned for this project, is also included. Hits like "On Broadway," "This Masquerade," "Breezin'" and "The Greatest Love Of All" will make the set attractive to all.

ONE, TWO, THREE JAZZ — Nickoldenson Records in the Century City (Los Angeles) Mall was the site where Just Shepherd’s Missel (second from left) recently kicked off the MCA album, “Jazzercise,” with a dance demonstration to a crowd of more than 600.

BLAISE TO FIRE THE CLUB SCENE — New York club scene veteran Blaise DiDiO will unveil his newest venture, Lush Life, at 184 Thompson St. in the Village next month. A major force in the New York club scene the last 10 years, DiDiO has been an owner of Sweet Bassett’s, and managed both Fat Tuesdays and Paulson’s. Since the change in musical policy initiated by Paulson’s last spring, DiDiO has been on the hunt for a place of his own where he could present the kind of music he wanted to, in the atmosphere he requires. "You can’t beat the location," said DiDiO when questioned about Lush Life. The spot is presently occupied by The Banana Stand, and is located in the heart of the Village. At the moment, DiDiO is negotiating with Gerry Mulligan in an attempt to get a bar/ballon saxophonist/singer’s big band for the club’s opening. Already booked to appear are Joe Pass, Max Roach, the Heath Brothers, Dave Liebman, Dexter Gordon, Steve Khan/Sheila Jordan and James Moody. Headline acts will appear Wednesday through Saturday, with Sundays reserved for special events like big bands and Monday and Tuesday earmarked for professional local acts. Patrons will be able to either slip into the club and, if those just wanting to listen from the bar will be able to get away for as little as $5. ... Incidentally, A. DiDugo, owner of the Village Gate and certainly no newcomer to the city’s club scene, will also be unveiling a new club this winter. Situated on 18th St., the club will be called First City and will focus primarily on satirical/political productions. Long rumored to be on the market for another two years with the Gate on its list of choices, a new look will be copied by the successful black vaudeville scene as a surprise. However, he told us that the new club will only “occasionally” feature jazz. Opening is presently slated for March.

MVPs — The New York chapter of the National Academy of Recording Arts and Sciences recently held its third Annual Most Valuable Players Awards for Studio Musicians at Studio B of the Columbia Recording Studios in New York on February 7th. The event, which has become a near annual tradition, has featured some of the most notable musicians on the New York scene. The MVPs, who were chosen by the studio musicians themselves, were honored for their outstanding work in 1984. The awards were presented by the National Academy of Recording Arts and Sciences, the Academy of Motion Picture Arts and Sciences, and the International Academy of Recording Arts and Sciences.

BENSON SOUL — Warner Bros. recording artist George Benson, who recently released a compilation package titled "The George Benson Collection," will make his debut on the Don Cornelius show Soul Train Nov. 21. Benson (it) is pictured above with some of the musicians who have accompanied him on recent projects.

RECORDS RECORDS RECORDS — Brooklyn-based importer/exporter/mail-order house/one-stop Daybreak Express has an interesting batch of goodies on several indie labels including previously unreleased recordings by Charlie Parker on the Vantage label. Recorded at the Roost in ’45 and ’49, Daybreak honcho Jimmy Eige tells us the recording is uniformly superior — and features Miles Davis, Kenny Dorham, Al Haig, Tommy Potter and Max Roach. Also new on the Vantage label: "The Frank Rosolino Quartet in Denmark." The Stuff Smith Quartet’s "Blues in G" featuring Kenny Drew and NHOP and the Ben Webster Quartet’s "In a Mellow Tone." Those last two are both from ’56. The Vantage label has unleashed a previously unreleased recording by the Donald Byrd/Pepper Adams Quartet featuring Herbie Hancock entitled "Live at Jorgie’s" that was done in ’61; also on VGM is "You Go To My Head" by vocalist Beverly Kelly with tenor man Bob Graf. "Brooks Kerr sitslures Fats Waller" is the title of the young pianist’s new album on Blue Whale Records. ... Soulsee has issued "Cycles" by pianist/guitarist/bassist Roger Boykin with tenor James Clay. ... Manhattan indie-distributor JOA/WDS has gotten in a "Stars" by pianist Tom Erlich on the Singularity label, and "Regeneration Report" by the Sedlton Ensemble featuring Bern Nick on Context Records. ... Dave Pell and Bill Truax’s L.A.-based Headfirst label, distributed by MCA, has just added four new titles to its fusion-oriented catalog. "Now That I’ve Got Your Attention" by keyboardists Letesel Williams, "Marlboro," by Software featuring saxophonist Mark Colby; "Rou stesso," by the same named guitarist; and "Markerless Samurai" by Osamu Futaba, a trio under the leadership of guitarist Osamu Futaba. Special guest on that one is Alex Acuna and Victor Feldman. All releases on the label are digitally mastered and receive audiophile pressing. List is $8.98.

fred goodman
CBS Country Acts Scheduled For Appearance On German Rock Show

NASHVILLE — Six CBS acts will gain exposure before some 10 million viewers in Germany when they appear on Musikladen Nov. 19, a popular television program Larry Gatlin and the Gatlin Brothers, Ronnie McDowell, Lacy J. Dalton, Janie Fricke, Bobbie Bare and Calamity Jane will be featured on the two-hour live special.

The special appearance has been

CBS Canada Sells Wholesale, Retail Units

NEW YORK — CBS Records Canada Ltd. has sold its A.A. Records, a national retail outlet, and ARS Records Canada, a national rack jobber, to Sight & Sound Ltd., a Cana-

CBS Records Canada reportedly made this decision because it wanted to get out of retailing and rack jobbing in order to con-
centrate on creating, manufacturing and distributing recorded music. Canada is the only country where CBS owned retailing and rack jobbing operations.

Regency, RCA Pact

TORONTO — Regency Records of Los Angeles recently entered into a full licensee agreement with RCA Records, Canada.

A division from Regency acts John Mayall, Herman Brood and Diesel will be forthcoming.

Teichiku Sales Up

TOKYO — Sales revenues for Teichiku Records reached 23.3 billion yen ($101.2 million) for the fiscal year ended Aug. 20. A 33.7% increase over the previous fiscal year, the sales revenues were the highest ever in the label's history.

MUSEXPO ACTION — The annual MUSEXPO international music/video convention Nov. 1-
5 in Ft. Lauderdale, Fla. was once again highlighted by seminars and showcases. Pictured in the top row at the "International Artist Development" seminar are (l-r) Steve Propas, Solid Gold Canada); Bob Menis, Warner Bros.; Danny Goldberg, Modern; Debbie New-
man; CBS; Rody Shashoua, president; Perry Cooper, Atlantic; Buddy McCluskey, RCA Latin America; and Remi Salako, Phonodisc Nigeria. Pictured in the bottom row are showcases featuring (l-r) American group Wicky Wai and EMI America/Liberty recording artist Gary U.S. Bonds.

ARGENTINA BUENOS AIRES — CBS president Hechol Cumo reported to Cashbox an ambitious plan of releases as part of the Year End campaign unveiled at the recent Villa Carlz Peter sales and promotion conven-
tion, which was termed a huge success. The campaign includes the launching of a mid-
price series named "Great Performances," featuring classical recordings, and more li-
ties added to the "Young Music" series, also in the mid-price range. The company plans to cater around 35% of the market during November and December and reports that sales have been up during the first days of November.

Francisco Vital, vice president of Tonodisc, is searching for new talent. He is staging a competition for children, whose first single with the Sport Billy international trademark and local manufacturers of the sportswear. French label's history. The company's long-term strategy is to get out of the "Young Music" series, which is becoming more successful. The label's history.

Spanish show may find a market in the U.S., even though it isn't Mexican, Cuban or Puerto Rican.

Alberto Caldeiro, commercial director of EMI, says that the Latin American trip by group Los Brillos has turned into a complete success. Designed at first as a promotional tour, the group received so many offers to appear in different cities of several countries that no money had to be invested at last, besides the strong exposure to the native audiences and the release of the CBS/Sony/Sterling. In the internal development, Caldeiro commented the good sales of melodic chanter Gian Franco Pagliaro and the outing of the first LP by Chanteur Mauro Novello.

After a successful stint at the Afrika dis-
cothèque, where she started her career, Maria with Serra Lima is now appearing at the La Cova theater to SRO crowds. Mohcin Maraffi, A&R manager of CBS Canada, reports that Serra Lima's latest album, recorded with Los Panchos (a veteran Mexican melodic group) will probably reach a sales level of 150,000-200,000 copies, having already sur-
passed the 100,000 mark. Her oncoming album already recorded, has been delayed until the first months of 1982 to avoid inter-
ference with the current smash.

EMI is reinforcing its catalog releases as part of a policy designed to concentrate eff-
orts in long running product, with new titles by Gilbert Becaud, Charles Trenet, Olivia Newton-John and other artists. This strategy has allowed the company to in-
crease its share of the market while not affecting the sales of other artists, which obviously helps the profits.

The Argentine delegates to the FLAPPF meeting in Acapulco jetted to Mexico for the gathering, which is held every two years and attracts producers from all the Spanish-speaking countries of Latin America, Brazil and a delegation of the IFPI.

INTERNATIONAL BESTSELLERS

Germany

TOP TEN 45s

1. Jon, wenn wir alle Englisch wären — Fred Sonnenschein und seine Freunde — Hansa
2. Dance Little Bird — Electronicas — Philips
4. Rain in May — Max Werner — CNR
5. Ich ziehe gleich — Udo Jürgens — Hansa Int.
6. Schicksal — Roland Kaster — Hansa
7. La Cosa — Sven Zwenkau — PolyGram
8. Vom Soon — Sven Zwenkau — PolyGram
9. Black Cat — Hansa Int.
10. My Name — Chris de Burgh — Hansa Int.

TOP TEN LPs

1. Esenciosa Romantica — Los Panchos/M.M. Serra Lima — CBS
2. Fern Affaire — Joan Manuel Serrat — Arlo
3. Disamita — various artists — K.-tel
4. Esperia — Silvio Garib — PolyGram
5. Los Exitos Del Amor — various artists — Microfon
6. Pepetita — Miguel Vargas — PolyGram
7. La Colombar — Malvao — Musik Hal.
8. Confidencias — Gian Franco Pagliaro — EMI
10. Montanaz — Ivan Zemich — CBS

Argentina

TOP TEN 45s

1. Bajo, bajo, bajo — Joaquin Sabina — EMI
2. Dance Little Bird — Electronicas — Philips
4. Rain in May — Max Werner — CNR
5. Ich ziehe gleich — Udo Jürgens — Hansa Int.
6. Schicksal — Roland Kaster — Hansa
7. La Cosa — Sven Zwenkau — PolyGram
8. Vom Soon — Sven Zwenkau — PolyGram
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7. La Colombar — Malvao — Musik Hal.
8. Confidencias — Gian Franco Pagliaro — EMI
10. Montanaz — Ivan Zemich — CBS

United Kingdom

TOP TEN 45s

1. Every Little Thing She Does Is Magic — The Police — A&M
2. Labelled With Love — Squeeze — A&M
3. Joan Of Arc — Orchestral Manoeuvres In The Dark — Dindisc
4. Happy Band — A&M
5. When She Was My Girl — The Four Tops — Casablanca
6. It's My Party — Stevie Stewart and Barbara Gaskin — Stiff
7. Good Year For The Roses — Elvis Costello — F-Beat
8. I Thought I'm Yours — Simply Red — Interspot
9. Favourite Shirts — Haircut One Hundred — Arista

TOP TEN LPs

1. Dare — Human League — Virgin
2. Ghost In The Machine — The Police — A&M
3. The Best Of Blondie — Chrysalis
4. Almost Blue — Elvis Costello — F-Beat
5. Shaky — Shakin' Stevens — Epic
6. Hot Dog Sandwiches — Nine O'Clock News — BBC
7. Greatest Hits — Queen — EMI
8. Mad Mad — Paul McCartney
9. Exit — Slade Left — Rusty
10. Still — Joy Division — Factory

Miguel Smirnoff

Cash Box. November 21, 1981
TOP 20 ALBUMS

<table>
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<th>Weeks</th>
<th>Chart</th>
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<tbody>
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<td>10/17</td>
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</tr>
</tbody>
</table>

1. **LIVE FROM LINCOLN CENTER**
   - Sullivans, Pavarotti, Honore
   - London Digital LR 7209 (21.96/2 LPs)
   - 12/8/1 LPI

2. **BEETHOVEN: Complete Symphonies**
   - Perlman/Giulini
   - Angel Digital DS 37471 (12.98/1 LP)
   - 12/5/1 LPI

3. **PERHAPS LOVE**
   - Frankie Avalon
   - CBS FM 37524 (1 LP)
   - 12/19/1 LPI

4. **PACHELBEL: Canon Two Suites**
   - Tchaikovsky 2nd and 4th in For Trumpet Andre, Pierrot, Chambon, Palladium Chamber Orchestra (Philips Digital RDA 546/8 LP)
   - 2/10/1 LPI

5. **HOLST: The Planets**
   - Aubert
   - London PAV2007 (17.96/2 LPs)
   - 2/16/1 LPI

6. **MAZART: THE SymphonIES — VOL. II**
   - The Academy of St. Martin in the Fields
   - L'Oiseau Lyre D 1680 (12.83/4 LPs)
   - 7/8/1 LPI

7. **POPS**
   - London Symphony (Philips Digital)
   - 7/5/1 LPI

8. **LIST: TCHAIKOVSKY: Nutcracker Suite; BEETHOVEN: Symphonies Nos. 5 & 6; JOCHUM: Mahler Symphony No. 8**
   - JOCHUM: Mahler Symphony No. 8 (Philips LDR 71018 12.96/3 LPs)
   - 12/25/1 LPI

9. **ENDORSE: THE Planets**
   - Del Tredici
   - London Digital LDR 71018 (12.96/1 LP)
   - 12/19/1 LPI

10. **65 YEARS ANNIVERSARY CELEBRATION**
    - Eddi Rabbitt
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

11. **MASTERS OF THE BLUES**
    - Remembering Screamin' Jay Hawkins
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

12. **STARGATE**
    - Bandleader: John Williams
    - Columbia LP 36731 (1 LP)
    - 12/19/1 LPI

13. **PLACIDO DOMINGO/_CARLO MARIA GIULINI**
    - Carla Ospina/Giancarlo Stegani
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

14. **ROLLING STONES**
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

15. **MUSICAL CAPITAL**
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

16. **VICTORIA NOSSACK: In the Mood of**
    - London Digital LDR 71017 (12.96/1 LP)
    - 12/19/1 LPI

17. **ROXY, L.A.**
    - Music lovers that let their ears travel to that outer region of jazzrock/R&B called fusion are normally more sedate than fans of one of the new fusion bands. The flutist and his band put on a show that could have headlined on another night.

18. **YELLOWJACKETS**
    - ROXY, L.A.
    - Music lovers that let their ears travel to that outer region of jazzrock/R&B called fusion are normally more sedate than fans of one of the new fusion bands. The flutist and his band put on a show that could have headlined on another night.

19. **EDDIE RABBITT**
    - The Pointer Sisters
    - MGM GRAND HOTEL, Las Vegas — Considered the number of hit country and pop crossover singles he has had, in addition to the national TV exposure accorded by his Miller beer ads, you'd think Eddi Rabbitt would be a household word by now. However, since he straddles that fine line between country and pop (with a side helping of rock thrown in for good measure), the tall, dark and affable singer hasn't yet established a singular, identifiable image, unlike some of his less successful, but more recognizable contemporaries. Unfortunately, that was perhaps the main problem that caused a less than full house here when Rabbitt made his Vegas debut recently, because it certainly wasn't his performance. During his trademark black, Rabbitt seemed as relaxed and comfortable before the older Vegas crowd opening night as he has before the crowd at, say, the Palace in L.A.

20. **Hiroshima**
    - GREEK THEATRE, L.A. — After a six-month layoff due to internal turmoil and changes, Arista recording group Hiroshima returned to performing with a rousing show before a nearly packed house on this chilly October night. Sporting a new line-up and new songs from its upcoming LP, Hiroshima "roared to the occasion before its hometown crowd. Led by composer/saxophonist Dan Kuramoto, the band breezed through its...
**CASH BOX TOP 100 ALBUMS**

**November 21, 1981**

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist</th>
<th>Weeks On Chart</th>
<th>Peak Position</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>It's Time for Love</em></td>
<td>T. Pendergrass</td>
<td>35</td>
<td>88</td>
</tr>
<tr>
<td><em>All the Great Hits</em></td>
<td>Atlanta Rhythm Section</td>
<td>38</td>
<td>40</td>
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<tr>
<td><em>Inside You</em></td>
<td>The Isley Brothers</td>
<td>37</td>
<td>41</td>
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<tr>
<td><em>Allied Forces</em></td>
<td>Triumph</td>
<td>39</td>
<td>33</td>
</tr>
<tr>
<td><em>Tonight I'm Yours</em></td>
<td>Rod Stewart</td>
<td>38</td>
<td>1</td>
</tr>
<tr>
<td><em>Willie Nelson's Greatest Hits</em></td>
<td>Willie Nelson</td>
<td>40</td>
<td>31</td>
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<tr>
<td><em>Fancy Free</em></td>
<td>Dan Dare</td>
<td>41</td>
<td>24</td>
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<tr>
<td><em>One That You Love</em></td>
<td>Air Supply</td>
<td>42</td>
<td>24</td>
</tr>
<tr>
<td><em>Circle of Love</em></td>
<td>The Steve Miller Band</td>
<td>43</td>
<td>19</td>
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<tr>
<td><em>Heavy Metal</em></td>
<td>Nuclear Assault</td>
<td>44</td>
<td>18</td>
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<tr>
<td><em>Torch</em></td>
<td>Carly Simon</td>
<td>45</td>
<td>26</td>
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<tr>
<td><em>Show Time</em></td>
<td>Dire Straits</td>
<td>46</td>
<td>26</td>
</tr>
<tr>
<td><em>Greatest Hits</em></td>
<td>Journey</td>
<td>47</td>
<td>58</td>
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**Albums**

- *Forever* by Foreigner (Atlantic, 1981)
- *Tattoo You* by The Rolling Stones (Rolling Stones/Atlantic, 1981)
- *Escape* by Journey (Columbia, 1981)
- *Greatest Hits* by French/Beaver (Capitol, 1981)
- *Bella Donna* by Stevie Nicks (CBS, 1981)
- *Abacadabra* by Genesis (Atlantic, 1981)
- *Private Eyes* by Talk Talk and John Davis (RCA, 1981)
- *Somebody Special* by Kool & the Gang (De-Lite/PolyGram, 1981)
- *Precious Time* by Pat Benatar (Chrysalis, 1981)
- *Exit, Stage Left* by Rush (Mercury/PolyGram, 1981)
- *Songs in the Attic* by Billy Joel (Columbia, 1981)
- *Never Too Much* by Luther Vandross ( Epic, 1981)
- *Do You Fool Fall in Love?* by Diana Ross (RCA, 1981)
- *Breakin' Away* by Al Jarnag ( Warner Bros., 1981)
- *Don't Say No* by Raydio (Capitol, 1981)
- *Street Songs* by Rick James (Motown, 1981)
- *Greatest Hits* by Queen (Ericka UK 564, 1981)
- *Controversy* by Prince ( Warner Bros., 1981)
- *Long Distance Voyager* by The Moody Blues (Threshold/PolyGram, 1981)
- *In the Pocket* by The Commodores ( Motown, 1981)
- *Time Exposure* by Little River Band (Capitol, 1981)
- *Beauty and the Beat* by The Quiets (MPS, 1981)
- *Feels So Right* by The Best of Blondie (Chrysalis, 1981)
- *Hi Infidelity* by Red Speedwagon ( Epic, 1981)
- *Working Class Dog* by Freeze Frame (EMI America, 1981)
- *Freeze Frame* by The J Geils Band (EMI America, 1981)
### Classified Ads Close WEDNESDAY

#### REBUILDING POLYGRAM'S IMAGE IS TOP Priority FOR Hensler

Hensler has added RS0 to join Polygram, Phonogram/Mercury and CBS as a Polygram label, but that's not formalized yet.

The second Hensler innovation will be investment in what he calls "non-radio broadcastable" acts. "We plan to release a quite number of artists that have great international stature, but have a hard time generating money," he says. "We don't treat them like Top 40 artists, of course, but if you do it right, it can be a solid business in itself, and you can have a good chance that some of them will actually break at some point."

"We just had a good example of this in the Chariotic Of Fire soundtrack by Vangelis. A half year ago, even three months ago, everybody had him in the Top 40. We've taken a group that not really radio programmable in the United States. That has changed very quickly."

#### MCA Records 3rd Quarter Profits Up

MCA attributed the success of the records and music publishing division for the three and nine months ended Sept. 30 to higher investment income, in addition to third quarter profits tied to the tax provision representing lower estimated effective annual income tax rate for the nine months that are based during the prior six years of 1981.

"Citing "disappointing results of the filmed entertainment division," MCA board chairman Lew Wasserman reported that the company's revenues for the third quarter were $230,900,000, up from $227,300,000 for the same period of 1980, while the net income declined to $378,000,000 for 1980, with a net income of $20,566,000 (86 cents a share) in 1981 compared to $43,234,000 ($1.83 per share) for 1980."

"The company's revenue for the nine-month period was $990,184,000, compared to $291,010,000 for 1980, while net income declined to $75,675,000 ($3.17 per share) compared to $101,739,000 ($4.70 per share) in 1980, which included extraordinary income of $12,275,000 (52 cents per share)."
AROUND THE ROUTE
by Camille Compasio

AMOA Expo '81 was a "super show for Gottlieb," in the words of marketing vice president Marshall Caras — and those of us who attended the convention and observed the throngs of daily visitors at the Gottlieb exhibit and the enthusiasm displayed for the products shown, can certainly attest to that statement. In a pre-convention press release Gottlieb promised to go full force into Expo and this they did, with such powerhouse equipment as "Black Hole," "Haunted House" and "Cave Man." The "Black Hole" pin was a hit before the convention and at the present rate of demand it will continue in production through November, December, and possibly beyond, as Marshall sees it. "Haunted House," the factory's new tri-level pin, which was introduced at the show, is already heavily ordered, though production isn't scheduled until January or February of next year. "Cave Man," which offers a video game incorporated into a pinball machine, is scheduled for prototype testing in mid-January. Also coming up around the middle of January '82 is the premier of Gottlieb's new video games, on schedule as Marshall pointed out, and utilizing the firm's own in-house production.

High Court Hears Arguments In Mesquite, Tex. Arcade Case
by Earl B. Abrams

WASHINGTON — The U.S. Supreme Court, which initially wrestles with weighty constitutional questions, must decide whether or not a city can prohibit youths from frequenting amusement arcades.

The case, which was argued before the nine justices last week involves an ordinance passed by the city of Mesquite, Tex., that bars under-17-year-olds from playing video games at an amusement arcade owned by Alladin's Castle, a subsidiary of Bally Manufacturing Corp. Alladin's owns about 250 such arcades nationwide.

The Mesquite ordinance also directs the police chief of that Dallas suburb to investigate "connection with criminal elements" of applicants for amusement arcades.

The court last week spent most of its time questioning attorneys on the issue of whether or not it had jurisdiction to rule on the merits of the case. Alladin's attorney, Philip Tone of Chicago, emphasized that the case hinged on state law and should not be decided by the Supreme Court. Elland Archer, Mesquite city attorney, on the other hand stressed repeatedly that Texas and U.S. basic laws are similar enough to permit the court to issue a decision. This complex jurisdictional question triggered inquiries to both attorneys by several of the justices, principally Justices Byron R. White and William H. Rehnquist.

Other justices, including newly-seated Sandra Day O'Connor, asked questions regarding the purpose of the under-17-year-old bar as that provision relates to the First Amendment. Alladin's charged that the provision violates minors' rights of association and freedom of expression. Mesquite argued that children do not have all the rights of adults.

Tone, for the arcade company, repeatedly (continued on page 42)

Record Third Qtr. Results For Bally

CHICAGO — Robert E. Mullane, chairman, president and chief executive officer of Bally Manufacturing Corp. has announced that Bally's revenues, net income and earnings per share for the third quarter and nine months ended Sept. 30 were at the highest levels in the company's history.

For the third quarter of 1981, revenues were $224.1 million as compared to $175.3 million in the same period last year. Net income of $24.3 million was 49% above the $16.3 million earned in the third quarter of 1980. Earnings per share were 90 cents compared to 60 cents per share a year ago.

For the first nine months of 1981, revenues were $675.5 million as compared to $507.8 million in the comparable period of 1980. Net income of $63.4 million was 64% higher than the $38.7 million earned in the first nine months of 1980. Earnings per share were $2.35 compared to $1.45 per share reported for the nine months of 1980. Earnings per share for (continued on page 47)
Amusement Games Mean Additional Traffic, Dollars For Record Stores

LOS ANGELES — In order to weather the present era of flat record sales, retailers around the country are constantly looking for new ways to increase store traffic and compensate for lagging revenues. With the installment of amusement games in their business establishments, many stores have found it profitable to augment the tried and true promotions of in-store marketing displays and artist appearances.

Some store managers maintain that the amusement game section in the record store is the wave of the future, citing such benefits as the games' ability to draw a steady flow of floor traffic and put customers in the store for a while to play and to generally help ease the retailer through the difficult sales periods.

Two retailers who are on the cutting edge of this new trend are Larry Schaeffer, president of The Vibrations Records stores in Miami Beach, Fla., and Bill Clark, manager of Music Odyssey in Brentwood, Calif.

Games Profitable

"The days of just being the record and tape store pure and simple are over," says Schaeffer. "You need something to supplement the income — whether it be giftware, video tapes, accessories or amusement games. A store has to be an entertainment center today, and games are really profitable for us." Schaeffer went on to say that he has approximately 30-35 games in three of the 50,55,000 sq. ft. Vibrations stores and hopes to have the same number in all six outlets by early next year. He also said the store will eventually have separate sections in the stores for both records and games so as not to interfere with in-store displays.

While Schaeffer obtains his games from several different area distributors, Clark, who currently has 20 games on the upscale level of the record store andQuoteLo, noted that both store owners and an operator for maintenance, and remain constantly aware of when the

Bally Elects New Vice Presidents

CHICAGO — Robert E. Mullane, chairman and president of Bally Manufacturing Corp., announced that three executives have been elected as corporate vice presidents of the company. They are Glenn K. Seidenfeld, Jr., corporate secretary and general counsel; James Barrett, corporate director of manufacturing, and Dr. Martin Keane, corporate director of technology.

Mullane has announced that Paul (Jock) manager of corporate accounting, has been promoted to director of financial reporting and accounting. Seidenfeld joined Bally as general counsel in 1976. Previously he had been associated with McDonnell, Will and Emery (Chicago) and served as attorney-advisor to the Securities and Exchange Commission in Washington. A graduate of the University of Illinois College of Law and Northwestern University, Seidenfeld is 37 years old and lives in Northfield, Ill. Barrett, who has been associated with Bally for 18 years, was promoted to his present position earlier this year after having served as director of manufacturing for the pinball and slot machine divisions. Before joining Bally he was an industrial engineer with the General Electric Corp. He received his degree in electrical engineering from the Industrial College in Chicago where he has served as an instructor. Barrett lives in Brookfield, Ill.

Dr. Keane served as vice president of Midway Manufacturing Company, a wholly-owned subsidiary of Bally and was assistant director of technology before being named director in 1981. He received degrees in electrical engineering from the I.I.T. in Chicago and from the University of Hawaii and he holds a Ph.D. in mathematics from Northwestern University. Prior to joining Bally, he was a research executive with General Motors Corporation.

Roeckel, who holds a C.P.A. license, is a graduate of DePaul University. For six years he was employed by Arthur Young before joining Bally in 1972.

BUSINESS NEWS

INDUSTRY NEWS

Rodstein Named Chairman And CEO At Banner Specialty

CHICAGO — Albert M. Rodstein has been elected chairman of the board and chief executive officer of Banner Specialty Company, prominent Pennsylvania distributor. At the same time, Rodstein announced that Alan Bruck, senior vice president, has been named president, and chief administrative officer of Banner and that Jerry Boyle will be promoted from vice president to executive vice president and general manager of the Philadelphia branch, where his new appointments became effective Nov. 1.

Banner Specialty Company, with executive offices in Jenkintown, Pa., and business offices and showrooms in Philadelphia, Pittsburgh and Baltimore, has been a distributor of coin-operated vending and amusement equipment for the past 65 years.

Rodstein, who has been associated with almost every aspect of the coin mechanical industry for some 45 years, has served as president of Banner since 1958. From 1961 to 1971, he also was senior vice president of Macve Company, while simultaneously heading up Banner Specialty Company. In 1971, he left Macve to devote full attention to Banner.

Bruck, who has been with Banner for the past eight years, joined the company as vice president and general counsel in 1976. He was named to the position of executive vice president at Banner in 1981.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. TROUBLE (LINDSEY BUCKINGHAM) (A&M E-47223)
2. YESTERDAY'S SONGS (NEIL DIAMOND) (Columbia 18 02604)
3. I CAN'T GO FOR THAT (NO CAN DO) (DARYL HALL & JOHN OATES) (RCA 16 00651)
4. HOOKED ON CLASSICS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)
5. THE SWEETEST THING (I'VE EVER KNOWN) (JUICE NEWTON) (Capitol 15 00548)
6. UNDER PRESSURE QUEEN & DAVID BOWIE (PolyGram 47 215)
7. COMEIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18 02621)
8. LIVING EYES BEE GES. (RSD/Pol/Gram RS 1067)
9. CENTERFOLD THE J GELS BAND (EM America 9-8102)
10. SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)

TOP NEW COUNTRY SINGLES

1. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)
2. LONELY NIGHTS (Mickey Gilley) (Elektra E-47235)
3. BLAZE OF GLORY KENNY ROGERS (Liberty P-1 1441)
4. LORD, I HOPE THIS DAY IS GOOD DON WILLIAMS (MCA 92070)
5. RED NECKIN' LOVE MAKIN' NIGHT CONWAY Twitty (MCA 5191)
6. SHINE WAY LON EENNINGS (RCA PB-12607)
7. WATCHIN' GIRLS Go BY RONNIE MCDOWELL (Epic 14-02614)
8. ONLY YOU (AND YOU ALONE) REBA MENTREZ (Mercury 5706)
9. MIDNIGHT RODEO LEON EVERETTE (RCA PB-12355)
10. PREACHING UP A STORM MEL McDaniel (Capitol P-1 4059)

TOP NEW B/C SINGLES

1. TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros WBS 44845)
2. SHARING THE LOVE RUFUS WITH CHAKA KHAN (MCA 51263)
3. KICKIN' BACK (Bill Perkins) (Hawes 4-47235)
4. DON'T HIDE OUR LOVE EV ELYNN KING (RCA PB-12302)
5. CArMe SKY (Salsoul/RCA B7 21522)
6. YOU'RE MY LATEST MY GREATEST INSPIRATION TEDDY PENORDERAS (Philadelphia INT / Epic ESS 258 2619)
7. I WANT YOU BOOKERT (A&M 2374)
8. LIL FEVER (Salsoul/RCA PLL 404)
9. (I FOUND) THAT MAN OF MINE THE JONES GIRLS (Philadelphia INT / Epic ESS 258 2618)
10. WIDE OPEN BRICK (Rang/Epic ESS 255 2599)

TOP NEW A/C SINGLES

1. WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 35883)
2. CASTLES IN THE AIR DON McLEAN (Miltencum/RCA PB-11 1189)
3. IF I WERE YOU LULU (AFLA-AP-7015)
4. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)
5. LEATHER AND LACE STEVIE NICKS (with DON HENLEY)

(Modern/Atlantic MR73411)

Gill Williams

Williams To Set Up Stern Ireland Plant

CHICAGO — Gill Williams, a veteran executive of the coin machine industry, has been appointed corporate consultant by Stern Electronics, Inc. In this capacity, he will supervise the establishment of a full-line Stern manufacturing facility in Limerick, Ireland, which is scheduled to begin production of video games in January of 1982.

Williams formerly served as vice president of manufacturing for Atari, where he directed the establishment of Atari's manufacturing plant in Ireland in 1979. He currently operates

William's Irish subsidiary will be headquartered in Brentwood, Calif. Williams plans to introduce the Stern line of amusement games to Ireland and also to maintain a national presence throughout the United Kingdom. He also will be responsible for the design and development of new amusement products which may be developed in the future by Stern Electronics, Inc.

Williams, who has been associated with the coin machine industry for more than 20 years, has served as vice president of Banner Specialty Company, which in 1968 acquired the assets of the old International Amusement Exhibition (ATE) and Exchange which hosted the American Toy & Electronic Show (ATE) in Cleveland, Ohio.

"I am extremely pleased to have Gill Williams join our organization as corporate consultant," said Robert Seidenfeld, Jr., chairman and president of Stern Electronics, Inc. "He has extensive experience in all aspects of the coin machine industry, and I am confident that his expertise will contribute to the growth and success of our company's Irish operations."

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams

Gill Williams
INDUSTRY NEWS

AROUND THE ROUTE

Record Third Qtr. Results For Bally

The first nine months of 1981 already exceed the entire year 1980 earnings per share of $1.97, as adjusted for a pooling of interests completed in 1981.

Net income for the first nine months of 1981 includes $2.6 million (10 cents per share) resulting from the sale of property. Property sales netted $6.9 million in the quarter and there were no comparable gains in 1980.

Commenting on the third quarter results, Mullane noted that "revenues and earnings of Midway Mfg. Co., our video game manufacturing division and Aladdin's Castle, Inc. are also pleasing with the results of Bally's Park Place in view of increased competition attributable to the opening of additional hotel-casinos in Atlantic City." Mullane also noted that "strong cash flow from operations has enabled the Company to make a nine $51,000,000 of long-term debt during the first nine months of 1981."

Video Games Hit In Record Stores

(to continue on page 40)

ATE Expicts Big Turnout For 1982

Exhibition will be open between noon and 6 p.m. on Monday (21) as a special "trade-only" day with restricted admission.

The ATE is sponsored by the British Amusement Catering Trades Association and organized by Amusement Trade Exhibitions Limited of London.

Further information and details about pre-registration at special prices may be obtained by contacting British Amusement Catering Trades Assn., Bacta House, 122 Clapham Common North Side, London SW4 9RP England (phone: 01-228-4107)."
Supreme Court Heats Arcade Case

(continued from page 39)

underscored the premise that the direction to the police chief to investigate criminal connections was constitutionally illegal since the phrase was too broad and too vague. Archer insisted that the provision was an instruction to the police chief, not a standard.

Suit Filed In 1977

Alladin's Castle filed suit against Mesquite in 1977, seeking a license to operate at the city's Town East shopping center.

In addition to the requirement that persons under 17 be accompanied by an adult, the company challenged another part of the Mesquite ordinance that included the criminal element provision.

Although two lower federal courts have held that the law on "criminal elements" is so vaguely worded as to be unconstitutional, U.S. District Judge William M. Taylor originally upheld Mesquite's age restriction. However, the federal appeals court in New Orleans ruled a year ago that the city's ordinance violated the constitutional rights of persons under 17 to associate with one another.

Mesquite officials appealed the decision to the high court, arguing in a legal brief that they are "better able to judge than the judiciary" what harmful effects video and pinball games may have on young persons in Mesquite.

The Supreme Court is expected to take anywhere from three to six months to issue a decision in the case.

Rodstein Named

(continued from page 41)

president and general manager of the Philadelphia branch and was promoted shortly thereafter to the post of senior vice president.

Prior to his tenure at Runnem, he was vice president of the Keystone Region for Mackle Company. He attended Temple University, is married and the father of three children.

Boyle, who has served as a company vice president for the last five years, started with Mackle as a parts manager in 1964. He also previously served as a sales executive and an administrative coordinator for customer service. Prior to joining the firm, he was employed by a Philadelphia area vending machine manufacturer.

New Equipment

Space Challenge

Centuri, Inc. has announced plans to begin immediate marketing of "Challenger," the latest in the company's line of video space games. The new piece was included in the product lineup displayed by Centuri at the AMOA convention.

Developed and manufactured by Centuri in its Hialeah, Fla. facility, "Challenger is a space monster blast-'em-type video game that is fast-paced and high-scoring, and incorporates 16 phases of increasingly difficult play to test the skills of the most proficient player," noted company president Ed Miller.

The name of the game is particularly appropriate, as Miller pointed out, since Challenger tests the ability of even the most serious game player. At the start, the player is confronted with up to 10 large energy rings that move randomly around the screen. As the player blasts an energy ring, 100 points are displayed on the screen, and the ring is replaced by two smaller ones. Each smaller ring, in turn, carries a score of 200 points and also divides into two still smaller energy rings, for which the player can earn 400 points each.

In the single-player mode, play ends when all spaceships are destroyed; in the two-player mode, play alternates after each ship is destroyed, with players continuing from the point at which their last ship was knocked out.

During each phase of the game, "space bogeys" appear on the screen at random locales and for varying lengths of time. The player can skillfully avoid the bogeys until they disappear from the screen, or can win 500 extra points by blasting a bogey.

Challenger incorporates three new game features: warp control, triple guns and a Super Bomb. With the activation of the warp control, the space ship becomes smaller and moves to the top of the screen where the image is reversed, allowing the ship to fire back toward the center of the screen. The triple gun allows the player to "shotgun" out of difficult situations.

The game's ultimate weapon, however, is the Super Bomb, which can be activated only once for each ship and which destroys every object on the screen, giving the player additional points. The bomb is lost, however, if the ship is destroyed before it firing.

For added challenge, there's a "Bonus Bug" which walks across the bottom of the screen at random intervals, flashing bonus points, then stopping and counting down, with points ticking away, but the points are lost if the spaceship fails to link-up with the bug's nose.

Challenger will be available through Centuri's distributor network. Further information may be obtained by contacting Centuri, Inc., 245 W. 74th Place, Hialeah, Fla. 33014.

Man In Motion

"Kaos," an all new vertical maze game, made its debut at the AMOA show in Chicago in October. It is Game Plan's first design in the video field and everything from hardware to software has been created by Game Plan personnel.

The game, on a 19 inch full color upright monitor, features a little man chasing dollars, and if he doesn't catch them, they drop to the bottom of the screen and turn into dragons which then try to catch the man. The man must be kept in motion by the player or he drops out of action at the bottom of the screen.

The man has an opportunity to turn into a king and slay the dragons. The whole idea of the game is to build points by gathering dollars or slaying dragons; and not losing the little men. Men move faster than dollars, dragons faster than men.

The unit features eight different video screens that flash on in sequence and as the game progresses, the sequence is speeded up thus adding to the difficulty of the game and increasing skill. The game is also programmed to have bonus men for reaching 10,000, 30,000 and 60,000 points.

In addition to the man bonus, the machine can also deliver the money units, called Erics on the same point basis.

The game is over when the player has lost all of his men. This unit pits player against man and can be played by one or two players.

Multi-color horizontal bars with small gaps from the vertical maze. Key to the difficulty is an invisible bar that makes travel to the top of the screen difficult and exciting.

Further information and descriptive color literature may be obtained from Game Plan, Inc., 1515 West Fullerton, Addison, Ill. 60101.
10 NEW REASONS TO PARTICIPATE AT MIDEM SPECIAL 82

Palais des Festivals - Cannes France

1. **Save time and money**
   Shorter duration: five days concentrated into one working week; Monday 25th through Friday 29th January 1982.
   Air and accommodation rates: special prices with up to 40% off standard rates.

2. **Video tunes into music**
   We’ve heard your artists - now let’s see them!
   Top-quality video equipment available to MIDEM participants:
   - Video and television screens installed on all stands;
   - TV projectors and video rooms in the Palais des Festivals for non-stop screening of productions.

3. **Display of the latest technology**
   On the theme “From video to digital”, presentation and demonstration of videodiscs, compact discs and digital equipment.

4. **Consolidate today and prepare for tomorrow: round tables**
   A unique event where industry specialists will be face-to-face with outside experts, economists, sociologists, to debate current problems and to redefine the future of your profession.

5. **Star-studded galas and concerts**
   - Creation of the “MIDEM Awards”, presented to artists and groups in recognition of “Success of the Year 1981”.
   - “World Trophies”, awarded in the presence of the artists to the best “Video Clip” productions.

6. **Exceptional contacts: heads of variety entertainment from radio and television invited to Cannes by MIDEM**
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### Le Grand Tour of America & Canada

#### November 81-February 82

**Featured Single:** "Young Turks" WBS 49843

**Produced by Rod Stewart & Jim Cregan.**

On Warner Bros. Records & Tapes. (BSK 3602)

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