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 videorooms 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
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10. Prices unchanged
    - Stand prices in 1982 will be identical to those charged in 1981 (as at 1st November 1980).

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EDITORIAL One Step Closer

As the old year winds down and the new year approaches, it was indeed good news last week that Chrysalis and A&M had become the latest to announce support for the landmark National Assn. of Recording Merchandisers (NARM) institutional advertising campaign. With the addition of the two prominent West Coast independents, implementation of the plan came another step closer.

Entering this year's holiday season, the effects of the NARM "Give the Gift of Music" campaign are increasingly obvious. Even without the network TV, major market radio and national consumer/lifestyle magazine advertising proposed by the new plan, the extensive use of Gift of Music merchandising materials and advertising tools has already proven extremely useful at the retail level.

With that in mind, it seems to follow that the full realization of the institutional advertising campaign will only amplify the positive effects of the Gift of Music push. In a time when shifting demographics, recession, inflation and new competition (especially in the area of video games) have turned traditional markets upside down, it is imperative that the music industry reposition itself and go after new consumers.

Music as a gift is certainly not a novel idea, but NARM's campaign holds the potential of breaking open vast new markets in relatively untouched demographic categories. As disposable income continues to decrease for the population in general, the fact that most people will buy gifts anyway certainly provides food for thought.

NEWS HIGHLIGHTS

- Economic outlook tempers retail expansion for 1982 (page 7).
- First anniversary of John Lennon's death marked by numerous radio specials (page 7).
- Video dealers plan massive year end promo push (page 7).
- "I Love You Tonight" by Rick Springfield is the top Cash Box Singles Pick (page 9).
- "CHANGESTWO" by David Bowie and "O Love Rock 'N Roll" by Joan Jett and The Blackhearts (new and developing artist) are the top Cash Box Album Picks (page 11).
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AGENCY REP.
Norby Walters & Associates
On December 26, 1981, CASH BOX will publish a Special Double Issue highlighting the year in Music, Radio, Coin Machine and Home Entertainment. In-depth articles and features, the CASH BOX Year-End Polls and much, much more will be included in this special issue. It's the perfect vehicle for your advertising message.
Heavy Christmas Product Push For Video Suppliers
by Michael Glynn

LOS ANGELES — With both the major video software suppliers and independent hardware suppliers depending more on Christmas purchases than on any other segment of the year, many suppliers are focusing their marketing efforts more heavily on promotional efforts relating to Christmas purchases than ever before.

Companies such as Warner Home Video Inc., are undertaking large-scale promotional and advertising campaigns during this period, although not necessarily linked to any specific theme or product. Not surprisingly, although many companies, particularly independent suppliers, are promoting select titles during Christmas, as well as other promotional events, Christmas packages, including such standard point-of-purchase aids as posters, banner displays, brochures and release sheets.

Even companies with rental-only programs, such as Warner Home Video, are undertaking large-scale promotion and advertising campaigns for Christmas purchases, as well as other promotional events.

First Anniversary Of Lennon's Death Marked By Numerous Radio Specials
by Dave Schulps

NEW YORK — In all likelihood, the government's appeal of the dismissal of guilty verdicts in the Sam Goody Inc. tape counterfeiting case will not be heard until January.

The appeal is on the July 27 decision by Federal District Court Judge Thomas C. Platt to dismiss the guilty verdicts against Sam Goody, Inc., the New York-based retail chain, and its president, Sam Stolben, on charges of copyright infringement and interstate transportation of stolen property.

Although both parties were told to be prepared to argue their cases before the Court of Appeals for the Second Circuit here last week, a defense lawyer told Cash Box that because of the heavy case load currently before the court and the holiday, the case has been placed up to 200 dates.

Creative Factor is offering a three-hour special that is basically an update of a tribute the syndicator put together at the time of Lennon's death. At that time, according to Creative Factor's Tom Sharon, the program offered interviews with a number of close Lennon associates, including Tom Stoppard, John Lennon's former manager, and George Martin. "This year we've taken the vantage point of one year later and went back and talked to the same people. We've attempted to ascertain the place John Lennon has in history, especially in the light of all the assassination attempts of the last year," Shaw said.

Don Blue hosts the program, which consists of three 48-minute blocks. It is available for airing on either the 5th, 6th or 7th of December. For 250 stations have taken the show, according to Sharon.

Economic Outlook Tempers Retail Expansion For 1982
by Michael Martinez

LOS ANGELES — Uncertainty over President Reagan's economic policies cast a shadow on retail expansion plans for 1982, according to a Cash Box survey.

Faced with sluggish sales, compounded by rising unemployment throughout much of the U.S., record retailers are concerned that consumers may become even more cautious and spending power is restored, according to James.

Despite uncertainty about the short-term outlook, many retailers will proceed with planned expansion plans geared toward reaching upscale customers.

Characterizing his chain's expansion as a matter of survival, Michael Alaindeff, head of the Buffalo-based 21-store Cavages web, said because the economy in the Buffalo area is so depressed, his chain will be looking in areas where there was a more viable, stable economic base.

Richie said that Cavages is looking to add four stores in 1982, in addition to acquiring a three-store chain by the end of 1981. He said, "Most of our expansion will be outside Buffalo, because the economy here is the second worst (to Detroit) in the country.

He added that other areas of upstate New York might be more viable economically than Buffalo because the city's economy is tied to the automobile industry.

Record Bar head Barrie Bergman, who saw his chain grow by 30 stores this year, bringing the total to 140, said that expansion will slow down considerably in 1982, "so that the chain's resources — capital and people — won't be stretched too thin.

"We may open 15-20 stores this year, and the deals for most of those were established two years ago," Bergman added.

He said that the chain will "continue to look for expansion to where the opportunity is there," because Record Bar continually looks to expand into new areas.

John Marmaduke, president of Western Merchandisers, parent company of Hastings Books, Records & Video, echoed Bergman's sentiments that expansion is a product of opportunity rather than convenience. He added, however, which also includes the 24-store Record Town chain and the 29-store Disc Records chain acquired earlier this year, will only be expanding by three to six stores.

Martin Spector, founder of Miami-based Spec's Records, also supported the caution approach toward store expansion. He said he is not looking to expand the 14-
Tighter Immigration Policies Hinder Touring Musicians

by Marc Cetner

LOS ANGELES — While America has always welcomed cultural exchange with other countries, tighter immigration controls and pressure from the nation’s unions have made it increasingly difficult for foreign musicians and their road crews to obtain temporary visas for the U.S. At one time admittance into the country via a temporary work permit was automatic for musicians and roadies and entourages, but a number of factors have contributed to a change in immigration policy over the past few years.

There are now more than 10,000 temporary visas currently available under U.S. law, but non-immigrant workers paid in the U.S. fall under the "H" visa category. Different from the infamous "green card" that allows for permanent residency in the U.S., the H-1 and H-2 are applicable to a band on tour or the visiting record executive in the country temporarily on business.

The more desirable and easily obtainable visa of the two is the H-1 group, which applies to alien workers of distinguished merit and ability. The H-2 refers to alien workers who will perform temporary labor services if qualified unemployed Americans are unavailable for the job.

Acquiring both of these visas has become more difficult over the past few years, according to Daniel Hesse, super-vision immigration examiner for the L.A. branch of the Immigration and Naturalization Service (INS). One area that INS officials have clamped down on, says Hesse, is "the H-1 provision, which allows accompanying aliens such as roadies and technical assistants to enter the country on the same application as the act or manager."

No More Free Ride

There were too many people riding into the country on the back of a band," says Hesse, "so a year and a half ago we became more stringent as to who came in as part of a group's entourage. We now call for proof of some years of employment and establishment of the fact that a roadie or technical person's services are essential to the act."

A closer look at the necessity of accompanying aliens on the H-1 application and a more careful examination of those who apply for the H-2 visa (intended for skilled workers who are in short supply in the U.S.) have also been stimulated by pressure from American unions, says Hesse.

"The unions have indicated they have people of sufficient skill and technical ability to do the typical road crew member's job," explains Hesse. "And now it must be proven that roadies, engineers and technical assistants are somebody unique."

But perhaps the chief ongoing problem that applicants are faced with is an understanding of the visas and their filing procedures — processing times, forms, interview requirements, etc.

In order to obtain an H-1 visa from an office of the INS, an applicant must first meet the basic requirement of being a person of "distinguished merit and ability" who has come to the U.S. temporarily to perform services of an exceptional nature requiring such merit and ability.

House Report No. 91-851 defines "distinguished merit and ability" as a "record of past achievements in the profession basically above that ordinarily encountered" to the extent that a person so described is prominent or has a high level of education.

Physically Up North

Recording artist Olivia Newton-John (II) is greeted by Stig Anderson, whose Polar Music International A/B distributes the singer's "Physical" LP in Scandinavia.

Chrysalis, A&M Endorse NARM ‘Gift Giving’ Push

LOS ANGELES — A&M and Chrysalis are the latest companies to announce their support of the National Association of Record Merchandisers (NARM) "Give The Gift Of Music" institutional advertising campaign.

The two labels join Atlantic, Boardwalk, Liberty/EMI, Ranwood and Warner Bros. in officially announcing support for the program.

President John Marmaduke Hastings Bocks, Records, and president Joe Combs, president John Marmaduke Hastings Bocks, Records, and Video, and Lou Fogleman, president of Music Plus. The trio visited West Coast-based labels the week beginning Nov. 22 in order to enlist supporters.

"Chrysalis' and A&M's involvement has made us more optimistic of the acceptance of the campaign than we ever thought possible at this stage of the game," said Cohen. "But the program's success is contingent on a commitment from 75% of the labels. It won't be fair to the committed labels to go forward with the ad push unless we get 3/4 of the companies."

Under the plans first announced by Cohen Sept. 10 at the NARM Retailers Advisory Committee meeting (Cash Box, Sept. 19), NARM will conduct a nationwide institutional advertising push for the music industry keyed to the existing Gift of Music campaign. National network TV advertising, as well as major market radio and national consumer/lifestyle publications ads, will be utilized to promote records and pre-recorded tapes as gift items (without regard to label affiliations).

The plan, initially proposed to concentrate on the Mother's Day, Father's Day and school graduation occasions in 1982, will cost approximately $2.4 million, which will be paid for with voluntary contributions from participating labels. The initial NARM plans call for a 1/2 cent contribution for each LP or pre-recorded tape unit sold by the labels.

The NARM task force will be visiting East Coast-headquartered labels the week beginning Nov. 30.
RICK SPRINGFIELD (RCA-JH-13006)


The third pop/rack prescription for Top 40 radio from Rick, “Dr. Noah Crane” Springfield’s “Workin’ Class Dog” LP, it packs as much punch as either the #1 “Jesse’s Girl” or the Top 10 “I’ve Done Everything For You.” Debuting this week at #76 bullet, it’s off to a hot start.

SOFT CELL (Sire SRE 49855)


The sparse, staccato synthesizer work and downbeat lyrics of this monster U.K. hit may lead some Stateside listeners to believe that the two-man Soft Cell is a pop offshoot of the gloom rock trend (i.e., Echo & The Bunnymen, The Cure, etc.). The arresting melody and percussive hook separate it from the pack, however.

ROSANNE CASH (Columbia 18-02550)

Blue Moon With Heartache (4:27) (Hotwire Music/Atlantic Music Corp.-BMI) (R. Cash) (Producer: R. Crowell)

Few singers, particularly pop or country, have mastered the art of singing a breakup song with subtlety; more often than not, whatever sadness might have been expressed is lost in a shrill whine or morosely overdone. Not so with Cash, who manages to sound vulnerable here, as she did on “Seven Year Ache.”

NEVILLE BROTHERS (A&M 2388)

Sweet Honey Dripper (3:59) (Irvng Music, Inc.-Neville-Brothers Productions, Inc.) (Producers: Joe White, Ron Harris) (Art Neville) (Producer: J. Dorn)

Probably the most accessible track for B/C radio from the Neville’s “Fyo On The Bayou” LP, it has more of a mainstream R&B sound and less of the regional New Orleans flavor than some of the other material on the album.

NAZARETH (A&M 2389)

Heir Of The Dog (Son Of A Bitch) (3:18) (Yellow Dog Music, Inc.-ASCAP) (Nazareth) (Producer: J. Punter)

Old yeller Dan McCafferty screams out a rockin’ Nazareth fave (from pre-AC/DC days), with some talk box guitar back-up, on this live cranker from the “Nazer” LP. The guitar unit digs in for this metal excavation.

ZZ TOP (Warner Bros. WBS 49685)

Tub Snake Boogie (3:00) (Hammont Music Co.-BMI)

Months of continued AOR play is proof positive this, indeed is the killer single from the gold “El Loco” LP and That Little Ole Band From You Know Where shaves this guitar boogie out in fine fashion. Perhaps pop will be “Snake” bit.

RONNIE LAWS (Liberty A-1442)


More eccentric R&B and spaced out synths from the Talking Heads rhythm section (and various Meters). A little more wavy rapping, and a bit of dub, lace the lazy melody.

ANDRAE CROUCH (Warner Bros. WBS 49684)


Inspirational funk from gospel music’s Crouch on this serious B/C crossover bid, this is a bopping song story about getting lost in the search for pleasure on the Hollywood scene.

THE OHIO PLAYERS (Boardwalk NBT-11-133)


Looks like “Dimples” Fields is becoming somewhat of an in-house producer for Boardwalk, taking the Ohio Players under his wing here with a sassy, smooth midtempo R&B tune.

CON FUNK SHUN (Mercury/PolyGram 76128)


Con Funk Shun is back in the pocket with a slickly produced dance excursion, utilizing everything from strings, horns and bell chimes to vocoder.

MELBA MOORE (EMI America A-8104)

Let’s Stand Together (3:45) (Assorted Music, admin. by M&MI Music-BMI) (Producers: G. Mckadden, L. Moore)

Ms. Moore teams up with Philly International’s Mckadden & Whitehead on one of the more well patented percussive parties, and the twosome almost steal the show.

CRUSADERS (MCA MCA-51222)

This Old World’s Too Funky For Me (3:22) (Four Winds Music/irving Music, Inc./Blue Sky Rider Songs-BMI) (J. Sample, W. Jennings) (Producers: W. Felder, S. Hopper)

A re-mixed and re-edited version of the cut from the “Standing Tall” LP, this too-funky cut features Joe Cocker in fine vocal form with a mix of jazz, and R&B.

JOE DOLCE (Mortage A-1208)

Jingle Bell Rock (2:40) (Ising/Music Inc.-ASCAP) (J. Beal, J. Boothe) (Producer: S. Tyrell)

THE WHISPERERS (Solar/RCA JH-11449)


JOAN JETT (Boardwalk NBS-T-006)


JOHN SCHNEIDER (Scoti Bros. ZSS 02606)

Okay’s Christmas Card (3:24) (Flowering Stone Music-ASCAP) (J. Harrington, J. Pennington) (Scoti, J. D’Andrea)

ALBERT KING (Stax/Fantasy STX 1056)


ST. NICK (Performed Just For Laughs Players) (Warner Bros. WBS 49687)


BELLAMY BROTHERS (Warner Bros. WBS 49875)

It’s So Close To Christmas (And I’m So Far From Home) (3:09) (Famous Music Corp./Ballamy Bros. Music-ASCAP) (B. Bellamy) (Producer: M. Lloyd)
Thrasher Brothers

No strangers to the music scene, the Thrasher Brothers grew up together as boys back in Heflin, Ala. But following a career that has spanned nearly three decades and adales of 23 gold albums, the Thrashers have made the switch to the country side, marked by the July release of their MCA debut LP, "Smooth Southern Highway.

Regarding the move to country, Jim Thrasher, eldest of the three brothers, says, "The broad appeal of country music to mass audiences naturally attracted our attention.

Back into a musical family, all three boys — Joe, Jim and Buddy — learned to sing and play the piano from their mother at an early age, and later learned to play trumpet in school. Beginning with their first public performance near Birmingham, Ala., for the admission price of 10 cents a head, the Thrashers knew early on that music was their niche. It was in 1953 when they got their first big break, winning a local talent contest in Birmingham sponsored by Ted Mack’s Amateur Hour. They went to win a nationally televised segment of Ted Mack’s show in New York City, and toured with the show for two years.

At the end of that two-year stretch, the Thrashers returned to further their education, opening their own record store and a tour of duty in the Army. Jim returned to Birmingham and began working as a medical detail man for a pharmaceutical company.

Thrasher brothers, as studio musicians, have learned a lot about marketing and advertising and gained some insight into the television business, in which included studying the addition of bass and sideman John Gresham, Jim began producing a weekly gospel television show featuring the Thrashers. Aired in some 90 markets, the show gave the group the exposure it needed to increase sales of their recordings. The group began recording for Word Records, and to increase the demand for personal appearances.

After a successful three-year stint with the television show, the Thrashers were playing to standing room only gospel crowds across the country. The group received its first gold record for the 1975 release of "One Day At A Time," which was later followed by live consecutive Grammy awards.

Versatility is a key to the success of the Thrasher Brothers, as well as the high energy level of the group’s performance. The current nine-member group is rounted out by Australian Goldie Ashton on drums, Tommy Walford on bass and trumpets; Dave Hoffart on keyboards; Roger Hallmark on guitar, banjo and fiddle; and Danny Favel on saxophone, flute and harmonica. With a “Country Music Show” that includes gospel, rock and dixieland, the nine-member group has set state fairs and concerts in the past two years.

The present, the Thrasher Brothers are in Los Angeles cutting the theme for the new Simon and Simon television show, which will be featured on the late night talk-music shows. Future plans include a return to the studio with producer Jim Foglesong to work on a second MCA album around Christmas.

MERCHANDISER PROFILE

Gary Kief: Making His Mark In The Concert Merch Scene

by Michael Glynn

LOS ANGELES — Business profiteers are not uncommon in music, although they’ve generally come to be associated with record labels themselves. The success stories of the David Geffen’s or Danny Bramson, for example, have been well chronicled in the press. But many types of entrepreneurs people the industry and, at just 28 years of age, Gary Clayton Kief is establishing himself as something of a wunderkind in the area of concert merchandising and marketing.

Less than two years ago, Kief, a graduate of the University of Southern California, set up the independent firm of Hastings/Clayton/Tucker with close friends Mark Hastings Bevan and Carl Tucker. Tucker had the capital. Today, they represent such superstar pop and rock acts as Barry Manilow, The Bee Gees, and Fleetwood Mac among others; and the firm owns five separate companies dealing in mail order, record store, radio station, television and record, concert/road merchandising, wholesale marketing and giftware.

In addition, Hastings operates the merchandise concessions and mail order programs for the Greek Theatre, Poplar Creek, Pine Knob, Merriweather Post and the Los Angeles Film Exhibition. But Kief readily admits he is an entrepreneur who relishes the challenge offered by such financial and personal responsibilities.

And, despite his age, he has nine years of business experience to back him up. In 1972, Kief began his career as an administrative assistant to the El Pueblo de Los Angeles State Historic Park Commission, where he was introduced to professional merchandising, and quickly moved through positions with Atlantic Richfield Palace, Kaiser Aetna and ABC Entertainment Center. It was at the latter three that he learned the nuts and bolts of marketing, promotion and advertising.

PolyGram Promotes Four Executives

LOS ANGELES — Chip Taylor, formerly vice president, A&R for PolyGram Records, and Bill Haywood, formerly vice president, black music marketing, have been promoted to senior vice president of their respective divisions. At the same time, it was also announced that Ed Simex, formerly director, inventory management/production, and Artie Fisher, formerly director, special projects, have been upped to vice presidents of their respective divisions.

All of those promoted are based at PolyGram’s headquarters in New York. Taylor and Fisher report to Guenter Simek, president of the Geffen Records Group, which is part of PolyGram’s greater results for the A&R department. An accomplished songwriter (for such stars as Juice Newton, The Hollies, Janis Joplin, Frank Sinatra, Johnny Cash, Anne Murray, The Trogs, Waylon Jennings, and Willie Nelson), record producer (James Taylor, Neil Diamond and Johnny Mathis) and concert recording artist (with six albums and five country hit singles), Taylor was instrumental in shaping the company’s artist roster.

Haywood, a former Marvelettes and Point Blank Records executive in 1975 as Mercury Records’ Chicago-based national R&B promotion director, and rose to vice president/R&B promotion for that label before relocating to New York as PolyGram’s vice president, black music marketing for the combined Mercury, Polydor and Casablanca labels. Before he came to the company, Haywood was a prominent radio personality and program director in North Carolina (WILL) and Washington, D.C. (WOOK, WOL). He has also headed his own advertising and promotion firm.

Fisher entered the record business in RCA Records’ special products department. He went on to join Columbia Records as assistant to the vice president, special products, and then Roulette Records as assistant to the president. Subsequently, he formed his own Tumbleweed Music Company, marketing music through TV and direct mail campaigns. Fisher joined PolyGram direct marketing in 1976 as its general manager. He was later promoted to president of the company.

Simek’s record business career began at Columbia Records as an inventory analyst. At Columbia, he rose to director of planning before leaving to join PolyGram Distribution as director, inventory management and later director, inventory management/production.

Of the promotions, Hensler commented, “All of these fine music people have demonstrated their worthiness for greater responsibilities, having contributed much to PolyGram’s present success. Equally important is the fact that they promise still greater results for the future.

Taylor Haywood Simex Fisher

(continued on page 16)
**Adam and the Ants**

- **The Catherine Wheel** by David Byrne
  - **Producer:** David Byrne
  - **List:** 8.98
  - **Bar Coded**
  - It's a bit more austere, free form and avant than his last work, but David Byrne's score to modern dance matinee Twyla Tharp's Broadway production of The Catherine Wheel is the logical extension of last year's brilliant Talking Heads LP, " Remain in Light." Byrne enlisted such cronies as Brian Eno, Adrian Belew and Yoko Horton for this inspired project, which features a heady mixture of third world rhythms and nuclear funk.

- **Prince Charming** by Adam and The Ants
  - **Epic ARE 37615**
  - **Producer:** Chris Hughes
  - **List:** None — Bar Coded
  - Besides bringing Burundi drums, chant-like verses and a glitter rock sensibility back to rock 'n' roll, this band of new romantic rogues has also made a case for fashion in rock. Every day is Halloween with Adam and his Ants. The music, while trendy, still remains original and fun. Adam is no longer playing pirates and Indians either; he's back as Prince Charming. And the Elizabethan dandy has come up with some engaging themes, namely "Stand And Deliver" and "S.E.X." Watch this Ant Music take the U.S. by storm once again.

**Hits Out Of The Box**

- **Changelove**
  - **RCA AFL-4202**
  - **Producer:** Various
  - **List:** 8.98
  - **Bar Coded**
  - Rock's most eclectic, fashionable and progressive superstar has gone through many changes in musical direction over the years that it's difficult to see a thread from one song to the other on this second greatest hits package. The Thin White Duke, whether glitter rock, techno-pop, disco or new wave, is always a good two or three years ahead of the pack in style. His main trait, just might be his unpredictability, and this collection of classic rockers is a testament to that. Tasty versions of "Alladin Sane" and "John I'm Only Dancing" are featured here.

- **Cimaron**
  - **Emmylou Harris**
  - **Warner Bros. BSX 3603**
  - **Producer:** Brian Ahern
  - **List:** 8.98 — Bar Coded
  - The first lady of country rock goes in a little more of an acoustic pop direction than last year's "Evangeline" album with her latest effort. As usual, she and producer/husband Brian Ahern show how impeccable taste in song selection for the LP, drawing on such vital writers as Bruce Springsteen, Rusty Young and Townes Van Zandt for the LP. Her famous, warm-as-a-sunshine vocal style, and the soothing steel guitar are in place as usual, and songs like "Rose Of Cimaron" and "If I Needed You" rank with some of her finest performances to date.

- **Con Funk Shun**
  - **Mercury/PolyGram SRM-1-4030**
  - **Producers:** Con Funk Shun
  - **List:** 8.98
  - On this follow-up to last year's "Touch" LP, the Northern California-based lads continue to evolve their hard-bitten, gitty black contempo sound into a dreamy pop package. From the golden days of "Secrets" and the albums to follow, the seven-man outfit hasn't missed a trick or cranked out the B/C music scene, and this seamless offering is as diverse as any pop or B/C programmer might want. Carrying the eight-song package are the mic- tempo balladry of "Bad Lady," the dance fever of "Body Lover," the jazz bleeze on "Promise You Love," and the ear-candy of "If You're In Need Of Love."
Sellers, Newman
To Head Promo
Units At Chrysalis

LOS ANGELES — In a restructuring of the promotion department at Chrysalis Records, Jim Sellers and Louie Newman were named to posts as promotion managers, effective immediately. Sellers was promoted to the post of East Coast promotion manager, and Newman was upped to the West Coast promotion manager position.

Under the new structure, Sellers will be based in New York and will handle all promotion east of the Mississippi River; while Newman, who will be based in Los Angeles, will perform similar duties west of the Mississippi. One area of emphasis for both will be Top 40 and AOR stations.

Sellers, a six-year veteran with Chrysalis, previously served as promotion field representative for the label in the midwest and southeast. Newman recently joined the Chrysalis promotion staff after working in a variety of areas within the industry.

Both Sellers and Newman will report directly to Chrysalis promotion vice president Jack Forsythe.

Chrysalis Forms New
cMusic Publishing Firm

LOS ANGELES — Dale Kawashima, formerly a professional manager at Jobette Music Company, has opened a new independent publishing company, Dale Kawashima Music. Kawashima will be representing the song catalogs of Warrier Bros artist Prince, Brian and Edward Holland, George Tobin, and Joey Carbone and Richie Zito. In addition, Kawashima plans to publish compositions by a select group of new songwriters.

Prior to opening his company, Kawashima was with Jobette, Motown Records' publishing arm, for the past 2½ years. He previously was employed as a staff writer with Cash Box and has also been a pop music contributor to the Los Angeles Times.

The address of Dale Kawashima Music is P.O. Box 3236, Hollywood, Calif. 90028. The telephone number is (213) 792-5770.

Roperry Records Bows

NEW YORK — Roperry Records, an independent label geared to pop, rock and dance music, recently opened here. Its first release is a single entitled "Joggin" by Patsy, which will be marketed in the east, south and midwest. It is located at 1775 Broadway, New York, N.Y. 10019. The telephone number is (212) 247-1498.

Darkway Records Debut

NEW YORK — Parkway International Records recently opened here. Its first release will be "Let Me Be Your Radio" by Ersel Hickey. Ruth Lieberman is president.

The company is located at 240 W. 44th St., New York, N.Y. 10036. The telephone number is (212) 889-1840.

INDEPENDENT LABELS AND PRODUCERS

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THE GREEK THEATRE, L.A. — Let's face it, in most music circles these days it's fashionable to not like The Knack. The band was the ever-so-cooky hero of the new pop when it came out with its platinum-selling "Get The Knack" LP in June 1979. The forerunner caused sent every A&R man in creation to Los Angeles, thinking they'd found the latest musical mecca. What they got, of course, was fool's gold and a lot of blind clones.

By 1980, the quartet had gone from Hollywood heroes to industry whipping boy. Its disappointing second album, "...but the little girls understand," didn't bear out that multi-platinum promise of the year before when a peppy pop quartet came jumping off airwaves singing about the virtues of Sharoo.

So it was with a great deal of trepidation that one approached the band's Halloween Night concert at the Greek Theatre. Not to worry, with the moon full and the air full of mischief, The Knack proved that it is, indeed, alive. Before a crowd of the faithful and the curious, the foursome illustrated that while it might not be a super star, it is certainly a very fine pop rock group.

Opening with the customary "Let Me Out," the group came out like a quartet that wanted to prove something. By the time it had gotten to such tasty new "Round Trip" material as the pounding "Radiating Love" and the dramatic "She Likes The Beat," it had once again won over more than a few in the audience.

The band showed that it had been working hard with producer wunderkind Jack Douglas, as both the musicianship and stage presence had improved greatly. On a stage that featured four Broadway-style spotslights, looking as clean and classy as a Beattle session might, the group played its passionate brand of teen tunes.

What was special about the show was that it featured a band in transition — one whose new material is far fuller and more resonant than its earlier hits. And after it had displayed some starting vocal chops on "My Soul Kissing" and some jazz chutzpah on "Little Cal's Big Mistake," The Knack broke out the lead rockers like "Good Girls Don't" and "Selfish."

Old friends Flo and Eddie supplied harmonies throughout the set (as they do on "Round Trip") and their effervescent singing complemented the quartet's light and frothy sound beautifully.

Doug Fieger showed that he has toned down that silly smirk a little, while illustrating that he is one fine vocalist, and Burton Averre (the other half of The Knack songwriting team) showed tremendous dexterity on the guitar.

The last night of the Greek Theatre concert season was one to remember. It revealed that The Knack is headed in an advanced evocative new direction. If it can continue, those "Knack The Knack" signs will soon come tumbling down.

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The Knack

ELO and Hall & Oates

MUNICIPAL AUDITORIUM — Although the Electric Light Orchestra was booked as the headline attraction on this bill, there was some question among concert-goers prior to the event as to whether the roles should have been reversed.

Led by mastermind Jeff Lynne in his trademark shades, ELO delivered a credible, slick set dominated by the calculated effects prevalent on its recent albums like "Time" and "Out of the Blue," yet the band's general lack of energy nullified the precision of the performance.

Leading off with material from the most recent "Ticket to Paradise," the audience until it geared up with a solo by violinist Mik Kaminski, who captured the crowd with his broad playing and the incorporation of familiar themes such as "Somewhere Over the Rainbow." Following a tribute to John Lennon in which Lynne occasionally sounded like the man's twin, the band ran back-to-back the recently revisited versions of many of their well-known pieces, like "Strawberry Fields Forever," "Yesterday," "Let It Be," "Last Train to London," and "Do Ya."

The older material, though, especially "Evil Woman," "Roll Over Beethoven," and "Ticket to Paradise," garnered the most enthusiastic responses from the rather reserved audience.

Although ELO used some interesting stage effects — a mechanical robot reminiscent of Star Wars' R2-D2 and a scoreboard time clock — the props and special effects served more to bury the music than complement it.

Daryl Hall and John Oates' set also helped to bury ELO's strong points, as the duo turned in the most dynamic performance in Nashville since Bruce Springsteen mounted the stage last February. Hall and Oates are a direct contrast to each other, the latter embodies a laid back, streetwise coolness, while Hall mirrors the essence of showmanship.

Hall is clearly the dominant force of the pair. He handles the bulk of the lead vocals and a look at their most recent albums, "Voices" and "Private Eyes," shows Hall receiving more credit in the authorship of their material. He is an energetic stage presence, physically paralleling his erratic, Jumpin' Jumpin' nature. Somehow, Hall always manages to find a way to make an old melody sound fresh and new, and he makes excellent use of dynamic variance. When he was set loose in the middle of "Sara Smile," Hall provided a more intense vocal performance — complete with a peeling scream, to his face lost, of the audience. Hall's high notes are never expected before a crowd as unresponsive as the Nashville audience was.

Lynne and Hall, however, have nothing in common on the listlessness across the auditorium and did not reappear after their 50-minute show ended by renditions of mostly hit material.

The duo has recently been telling the press that they are trying to shun the "blue-eyed soul" stereotype, but Jeff Lynne and his wife work likes "Rich Girl." "And 'She's Gone' have more of a rock feel, there's no denying the R&B influences."

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PolyGram Bows Lesson Label

NEW YORK — Records, a new gospel music label, has been formed by PolyGram Records. The company, which is being launched with a release, "Imagine Heaven," by Edwin Hawkins, will ship later this month.

The initial roster includes singers Whitney Phipps and Peter Harrison. The latter's debut release, a gospel rap record, will be produced by Dwight McKee, who will also serve as a consultant to the label.

Lecion, which means "a reading from the scriptures," will be helmed by Bill Haywood, vice president, black music division, PolyGram. Elaborating on the label's concept, Haywood said that the record label will produce music broad enough to appeal to both the traditional gospel listener and the new to the music.

"We are developing what we call the 'neo-gospel concept,'" said Haywood, which is designed to attract a very, very broad market. Once the consumer understands what Lecion Records is about, and the gospel community sees that we are very serious about something different to offer, the music should become accepted by everyone."

Lecion will be selling its product through some of the usual outlets for gospel music, such as Christian bookstores, but the principal distribution will be through record retailers, and the label plans to have its artists tour with other PolyGram acts to expose them to a broader audience. Similarly, the label will promote its artists with many of the techniques and tools used to promote pop artists such as in-store posters and banners.

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RCA Files Offering

NEW YORK — RCA Corp. last week filed a registration statement with the Securities and Exchange Commission covering a proposed offering of $150 million in notes due Dec. 1, 1988.

While the statement has not yet become effective, Lemon Brothers, Kuhn Loeb Inc., have been designated managers of an international group of underwriters that expect to make the offering this week.

New needs from the sale of the notes will be used to repay unsecured promissory notes, the proceeds of which were used to finance working capital requirements.

Heartbeat Media (continued from page 8)

J/New York personality Carol Miller. It includes the latest industry gossip. Inside Track, reported by John DeBella, a personality of WLIR/Long Island is a spot where breaking records are reviewed. A short softwears feature, is reported by John Ogle, now a newsreader on the RKO 1 network. Dateline Music's field reporter is currently the news anchor of NBC-The Source. None of these personalities have been signed for the network, although they reportedly are all negotiating for positions.

Heartbeat Media currently has access to six hours in the morning on Westar III. It began negotiations Nov. 19 for space on Satcom 1, according to Sanfratello. All of Heartbeat's broadcast production and post production facilities are leased from Olympic Video Technologies, Inc.

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140,000,000 Record Seller — Over 500 Versions

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TODD RIVETS • BURL IVES

A HOLLY JOLLY CHRISTMAS

TV SPECIALS

RUDOLPH THE RED-NOSED REINDEER

Burl Ives (Sound Track MCA) Dec. 14, CBS. "Rudolph the Red-Nosed Reindeer," Dec. 10, ABC

RUDOLPH'S SHINY NEW YEAR

Red Skelton • Dec. 10, ABC

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York, N.Y. 10019 (212) 562-0970

Cash Box/December 5, 1981
Tighter Immigration Policies Imposed On Foreign Artists

(continued from page 8)

in his field. The description leaves much to the imagination, and no exact definition is laid out in the INS regulations.

More Detail

However, a look at the regulations in House Bill HR 1515 gives a more specific indication of what "distinquished merit and ability" means. The regulations require that all applicants for H-1 classification must attach to the petition "documentation, certifications, affidavits, degrees, diplomas, writings, and any other evidence of的能力," attesting to the applicant's merit and ability.

Factors considered by an INS director include:
1) whether the applicant is a star or featured entertainer;
2) the reputation of the halls and theaters the alien has performed in;
3) the commercial successes of the performer;
4) the performer's salary—past and present;
5) the opinions of unions, recognized critics or other experts in the performer's field. Most recently, immigration officials have also been asking for advisory opinions from groups with opposing interests (critics, unions, former employees) for consideration.

As part of the petition, a copy or summary of the employment contract (containing four dates, concert halls etc.) should be included. Also, the alien entertainer is restricted to the services, area and employer specified in the approved petition. Therefore, if there are any changes in employment, the purpose of the employment, a new petition is required.

One of the dilemmas in obtaining an H-1 is that artists show up at the last minute with one pressing clp, says I.A.-based immigration attorney Richard O. Fraade, "— and any and all documentation is needed."

One of the classic examples of an artist being refused an H-1 temporary working visa is a case involving Sandy Shaw, the 18-year-old British singer of the 1960s. In an immigration law landmark decision, Shaw (who was contracted to play on the Ed Sullivan Show) was denied classification as an H-1 alien because she lacked a record of extensive performance. Her press clippings were merely biographical in nature (i.e. gave no indication of performer's eminence or talent), and her proposed salary was barely enough to cover expenses to the U.S.

And while a person of such international stature as Shaw may not be able to obtain an H-1 visa rather easily, having a drug arrest record or background of "membership in subversive classes" make an applicant ineligible to enter the U.S.

The Immigration and Nationality Act has specified 32 grounds that preclude entrance into the U.S. If the applicant fails to pass this requirement, he must prove that the decision is not arbitrary or wrongful before the U.S. Attorney General in order to gain admission. Among these 32 grounds are physical or mental disability, prior convictions for crimes of moral turpitude, previous deportation, prior attempts to enter the U.S. through fraud or willful misrepresentation and membership in "subversive classes.

Waiver Procedure

Waivers, or exemptions, come in various forms. Among the exemptions are family ties, prior employment, an employment offer and a favorable employment report.

EAST COASTINGS

OFF TO SEE THE WIZARD — One merely had to glance at the jazz and rock musicians who turned up yesterday afternoon at Battery Park Radio A to pay homage to the great, late Bertolt Brecht, and to give a small personal tribute to "The Wizard of Waukesha," to appreciate the influence Paul has had on the entire spectrum of popular music. The well-attended program lasted over three hours and featuredất the media wizard in all its black art splendor, with images from 53 years of music-making, a series of stellar jam sessions and a film history of Paul's life. The esteem in which he is held by his colleagues, his massive contributions to recorded music — the invention of the electric guitar and multi-track recording to name just a few of his great technical innovations — were amply demonstrated in the course of the evening, on which Paul was presented with the NARAS Governor's Award in honor of his achievements. I can't find the words to express how I feel," said Paul on receiving the plaque, "but it's wonderful to be on one's own. Following the presentation, taped messages were played from such noted Paul associates as Lester Young, Thelonious Monk, and Chet Atkins, who told some anecdotes about the recording of their Grammy-winning "Chester and Lester" LP and picked Scott Joplin's "Magnetic Rag" in honor of Les. The jam-sessions featured only some of the great musical minds Paul has represented in those seven line-ups were Frank Owen, Bucky Pizzarelli and Sonny Rollins, with Hymie Schur, Lawrence Hal Schaeffer, Chuck Wayne, Zoot Sims, Hank Jones, Marty Taylor, and a host of others.

BANSHEE WAILS — PVC recording group Siouxie and the Banshees appeared before the sold-out Warfield last night, Pictured is singer Siouxie Sioux.

Cash Box photo by Maria Del Oro

Napoleon S. Farlow, Rick Derringer, Peter Frampton and Al DiMeola. For sheer un- paralleled musicality, this is a dream session of all time. The band performed "Lettuce Has" and "The Stroll," songs which made the group famous, and the audience were up in a frenzy of excitement. Next up was the film, which spoke volumes not only on Paul's technical achievements, but gave valuable insight into the man himself. Paul, himself, had never seen the film before the evening, and had ordered a color print of a certain shot for a microphone and said that a year ago he was given three months to live by his doctors, but that a successful coronary bypass operation, against heavy odds, had made possi- ble a return to the stage at least twice a week. But if he is living, he is still performing at the peak of his form, and it seemed to some that the film summed it up best in an interview done for the film biography of Paul when he said, "Les — he's the man.

EWF MEET THE PRESS — Rebounding strongly after the relative commercial failure of last year's "Faces" album—merely gold after six double platinum plus discs in a row—Earth, Wind & Fire is back at the top of the charts with the single "Let's Groove" and the already platinum LP "Raise" in New York for sold-out shows at the Nassau Coliseum and Madison Square Garden, the group has heaved another one of its own to the swank new Parker Meridian hotel. Asked about the failure of "Faces" to click commerci- ally the way previous records had, bassist Verdine White responded that the group still felt that it was its strongest effort musically, and thought that "Faces" lacked the danceability of "Raise" and other EWF records. White replied. "All our albums don't have to be boogie albums." Asked about the group's attitude toward the ascendancy of film and video in the music market, leader Maurice White summed up that the group would "possibly be getting into the arena if film in 1982." Later, when questioned whether the group was considering any offers to do film soundtrack material, the group stressed that "next move soundtrack material will be done for a film we're involved in." New guitarist Roland Bautista answered a number of queries about what made him return to the band after an eight-year absence by saying, basically, that when Al McKay left the group he was simply asked to join and became a permanent member.

The group also answered a number of questions about their separate group in the more rock-oriented direction evidenced on "Raise" by "The Changing Times." Bautista responded that since he does enjoy playing rock, it will probably be incorporated into the group's sound. He also said that he was asked to join the group by Maurice White, and his best guess was that it was"my Egyptian motifs on its album covers as an "attempt to interest young black kids in their past." Singer/percussionist Philip Bailey revealed that he is currently planning a solo album with the help of White, and Bailey also vowed up the group members. "We are working on Carl's second solo LP at Caribou Ranch in Colorado, with Jeff "Skunk" Baxter producing... Two more signings to the Stable: New York experimental artist Toney, whose debut with a four-track EP, and electronic dance band Yello, who will release their second LP recorded in Paris... Cynthia Lennon will be the new vocalist in the recently formed Marmalade. She will be donated in memory of John Lennon to the Scottish Rite Hospital for Crippled Children on Dec. 2... "Bring Back the Music" is the first single in nearly a decade for Bill Haley's Original Comets, which regrouped late last year and have written through the efforts of keyboard player Joey Welz. Welz wrote and sang leads on the new single, which is on Welz's own Music City label out of Mount Pleasant, Ga... David Ruffin, Martha Reeves and Mary Wells and Junior Walker, whose album "The Boys Are Back in Town," has been billed as "The Return of the Motortown Revue," began in for two shows at the Palladium on Dec 12. Things went from hot to hotter at Nona Hendryx and Patti LaBelle's seasonal set at, Trax last weekend. With keyboarder bennie Worrell and percussionist Steve Scales from the jump, by the time Talking Heads David Byrne and Jerry Harrison joined in on a smokin' extended version of "Bustin' Out," the joint was already in overdrive. Patti LaBelle and the band did hot licks to the George Duke-Stanley Clarke band, joined the gang for the encore of "W inning," the recent Santana hit that Hendryx recorded earlier years. We've caught Ms. Hendryx and company a number of times in the past half year, but last week's show was the best and the away the best we've ever seen. The group picked the rhythm band so.

SCRAPPILE FROM THE APPLE — Joan Beaudio, the Plasmatics Mohawk-haired bassist, has left the group to start a solo career. Beaudio, incidentally, spent a couple of years as musical director for Gary U.S. Bonds before joining the Plasmatics. He started that gig when he was 16.

Cashing it in on the road... Dave Schulps
1 ANN ARBOR (Blixton, London W3 6NL) 12 11
2 SOLID GROUND (Brixton, London W3 6NL) 12 11
3 CROZY FOR YOU (Cambridge, London W3 6NL) 6 11
4 STANDING TALL (Hammersmith, London W3 6NL) 3 11
5 THE GEORGE BENSON COLLECTION (London, London W3 6NL) 8 3
6 LOVE BYRD (London, London W3 6NL) 13 8
7 THE JAZZ MAN WITH THE HORN (Brixton, London W3 6NL) 30 1979 2
8 FREETIME (Glasgow, London W3 6NL) 7 14
9 THE DUDE (London, London W3 6NL) 10 35
10 REFLECTIONS (Nottingham, London W3 6NL) 12 12
11 EVERY HOME SHOULD HAVE ONE (Brixton, London W3 6NL) 11 13
12 MAGIC WINDOWS (Sheffield, London W3 6NL) 14 7
13 ENDLESS FLIGHT (York, London W3 6NL) 17 7
14 ANTHOLOGY (Brixton, London W3 6NL) 15 5
15 PIECES OF A DREAM (London, London W3 6NL) 16 10
16 HENDERSON HIGHTOWER JR. (Sheffield, London W3 6NL) 19 10
17 MR. C. (Arista, London W3 6NL) 22 2
18 RIM O'/THE BLUES (Arista, London W3 6NL) 20 3
19 AS FALLS WICHITA, SO FALLS WICHITA FALLS (Elektra, London W3 6NL) 18 25
20 TONAL MEMORY (Arista, London W3 6NL) 3 11
21 TRAVELIN' LIGHT (London, London W3 6NL) 21 4
22 TANUKI'S NIGHT OUT (Iowa, London W3 6NL) 26 3
23 MONDO MANDO (London, London W3 6NL) 25 4
24 APPLE JUICE (London, London W3 6NL) 22 22
26 USAGE (Iowa, London W3 6NL) 30 2
27 FUSE (Iowa, London W3 6NL) 1 1
28 SUPER STINGS (London, London W3 6NL) 1 1
29 MORNIN' SUN (Iowa, London W3 6NL) 24 6

JAZZ ALBUM PICKS

Trumpeter Chet Baker is right on target on this 1979 recording licensed from Binggo Records. A collection of ten tracks featuring Jean Paul and Henry Florons on guitar and piano respectively make this much more than your typical American artist-European with a medley of pickup lines. A few original works are contributed by the Florons, but it's mostly standards, and they're all handled quite well. "My Funny Valentine" and "Round Midnight" are the outstanding tracks.

MAGGIE'S BACK IN TOWN!! — Howard McGhee — Contemporary 57599 — Producer: Lester Koenig — List: 898
One of bebop's greatest stylists, trumpeter Howard McGhee has his ups and downs, and this LP is very much on the up side of things. The California climate in which this 1961 date was recorded seems to have agreed well with the Detroit native, and the strong rhythm foundation provided by bassist Leroy Vinnegar and drummer Shelly Manne keep the pace tight as the Los Angeles sun. The presence of piano virtuoso Phineas Newborn, Jr. is an added treat. McGhee is off-hand, yet confident.

Ricky Ford has a reputation as one of the finest young saxophonists around. But this relaxed date is one that any musician, young or old, would be more than happy to have his name on. The band — featuring pianist Albert Daley, bassist Rufus Reid, drummer Jimmy Cobb and trumpeter Jack Walrath — swings with ease, grace and confidence. Uniformly superior.

Although the bass is frequently thought of just as a part of the rhythm section, Ron Carter has never restricted himself to a supporting role when it comes to his own albums. Over the last 10 years, he has experimented with settings, always seeking new foils for his outstanding solo abilities. As the title suggests, this outing finds him working with a large string section, integrating his quintet into a larger, lusher aggregate. The tempos never lag, with the title track and "Billin'" successfully exuding a bebop sensibility — a rarity in this context.

LIBATIONS — Fresh from the first leg of a U.S tour in support of its "Freeform" album, MCA recording group Spyro Gyra's percussionist, Geraldo Velez, and bassist, Dennis Wolford, recently utilized WUSB New York air personality Pablo Guzman. Picture are (l-r): Velez, Guzman and Wolford. "60s, McGriff switched up to the instrument, working gigs in Philadelphia and South Jersey. It was while working in a club in Trenton that he hooked up with the label, and I think the association that would bring him to national prominence via a cover of Ray Charles: 'I've Got A Woman.' A guy named Joe McGriff came down to the club, recalled McGriff, and he asked me to record. Later, when I went into the Vanity in Newark to fill in for Rhonda Scott, I didn't Get A Woman, and it was a big success, so we decided to record it. That was how it got started." The organist continued to work and record during the 60s, settling down in Newark, where he operated the Golden Slipper Club from 68-74 while still touring. "It was just too much," reflected McGriff, and "I finally had to stop." As a recording artist, McGriff has been relentless, cutting discs for Solid State, Blue Note, Groove Merchant, Lester, Capitol and United Artists. His two most recent recordings for the Washington D.C.-based JazzAmerica Marketing (JAM) label amply demonstrate that McGriff is still very much in the groove, and their wide acceptance by jazz programmers proves that the market for the gutbucket sound the organ combos play so well is far from dead. "The disc crowd is getting older," remarked McGriff, "If you can play something like they heard their parents listening to, it's something they can relate to. At first, I was surprised to meet kids asking me to sign records. One 17-year-old boy came up to me when I was playing at the Cedar Door, and he had every record I ever made, which really impressed me, especially since he was too young to even be in there and listen to me" But McGriff's optimism is tempered: "if we don't take advantage of this interest now, if we don't start to push the music, it'll fade. It'll never die, but we've really got to get behind it."
Gary Kief: Making His Mark
In The Concert Merch Scene

continued from page 10

among other things.

While promoting Atlantic Richfield Plaza and doing business on the West Coast, in particular, Kief became involved in concert promotion on a minor level. But after a chance meeting with Scotti Publishing's youngest and leading Southern California concert promoter, he became more intrigued with the idea of setting up his own company.

He wanted to work in the same health club, together, and one day, we spent an hour discussing the business,” says Kief. “I was fascinated. I realized there wasn’t anyone in the business who had a chance as the new kid in town. I was optimistic and believed in myself. It was like feeling you’ve been working with a rock band in a garage.”

He chose what he felt many considered to be “the bastard part of the business,” concert merchandising.

“Nobody knew what the potential of that sector of the industry was,” Kief recalls. “No one knew what the potential of putting any tour would be. That’s why I chose what was a very limited part of the tour that produces a profit.

Indeed, for many an act, mid-level and high-end merchandising could be a sizeable chunk of the income, and merchandising is now an essential part of their show. An act like Stevie Nicks is killing with an elaborate stage show, but can gross up to $500,000 from concessions, selling everything from black-tie satin jackets and arena shows, a smart merchandiser gets as much as a 30-45% cut.

Musical Properties Inc.
New Accord/Townhouse
Music Publishing Wing
LOS ANGELES — Michael Gusick, Accord/ Townhouse Records chairman of the board, and Barry Bergman, former United Artists Music vice president, have jointly formed a new music publishing company, Musical Properties Inc. A completely autonomous division of Accord/ Townhouse, Musical Properties Inc. will provide a full range of in-house and independent promotion people to work acquired copyrights, according to Bergman, and the company plans to sign both experienced and up-and-coming writer/artists.

It is their intention to give heavy support in working with our writer/artists and their records. The company will be looking for several new writers and songwriters who are interested in the music business “because we like the people we’re involved with.”

United States Wins $1 Million Ad Contract
NEW YORK — The U.S. Tobacco Co. recently signed a one million dollar advertising contract with both the radio and television stations and satellite network of United States for 1982. The company’s ads will run on both the Country Music CountDown and Country Road, the company’s two major television shows, as well as 144 markets and debuts Dec. 4, and on Rock, Roll and Remember, the weekly show hosted by Don McLean, which debuts Dec. 22. United States is a joint venture formed early this year by Nick Veitch and Ed Smith. Other partners include Frank Murphy, formerly of the Mutual Broadcasting System, and Clark.

Lexicon Music, Light
Move To Newbury Park
LOS ANGELES — The new address for Lexicon Music, Inc./Light Records is P.O. Box 2222, Newbury Park, Calif. 91320.
Video Suppliers Offer Biggest Software Pushes For Xmas

Continued from page 3

cartoon from the Fleischer studios.

It's in our catalog year-round, but we offer it seasonally with a 50% return privilege for credit and stock adjustment," said Norton. "Our Merchant is Big business, with the animated and retail for $39.95. According to vice president of marketing and sales Bill Gluckman, "The 30-minute feature, comes in a package with coloring book and floppy audio disc. Although some other packages got just two weeks ago, sales, added Gluckman, have already been "more than satisfying.

We're already receiving reorder on titles from our accounts," Gluckman. "The Night Before Christmas package has been particularly successful and, in 1982, we plan to offer a full six Night package for the kiddies. The key to success, I think is, that the packages display well and are priced right. We also come with the brochures and release sheets on our other product, as well, to our accounts."

Disney Program

A spokesmen for the Disney Telecommunications stated that the company has put together four titles, including Once Upon a Time, A Christmas, Pluto's Workshop and Santa's Christmas Tree, into one Christmas package, along with a 10-inch plucks Mickey Mouse, Scrooge and Minnie Mouse. "We're pushing the package (which carries a $44.95 suggested retail price) for seven weeks now," the spokesmen said. "We've already surpassed sales in excess of $1 million at list value, making it likely to become the industry's first gold Christmas title.

"It's presently being audited by the ITA (International Tape/Disc Assn.) from a golden videocassette certification, which would only be the fourth such award," the Disney spokesmen pointed out. "We're not just filling a pipeline with this, it's just sitting there; the figures prove that the product is selling through. There is a minimum amount that we deal to dealers and they get a wall/window banner and counter display along with it. We've also been supporting the package with both trade and consumer advertising.

Although it's not offering special Christmas promotions, MCA Video is one of two major suppliers that has mounted promotions, including bonus gifts or premiums, tied to classic Christmas film titles. A spokesmen for MCA pointed out that, along with its November releases of the classic seasonal motion picture specials Holiday Inn and Going My Way, company salesmen gave Bing Crosby Christmas albums for each cassette sold to dealers, which could be passed along as gifts to customers buying the titles.

The spokesmen further noted that MCA Video's subsequently 12 albums featuring a variety of artists for each of the videocassettes purchased by dealer during the Christmas season that celebrated 26 titles during the October and November sales campaign.

Similarly, Magnetic Video Corp., the 20 Century-Fox subsidiary based in Farmington, Mich., has been promoting its classic Miracle On 34th Street title in addition to issuing deals to Jack Dreyer, vice president and general manager, consumer products division, who pointed out that the company's Humphrey Bogart films Casablanca and The Maltese Falcon, providing dealers with "nothing but the best," as the company's logo size poster blow up of the national ad running on Mag Video's "Video Collectors Guide.

Cash Box/December 5, 1981
MERCHANTING

THE BIG ‘R’ — Record Merchandiser’s rep Chris Loome, who recently was rewarded for his work with the Big ‘R’ Records catalog, recently took part in the European-based label’s sales competition. Pictured are Fred Browning, manager, Record Merchandiser, Drew Taylor, marketing director of Big ‘R’ Records; Loome; and Christine Lewars, sales and promotion manager.

Retailers Expect Slight Increase In Accessory Sales This Holiday Season

by Fred Goodman

NEW YORK — Despite a noticeable rise in blank audio and video tape sales, the 1981 holiday season appears to be the company’s network of independent distributors on an exclusive basis. However, artists of a more specialized nature will now appear on the Stiff house label, which will initially be sold via Stiff’s recently announced in-house distribution facility, B.A.D. (Bonaparte American Distribution), which specializes in selling direct to import-oriented accounts. This product is also offered to Stiff’s independent distributors on a non-exclusive basis.

Stiff’s distribution pact with Hannibal Records will place all Hannibal product through Stiff’s independent distribution network on an exclusive basis. Immediately shipping are an EP by Joe King Carrasco, the Nino Rottolo tribute LP and a new 12” by Detunk.

The tape demand, since several of the retailers polled said they were adding lightweight items to their accessory lines for this holiday season. “We’re stocking them heavily this year,” said Harmony Hut’s Michaels, “much more so than we normally would.”

**Video Game Cassettes**

Following blank tapes in popularity are computer video games, with Atari the hands-down favorite, although not all retailers are selling video software. Higher priced accessory items such as tape cases, storage racks and cleaning devices are also making up a larger share of the market this year. “We’ve really geared up this year for the Christmas season with record carriers and Vac-O-Recs,” said Michael Reff, executive vice president of the Pacific Northwest’s six-store Everybody’s Records chain.

The higher priced stuff really does very well as gifts,” added Dwight Montjar, accessory buyer for the 128-store Camelot chain. “Consequently, we really load up on the Discwasher line and on Savoy cases because we think they’re heavily in demand.

**Low-end items**

Balancing the higher priced items are a wide range of inexpensive “bag-stuffer” including buttons, bumper-stickers, Chub- cops, and the like. “We’ve done a little more this year with the lower-priced accessories,” said Reade White-spunner, purchasing manager of special products for the 140-store Record Bar Chain. “Things in the $1-$2 range have really been spread around the chain.

While the success of major items like blank tapes and record care equipment was steady for all retailers polled, regional factors like competitors and climate also affect the success of secondary accessory and boutique items. Record Bar’s White discounted reports that the chain expects a strong business in sunglasses, while Everybody’s Reff says that Sales of Chub-cops and similar items are down in the Northeast because “you can get them in every 7-11 Store.”

Despite the lack of any strong growth projections for accessories this Christmas, retailers, carrying a wide variety of items, are confident that they will have a guaranteed return, almost regardless of what they carry. “There’s a wider assortment of things this year, and generally, they’re boxed and packaged much better than they’ve been in the past,” said Reff. “We make up one general television ad in which we show various items from our accessory line, things like Atari games, music books, guitar straps, and blank tapes. We don’t usually name any of the products we show, but generally, everything we put in those ads ends up selling before Christmas.”

**SINGLES BREAKOUTS**

Comin’ In And Out Of Your Life • Barbara Streisand • Columbia 18-02621

Breaking out of Lieberman — Dallas, Musicland — St. Louis, Sam Goody — New York, 100.1 KWBZ-FM, St. Louis. The new group is Los Angeles’ King Kariol — New York, National Record Mart — Pittsburgh, Kemp Mill — Washington, Sound Warehouse — San Antonio, Oz Fund — Atlanta, Seattle, Video Lighthouse — Atlanta, Lieberman — Dallas.

**YOU COULD HAVE BEEN WITH ME • Sheena Easton • EMI America P-A-8010

Breaking out of Disc Records — Dallas, Tower, David, Lieberman — Dallas, Kansas City, Records — Indianapolis. Tower — Campbell, Peaches — Columbus, P.B. One Stop — St. Louis, Hill, Philadelphia, City One Stop — Los Angeles.

Hanked On Classics • The Royal Philharmonic Orchestra • RCA PB-12004


**THE SWEETEST THING (I’VE EVER KNOWN) • Juice Newton • Capitol P-A-5046


**SOMEONE COULDN’T LOSE A HEART TONIGHT • Eddie Rabbitt • Elektra E-47239

Breaking out of Karma Records — Indianapolis, Potomac One Stop — Baltimore, Tape Warehouse — Seattle, American Video — St. Louis, Maxell and Memorex tapes.

**LET ME LOVE YOU ONCE • Greg Lake • Chrysalis CHS 2571


**FASTEST MOVING MIDILINES**

AC/DC — Let There Be Rock — Atco SD 36151

Adam And The Ants • Kings Of The Wild Frontier • Epic NJE 37033

Balance • Portrait/CBS NFR 37537

Beattles • Rock ‘N Roll Vol. I — Capitol SN-16020

Beattles • Rock ‘N Roll Vol. II — Capitol SN-16021

**THE ROYAL PHILHARMONIC ORCHESTRA • RCA PB-12004**


**THE SWEETEST THING (I’VE EVER KNOWN) • Juice Newton • Capitol P-A-5046**


**SOMEONE COULDN’T LOSE A HEART TONIGHT • Eddie Rabbitt • Elektra E-47239**

Breaking out of Karma Records — Indianapolis, Potomac One Stop — Baltimore, Tape Warehouse — Seattle, American Video — St. Louis, Maxell and Memorex tapes.

**LET ME LOVE YOU ONCE • Greg Lake • Chrysalis CHS 2571**


**TOP SELLING ACCESSORIES**

Audio Technica Sonic Broom AT6012

Disheswasher D-4 Fluid Re-Fill 1 1/2 Oz

Disheswasher VRP Anti-Static LP Inner Sleeve

Everyday Alkaline “D” Cell Battery 2/Card

Le-Bo Outer LP Protective Cover

Maxell UXDL II-C-90

Maxell UXDL II-C-90 Twin Pack (Promo Item)

Maxell UXDL I-C-90

Maxell UXDL I-C-90

Memorex MRX 1-C-60/3/Bag

Memorex MRX 1-C-30/3/Bag

Memorex MRX 2-C-90/3/Bag

Memorex Cassette Head Cleaner 0300

Picklewick Cassette Head Cleaner 212

Reclotron Record Guard Anti-Static LP Inner Sleeve

TDK SA-C-90

TDK Cassette Head Cleaner HC-01B

**COMPILED FROM:**

Musicland Group — National • Disc Records — Dallas • Sound Warehouse — San Antonio • Cutler’s — Nashville • Jake’s Records — Milwaukee • Record Theatre — Cincinnati • Tower — Seattle • Big Apple — Denver • Musicalink — St. Louis

**www.americanradiohistory.com**
ALBUM BREAKOUTS

SHE SHOT ME DOWN • FRANK SINATRA • REPRISE FS 2305
MERCHANDISING AIDS: Name Board, 2 Posters, Streamers, Standup.

I AM LOVE • PEABO BRYSON • CAPITOL ST-12179
MERCHANDISING AIDS: 1x36 Banner, 12x48 Streamer, 1x1 Flats, TV and Radio Spots.

SKYLINE • SKY • SALSOU/Soul/RCA SA-8548
MERCHANDISING AIDS: 1x1 Flats, Poster.

JAZZERCISE • JUDI SHEPARD MISSETT • MCA-5277
Breaking out of: Camelot/National, Record Bar/National, Turf/Atlanta, Licorice Pizza/Los Angeles, Peachles/Cleveland.
MERCHANDISING AIDS: 1x1 Album Cover Front Boards, 2x3 Announcement Poster, Counter Merchandising Unit.

KEEP ON MOVING STRAIGHT AHEAD • LAKESIDE • SOLAR/RCA BXL-1974
MERCHANDISING AIDS: 1x1 Flats, 15x29 Poster.

GET AS MUCH LOVE AS YOU CAN • THE JONES GIRLS • PHILADELPHIA INTERNATIONAL FS 3627
MERCHANDISING AIDS: Album Cover Flats, 2x2 Cover Blowups.
NEW YORK — A new twist developed in the four-month-old strike by American Federation of Television and Radio Artists (AFTRA) against personalities working for WBLS/W New York when the National Labor Relations Board (NLRB) earlier this month issued a complaint alleging that the station engaged in unfair labor practices and is deliberately prolonging the strike.

In the complaint, AFTRA stated that the A/C-formatted station: “...declined to provide it with information needed to act as the announcers' sole collective bargaining agent; refused to meet with the union at 'reasonable times' for bargaining purposes; and negotiated in 'bad faith,' without intention to enter into agreement with the union. What this means, according to Samuel Kaynard, director of region 29 of the NLRB.

In his new post, Warfield is responsible for supervising the review, evaluation and implementation of corporate policies and procedures and the installation and operation of in-house systems for each station's traffic, accounting, billing and payroll needs.

Warfield will report directly to Inner City Broadcasting president Pierre Sutton.

WBLS is one of the top contemporary music stations in New York City and the flagship station of the nine-station Inner City Broadcasting chain. Led by nationally known program director Frank Crocker, WBLS and its urban contemporary format constantly battle archival WKTU for preeminence in the New York market.

Warfield joined Inner City Broadcasting in August 1977 as corporate controller. Prior to that, he served in accounting and/or teaching positions at Medgar Evers College in Brooklyn, RCA Cop and the accounting department of Atlantic & Co.

Commenting on the promotion, Inner City Broadcasting president Sutton said, "Charles Warfield is an intelligent, knowledgeable corporate official who, in the four years since joining Inner City, has proven himself worthy of the new challenge. We expect him to have a bright future in the Inner City Broadcasting family."

Charles M. Warfield, Jr.
**LP Chart Position**

<table>
<thead>
<tr>
<th>Track</th>
<th>Artist</th>
<th>Label</th>
<th>Region</th>
<th>Date</th>
</tr>
</thead>
</table>
| #1 | CAPTAIN BEEFHEART & THE MAGIC BAND | ELEKTRO/REPRISE | #1 | 1970
| #2 | LED ZEPPELIN | ELEKTRO/REPRISE | #1 | 1970
| #3 | JETHRO TULL | ELEKTRO/REPRISE | #1 | 1970
| #4 | THE WHO | ELEKTRO/REPRISE | #1 | 1970
| #5 | THE ROLLING STONES | ELEKTRO/REPRISE | #1 | 1970

**Most Added**

1. **THE POLICE**
   - For Those About To Die We Salute You
   - Atlantic
   - KOME, WBAB, WBLM, WMRS, WLPQ, KGMN, WGRQ, WLR, WOUR, WMMS, KZEL, WABX, KNKN, KSFX, KROQ, KBPI, HOTS: WBAB, WBLR, WMPQ, WCCQ, WGRQ, WLR, KZEL, KNKN, MEDIUMS: WBAB, KNKN, KSFX, KBPI, PREFERRED TRACKS: Evil, Breaking, Title
   - **SALES**: Just shipped.

2. **THE J. GEILS BAND**
   - Freeze-Frame
   - Epic
   - HOTS: WBAB, WBLM, WMRS, WLPQ, KGMN, WGRQ, WLR, WOUR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WBAB, KNKN, KSFX, KBPI, PREFERRED TRACKS: Centerfold
   - **SALES**: Good to moderate in all regions.

3. **THE EAGLES**
   - Hotel California
   - Asylum
   - HOTS: WNEW, WMMS, WLYS, WOR, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Hotel California
   - **SALES**: Good to moderate in all regions; strongest in Midwest and West.

4. **THE JOURNEY**
   - Escape
   - Columbia
   - HOTS: KZAM, KBPI, WABX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Better, Destroyer, Dial
   - **SALES**: Moderate in all regions; strongest in Midwest.

5. **THE ROLLING STONES**
   - Tattoo You
   - Rolling Stones/Atlantic
   - HOTS: WMMS, WMRS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Let Me Be Lonely
   - **SALES**: Moderate to fair in all regions; strongest in Midwest.

6. **THE STEVE MILLER BAND**
   - Circle Of Love
   - Capitol
   - HOTS: KZAM, KNKN, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Let Me Be Lonely
   - **SALES**: Moderate in all regions.

7. **MOLLY HATCHET**
   - Take No Prisoners
   - Epic
   - HOTS: WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Let Me Be Lonely
   - **SALES**: Moderate in all regions.

8. **THE POLICE**
   - Ghost in the Machine
   - A&M
   - HOTS: KZAM, KNKN, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WNEW, WMMS, WLYS, WOR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, PREFERRED TRACKS: Let Me Be Lonely
   - **SALES**: Moderate in all regions; strongest in Midwest.

9. **THE J. GEILS BAND**
   - Freeze-Frame
   - Epic
   - HOTS: WBAB, WBLM, WMRS, WLPQ, KGMN, WGRQ, WLR, WOUR, WMMS, KZEL, WABX, KNKN, KSFX, KBPI, MEDIUMS: WBAB, KNKN, KSFX, KBPI, PREFERRED TRACKS: Centerfold
   - **SALES**: Good to moderate in all regions.
**Video Seen As Top Priority At NMA/BMI-Sponsored Forum**

by Jennifer Bohler

NASHVILLE — Labeling the advent of video "the most important event since the birth of rock 'n' roll," panelist Michael Nesmith set the keynote tone at the Nov. 20 "What's This Thing Called Video And Where Is It Going?" forum, co-sponsored by the Nashville Music Access (NMA) and Broadcast Music Inc. (BMI) at the new Bullet audio/video recording studio here.

More than 400 members of the Nashville music business backed the facility to hear Nesmith and other panelists — including Bob Emmer of Alive Productions; Sam Trust, president of ATV Music; and Robert Pittman, vice president of programming for Warner Amex Satellite Entertainment Company's (WAMEX) MTV, plus moderates Frances Preston, vice president, BMI, offer their views on the coming medium.

The most outspoken proponent of video was Nesmith, who stated most emphatically that video is the future of the record business and the record business is dying. He said that the former member of the popular '60s TV/popup group the Monkees. Video records are your future because of the direction Americans have taken in terms of the way they use their television sets. This is not the death of the record business, but the beginning of a new era.

Nesmith himself has been involved with video production since the early '70s when he made a promotional video for his single release "Rio." He further entrenched himself in the fledgling market when he established his Carmel, Calif.-based company, P Morris Arts, and released his first complete video record, Elephant Party, which cost $400,000 to make, and is to this day still selling about 1,000 units a month, according to the artist. During the forum, Nesmith revealed plans to sign video producers to his company.

His proponents claim video will someday develop into a highly complementary counterpart to the audio-only disc, providing yet another creative outlet for artists. But Nesmith cautioned that not all audio artists can translate well onto video. From a promotional standpoint, a video accompanying a single or album release can sell records at the retail level, according to Pittman, who pointed to a survey in various test markets in which MTV, a music oriented cable program conducted by his company, was aired. The results of the survey, he said, show a direct correlation between artists' videos used on the MTV program and records sold at the retail level.

**Video Sells Records**

"Our survey showed an amazing consumer reaction," Pittman said. "Artists who had never sold well in those markets began selling. For example, one retailer told us he had had about 18 copies of the Buggles last album on his shelf and hadn't been able to sell them. Within one week of the initial airing of their video on MTV, that retailer sold all of the copies of the album."

Pittman noted that MTV's criteria for airing videos is simple — "if it fits into the genre, we play it," he said. "It doesn't have to feature a hit single or a well-known artist. We let the viewer decide if it's a hit, which, in this case, is part of the problem with radio now."

He noted further that a lot of artists don't get exposure in certain markets because the program or music directors, decide what their audience should hear, and with the tighter play lists, not as many new or off the wall artists, get airplay. For example, in one market surveyed, groups like the Tubes and Squeeze were not getting airplay. However, MTV was programming their videos, and through this television exposure, the groups were selling records.

There are two keys to producing a good video, according to Nesmith. The first is to have a upbeat tone and the second is to have a memorable message. "(The) message is what counts," said Nesmith.

**STATLERs RECEIVE ORIGINAL GOLD**

Mercury recording group Statler Brothers was recently presented with gold albums by Guenter Hensler, PolyGram Records president, for sales in excess of 50,000 units of its album, "The Originals." The presentation was made in Los Angeles during a break in the taping of Barbara Mandrell's TV show. Picture in the first row are (l-r): Phil Balsley and Harold Reid of the group; Hensler; DeWitt and Don Reid of the group; and Marshall Grant, road manager, Statler Brothers. Picture in the back row are (l-r) Bill Utz, Statler Brothers' attorney; Emiel Petrone, vice president, marketing; West Coast, PolyGram; Russ Regan, vice president and general manager West Coast. PolyGram: John Brown, western regional country promotion manager. PolyGram: and Frank Leftel, national country promotion manager. PolyGram.

**WSAI/Cincinnati: Local Flavor In Era Of National Programs**

by Tom Roland

NASHVILLE — While country radio seems to be moving in an impersonal direction with the advent of country satellite systems like that of Burkhart-Abrams and the United Stations network and recent trends toward shorter and tighter playlists, WSAI-AM (& FM) in Cincinnati has reversed the predominant opinions of country programmers and incorporated the local Cincinnati image into its programming efforts.

With both AM and FM channels, music director John Marks indicates that WSAI has the opportunity to attract two very different segments of the country listening audience. While the AM boasts a traditional country flavor, emphasizing current hits and a deep oldies file, the stereo sister station utilizes a "more current hip sound," with an increased reliance on current, oldies file that stretches back only to 1975 and with a high number of album cuts interspersed throughout.

"The stance we're taking with our FM is to be undeniably, unforgettably country," says Marks, "but we're programming it in such a way that perhaps somebody that hated country or is disgruntled with some kind of contemporary rock 'n' roll music programming...for change can come over us and discover that this is a different alternative. The country is one band, but we're trying to create an audience of our own through the use of album cuts and a sound-oriented approach, as opposed to the hits-oriented approach."

In offering an alternative, WSAI, behind the efforts of Marks, program director Dale Turner and general manager Pat Breuer, has localized the station as much as possible, even to the point of placing Cincinnati into its format. "It's like Mark Preston, Bobb Key and the Freedom Express, the Buffalo Brothers and Cheyenne in the "regular rotation along with Kenny Rogers and Crystal Gayle. We don't hide them at any time or anything because we like to keep them visible, and we're proud of what we're doing."

(Continued on page 19)

**Halsey Forms New Firm To Unify Operations**

NASHVILLE — Jim Halsey has formed Halsey Company International, a parent company responsible for overseeing all interests of his diversified interests, including: Norman Weiser, president, Largo Music; Art Stolnitz, senior vice president, Warner Bros. Television; and Dan Ski, Ski, Cohen and Stashower Board representatives from within the existing Halsey structure include: Jim Halsey, president; Dick Howard, executive vice president; Sherman Halsey, director; and Emile Smith, vice president and comptroller.

The Halsey organization currently represents Cedar Creek, Roy Clark, the Corbin/Hanner Band, Jimmy Dean, David Frizzell & Shelly West, Terri Gibbs, Woody Herman, Buddey Lee & the Wild West, George Lindsey, the Oak Ridge Boys, Roy Orbinson, Minnie Pearl, Hank Thompson, Mel Tillis, Don Williams and Tammy Wynette.

**AGAC WELCOMES NEW MEMBERS**

— Representatives of the American Guild of Authors and Composers (AGAC) met recently in Nashville to welcome several noteworthy Nashville songwriters into the organization, including: Rogers, Marcille Wilkin, John Stephen McClellan, Warner Bros. Records, and David Weiss, executive vice president, AGAC, and Maggie Caddenver, executive director, Nashville Songwriters Assn. International (NSAI). Pictured standing are (l-r): Loudermenk; Lew Bachman, executive director, AGAC, and Randy Goodrum, president, NSAI.

(Continued on page 34)
## Top 75 Albums

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fees So Right</strong></td>
<td>Alabama</td>
<td>1-38</td>
</tr>
<tr>
<td><strong>Fancy Free</strong></td>
<td>(Jackie DeShannon &amp; MCA-3209</td>
<td>6-27</td>
</tr>
<tr>
<td><strong>Live</strong></td>
<td>Barbara Mandrell</td>
<td>2-15</td>
</tr>
<tr>
<td><strong>Step By Step</strong></td>
<td>Eddy Raven (Exeke 53-552)</td>
<td>4-16</td>
</tr>
<tr>
<td><strong>Wilie Nelson's Greatest Hits (and Some That Will Be)</strong></td>
<td>Wilie Nelson</td>
<td>5-12</td>
</tr>
<tr>
<td><strong>The Pressure is On</strong></td>
<td>Hank Williams, Jr.</td>
<td>7-14</td>
</tr>
<tr>
<td><strong>Bet Your Heart on Me</strong></td>
<td>Johnnie McDaniel (Liberty LOG-1108)</td>
<td>11-32</td>
</tr>
<tr>
<td><strong>Especially For You</strong></td>
<td>Joe Stampley</td>
<td>8-21</td>
</tr>
<tr>
<td><strong>Share Your Love</strong></td>
<td>Kenny Rogers</td>
<td>8-35</td>
</tr>
<tr>
<td><strong>Good Time Lovin' Man</strong></td>
<td>Rodney McDowd, Jr.</td>
<td>14-17</td>
</tr>
<tr>
<td><strong>I Am What I Am</strong></td>
<td>George Jones (Exeke FE-3566)</td>
<td>17-63</td>
</tr>
<tr>
<td><strong>Juice Newton</strong></td>
<td>Juice Newton</td>
<td>18-39</td>
</tr>
<tr>
<td><strong>Strait Country</strong></td>
<td>George Strait</td>
<td>20-9</td>
</tr>
<tr>
<td><strong>With Love</strong></td>
<td>John Conlee</td>
<td>21-20</td>
</tr>
<tr>
<td><strong>Kenny Rogers Greatest Hits</strong></td>
<td>Charley Pride</td>
<td>15-7</td>
</tr>
<tr>
<td><strong>Good Time Lovin' Man</strong></td>
<td>Rodney McDowd, Jr.</td>
<td>14-17</td>
</tr>
<tr>
<td><strong>Some Days Are Diamonds</strong></td>
<td>John Denver</td>
<td>18-53</td>
</tr>
<tr>
<td><strong>Surround Me With Love</strong></td>
<td>Charly McClain (Capitol)</td>
<td>24-29</td>
</tr>
<tr>
<td><strong>Still the Same Ole Me</strong></td>
<td>George Jones (Exeke FE-3236)</td>
<td>40-2</td>
</tr>
<tr>
<td><strong>Greatest Hits</strong></td>
<td>Ronnie Milsap</td>
<td>27-58</td>
</tr>
<tr>
<td><strong>Town &amp; Country</strong></td>
<td>Way Price (Dimension DL 5003)</td>
<td>35-13</td>
</tr>
<tr>
<td><strong>I'm a Lady</strong></td>
<td>Sissie Spacek</td>
<td>26-7</td>
</tr>
<tr>
<td><strong>Desperate Dreams</strong></td>
<td>Eddy Raven (Exeke SE-545)</td>
<td>31-6</td>
</tr>
<tr>
<td><strong>I'm Countryfied</strong></td>
<td>Mel McDaniel (Capitol EL-12161)</td>
<td>30-40</td>
</tr>
<tr>
<td><strong>Mr. -</strong></td>
<td>Conway Twitty (MCA-3204)</td>
<td>26-23</td>
</tr>
<tr>
<td><strong>Midnight Crazy</strong></td>
<td>8-813</td>
<td></td>
</tr>
<tr>
<td><strong>Takin' It Easy</strong></td>
<td>Linda J. Dalton (Columbia)</td>
<td>25-19</td>
</tr>
<tr>
<td><strong>Now and Again</strong></td>
<td>Hank Williams, Jr.</td>
<td>34-43</td>
</tr>
<tr>
<td><strong>Christmas</strong></td>
<td>Gene Clark, Marty St Lolli, et al. (Mercury)</td>
<td>59-2</td>
</tr>
<tr>
<td><strong>You Don't Know Me</strong></td>
<td>Mickey Gilley (Exeke FE-3714)</td>
<td>36-25</td>
</tr>
<tr>
<td><strong>Live</strong></td>
<td>Hoyt Axton (Jeremiah 3:502)</td>
<td>37-30</td>
</tr>
<tr>
<td><strong>Years Ago</strong></td>
<td>Statler Brothers</td>
<td>38-12</td>
</tr>
<tr>
<td><strong>One To One</strong></td>
<td>Od Bertei (MCA-597)</td>
<td>39-32</td>
</tr>
<tr>
<td><strong>Greatest Hits</strong></td>
<td>Anne Murray (Capitol SO-12110)</td>
<td>42-62</td>
</tr>
</tbody>
</table>

## Singles Reviews

### New and Developing Artists

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Rodney Crowell</strong></td>
<td>Warner Bros. 56578</td>
</tr>
<tr>
<td><strong>Danny Gatton</strong></td>
<td>Warner Bros. 56579</td>
</tr>
<tr>
<td><strong>Hank Williams</strong></td>
<td>Warner Bros. 56580</td>
</tr>
<tr>
<td><strong>Urban Chipmunk</strong></td>
<td>RCA 1-41071</td>
</tr>
<tr>
<td><strong>Honesuckle Rose</strong></td>
<td>Original Soundtrack 53-7952</td>
</tr>
<tr>
<td><strong>Horizon</strong></td>
<td>Eddy Raven (Exeke SE-276)</td>
</tr>
<tr>
<td><strong>Count the Memories</strong></td>
<td>Eddy Raven (Exeke SE-2542)</td>
</tr>
<tr>
<td><strong>Country-Handle With Care</strong></td>
<td>Wilie Nelson (Columbia JC 35305)</td>
</tr>
<tr>
<td><strong>Lookin' for Love</strong></td>
<td>Joe Stampley (Exeke SE-660)</td>
</tr>
<tr>
<td><strong>Pleasure</strong></td>
<td>Dave Rowland and Sugar (Exeke SE-3251)</td>
</tr>
<tr>
<td><strong>Mel &amp; Nancy</strong></td>
<td>S. &amp; Nancy Stagner (Exeke SE-549)</td>
</tr>
<tr>
<td><strong>StARDUST</strong></td>
<td>Wilie Nelson (Columbia JC 1-4026)</td>
</tr>
<tr>
<td><strong>Christmas Wishes</strong></td>
<td>Don &amp; Nancy Stagner (Exeke SE-549)</td>
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<td><strong>Hurricane</strong></td>
<td>Don &amp; Nancy Stagner (Exeke SE-549)</td>
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<tr>
<td><strong>Keep On Dancing (Country Style Swing)</strong></td>
<td>Vernon Beasley (RCA EL-14175)</td>
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<tr>
<td><strong>King of the Road</strong></td>
<td>box Car Willie (Merrell SN 71300)</td>
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<td><strong>Keep On Dancing</strong></td>
<td>Tom Gentry (RCA EL-14175)</td>
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<td><strong>Somewhere Over the Rainbow</strong></td>
<td>Wilie Nelson (Columbia FC-36683)</td>
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<tr>
<td><strong>Fire &amp; Smoke</strong></td>
<td>Earl Thomas Conley (RCA EL-14175)</td>
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<tr>
<td><strong>Only When I Laugh</strong></td>
<td>Brenda Lee (MCA-3278)</td>
</tr>
<tr>
<td><strong>Greatest Hits</strong></td>
<td>Jim Reeves &amp; Patsy Cline (RCA EL-14175)</td>
</tr>
<tr>
<td><strong>Songs for the Mama That Tried</strong></td>
<td>Merle Haggard (Capitol A-3204)</td>
</tr>
<tr>
<td><strong>Ask Any Woman</strong></td>
<td>Con Hunley (Burl Bros. BS-3567)</td>
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<tr>
<td><strong>Rodeo Romeo</strong></td>
<td>Bob &amp; Becky (Columbia FC-3658)</td>
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<tr>
<td><strong>The Best of Eddie Rabbit</strong></td>
<td>Eddy Raven (Exeke SE-235)</td>
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<tr>
<td><strong>Sleeping With Your Memory</strong></td>
<td>Janie Fraye (Columbia FC-37535)</td>
</tr>
<tr>
<td><strong>Rainbow Stew/Live at Anaheim Stadium</strong></td>
<td>Merle Haggard (MCA-5216)</td>
</tr>
<tr>
<td><strong>Now or Never</strong></td>
<td>Sonny Simmonds (SBD-1300)</td>
</tr>
<tr>
<td><strong>Urban Cowboy</strong></td>
<td>Original Soundtrack (Capitol KC-2 37542)</td>
</tr>
<tr>
<td><strong>Whiskey Bent and Hell Bound</strong></td>
<td>Hank Williams, Jr. (Exeke BU-65-257)</td>
</tr>
</tbody>
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### Hits Out of the Box

- **Rosanne Cash** (Columbia 18—02659)
- **Blue Moon With Heartache** (4-27) (Hollywood/Atlantic Music Corp. —BMI) (R. Cash)
- **Razzy Bailey** (RCA PB-13007)
- **You Left Love All Over Me** (3:15) (House of Gold Music, Inc.-BMI) (C. Lester) (Producer: B. Carey)
- **The Kendalls** (Mercury 76131)

### Feature Picks

- **Sonny James** (Dimension DS 1028)
- **Innocent Lies** (2:49) (Marion Inc.-BMI) (S. James, C. Smith) (Producers: K. Stills, S. James)
- **Tammy Cline** (Columbia 18-02642)
- **Don't Know How To Tell Him (He Doesn't Love Me Anymore)** (2:46) (Tree Pub Co.-BMI/Starburst-Music ASCAP) (S. Thruxton, B. Fischer) (Producers: B. Logan, T. Chocate)
- **Bandana** (Warner Bros. WB-49872)
- **Mel Tillis & Nancy Sinatra** (Elektra E-47247)

### Where Would I Be?

- **(3:30) (Moviestar Music Co.-ASCAP) (J. Mehaffey) (Producer: B. Strange)**

## Album Reviews

### Happy Love Songs

- **Brenda Lee** — MCA-3278 — Producers: Ron Chancey — List: B 58

- **Brenda Lee’s dynamic vocals haven’t diminished in the least over the years, and if you need proof, just listen to her latest MCA release. Lee’s charming vocal quality packed into that tiny human frame is every bit as potent today as it was 25 years ago when she first captured the heart of America. Pay special attention to “ Shine On” and the title track.”

---

**88 Cash Box**

**Promotion by Rick Davis • Keith Stewart • Johnny Elgin**

**Super Productions Records**

**Mike Shepard**
A Two Hour T.V. Spectacular with these Special Guest Stars...

Chet Atkins, Janie Fricke, Brenda Lee, Barbara Mandrell, Roy Rogers and Conway Twitty

“A SALUTE TO THE GOOD TIMES”
WSAI/Cincinnati: Local Flavor In Era Of National Programs

(continued from page 24)

to support the local artists.

In plugging the Cincinnati scene, WSAI committed itself to a local album project displaying the talents of 12 local acts on a dozen albums. The project has since received considerable attention. "Back in the '40s and '50s and on into the early '60s, Mark's points out, "Cinci-
nat was a real big country town. A lot of people were making hit records out of Cinc-
nati. Bobby Bare was based here at some point in time, Roger Bowling (writer of "Lucille" and "Coward of the County") used to be based here at Fraternity Records. Sonny James and you name any other local acts. A lot of people got their start here in Cincin-
nat on King Records and on Fraternity Records. It was big then. People would play the local forces at the time, and country music was a big force in the Cincinnati area. We're trying to make sure that again by encouraging local talent to record songs, and we'll be glad to sit down with them, listen to them, and play them on the air."

Good Acts

"The other stations in town didn't seem to take much stock in local product, and it's sort of fell in our hands to support the local ar-
tists and musicians, not from a business standpoint, but because we felt that they deserve to be on the air," he adds. "Number one, they're good, and number two, if they're expecting to get anywhere on the national circuit, they have to sell records. Many people got their start here in Cincin-
nat on King Records and on Fraternity Records. It was big then. People would play the local forces at the time, and country music was a big force in the Cincinnati area. We're trying to make sure that again by encouraging local talent to record songs, and we'll be glad to sit down with them, listen to them, and play them on the air."

Admittedly, Marks notes that "the production isn't as slick and maybe the songs aren't as good as what you could turn out in a big studio with a big producer," but he feels WSAI has a responsibility to do "anything that we can do as a radio station to support the local artists and help support our local musicians and our local product. Local, local, local — that's what we're going after, and, by helping our musicians and bringing a Cincinnati sound to country music, I think we'll make up the long run."

While crosstown rival WUBE-FM, which has been entrenched in the Cincy market-
place for more than a decade, maintains a strong image with heavy reliance on oldies and a "Top 20 hits approach" with current product, according to Marks, he emphasizes that WSAI is not attempting to "counter-programmer WUBE" in the battle for the "10-13" market share of the audience that country holds so solidly in the Cincinnati area. "Local Tastes Important"

Instead, the station's management relies on a strong knowledge of its audience in aligning its playlists and overall format to meet the needs of the region's population. "It really discourages me to see radio stations and music directors relying on a bull in the trades in order to make a decision on what to put on the air or not a record is a hit," complains Mark. "That doesn't make a whole lot of sense to me. If you know your market and you know what's going on in your surroundings, you know what people want and what they don't like. They'll tolerate and what they won't, the knowledge of your market and what it wants. You can't just look at a place in the hole, regardless of what kind of cut-out research you do."

"We do look at the trades to a certain degree," he adds, "but we are de-
emphasizing the 'bull market approach' to programming and doing what we feel is best for Cincinnati and our market and our audience, and I think through all that we're going to realize an eventual long-term growth."

Although Marks certainly does not dis-
agree with the "counter-programmer" WUBE, he feels that WSAI has cut its reliance on cut-outs because they "emphasize negatives rather than positives" and sometimes can "alienate part of the audience. A lot of people get out; you have to put what you feel is best, and that's where the local artists come into play."

Marks adds that requests play a role in increased significance at the station, and that the local artists feel that "they have a more in common with some other local radio stations." He notes that although it's "not hip to look out for the listener," the station does at least acknowledge that "the active people are taking the time, the effort, the energy to write to us, to let us know what they like and what they don't like, and we feel that that portion of our audience should not be ignored."

MUTUAL'S THANKSGIVING SPECIALS CLARES $50 STATIONS — Mutual Broadc.

Station system is giving the stations which carry the Mutual Entertainers, was carried by

550 radio stations across the country, according to acting director of station relations Lynn McIntosh. The three-hour music and interview special featured 12 Country Music Assn. (CMA) "Entertainers of the Year," including Ronnie Milsap, Dolly Parton, Mel Tillis, Loretta Lynn, Charlie Daniels, and David letter. Jacky West is one of the best female voices in the country today. Bobby Bare, an original of '60s country music programming," notes McIntosh. "We expect to continue to provide country radio stations with the best available special programming anywhere, and we are es-

pecially pleased to have the Year's Big Hits as the hosts of our 1981 New Year's special — Country Music Countdown 1981.

PERSONALITY PROFILE — In this time of more and more "firsts" for country music — with the music's popularity opening new horizons for a number of acts and personalities and labels — it should come as no surprise that the same should happen for coun-

try radio. Already, the format has spread across the nation in un-

precedented numbers, creating crowds on the radio dial where once there might have been only one station in an entire city. In such as atmosphere, it isn't surprising that someone as talented as Jacki West of WDTN/Cincinnati, Fla. achieve another "first" that of being the first female in history to win a Disc Jockey of the Year award from the Country Music Assn. (CMA). Winning in the small market category at this year's CMA Awards ceremonies, West's star has continued to rise with her recent appointment to the position of program director for WGTW Radio in Schenectady, N.Y., and her graduation from State University in the fields of mass communications and English, with a high ability in radio and television experience thrown in. West will certainly be heard from again."

KOMA LISTENERS SELECT ENTERTAINER OF THE YEAR — In a recent ballot by listers of KOMA/Oklahoma City, the Oak Ridge Boys were honored as Entertainers of the Year in the 1981 KOMA Listeners' Choice Awards. The ballots were cast over a three-

week period, with votes coming in from 22 states, each listener nominating their favorite ar-
tist(s) of the year. The Oak Ridge Boys will receive a plaque in the shape of the state of Oklahoma from KOMA and its listeners. "When KOMA listeners you vote the best in the country, that's a surprise and a real honor, and we're grateful to those fans who selected the Oak Ridge Boys as Entertainers of the Year," commented band leader Richard Sterban.

DRAKE-CHENAL/SHENTAL NASHVILLE OFFICE OPENED — Twenty-six year entertainment industry veteran Tom Thacker has been named to the executive staff for Drake-Chenal's History Of Country Music. The new office, recently opened, will coordinate interviews for the special. In addition to his radio background as a program director and general manager, Thacker has been heard on a number of national radio and television commercials. He has also produced award-winning albums and albums for Glen Campbell. "I'm extremely pleased to be a part of this major industry project, and I consider my involvement in The History Of Country Music to be a highlight of my career," says Thacker.

WHO TAPS WOLFE AS MUSIC DIRECTOR — Dave Wolfe, formerly with WINN-

Louisville for the past nine years, has been selected assistant program director and music director for WHO/Davenport. Wolfe will also serve as an assistant to Bucks Braun, vice president of operations. Commenting on Wolfe's appointment, Braun observed, "I'm pleased that Dave worked for me at WINN, and we feel very fortunate to now secure his abilities at WHOH. His knowledge of country music will be a definite asset to both of our radio stations." Wolfe replaces former music director Brau, who resigned to pursue his "new goals.

KSON HOSTS SAN DIEGO COUNTY AWARDS — KSON-FM midday per-
nalogy, Bob Cheneay and the KSX Cowboy, Country AI, recently hosted the annual San Diego County Music Awards. The event, held at the new and improved San Diego Convention Center in Chula Vista. After nearly nine hours of country music and award presentations, Carl Sim-

mons and Southern Comfort walked away with the 1981 Best Country Award in San Diego County. Country AI won the honor of Top Radio Personality Of The Year.
"Down To My Last Broken Heart" went to #2
"I'll Need Someone To Hold Me (When I Cry)" went to #2

And Now, The Ace...
"Do Me With Love" (18-62644)
the first single from the brand new album
"Sleeping With Your Memory"
From JANIE FRICKE
on Columbia Records and Tapes
Produced by Jim Ed Norman (FC 37535)

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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 Jim Sharp in Nashville at (615) 344-2098 or the Cash Box representative in your area.

THE COUNTRY COLUMN

THIS THING CALLED VIDEO — We’ve attended a good many forums and seminars in our day, but we must admit that the recent video forum presented by the Nashville Music Assn. (NMA) was far one of the most interesting, not to mention well-attended, we’ve ever seen. Many valid points concerning the emerging medium were made, and viewpoints presented by the five panelists ranged from one extreme (“video is our future”) — Michael Nesmith (video is not an industry curse at all”) — Sam Trust. And what video forum would be complete without videos to illustrate the point? Nesmith brought along his best-selling Elephant Parts, a film he revealed cost some $400,000 to make and was still selling about 1,000 units a month. Bob Pittman, vice president of programming for Warner Amex’s MTV, also brought along a video — his a 10-minute promotional on MTV that features various videos used in the program. To say the least, video is a fascinating medium and one that certainly has not yet realized its fullest potential. But with the interest exhibited by the Nashville music community at this first forum of its kind here, no doubt this city will be a leader in the video field. It already boasts several fine production facilities, including Scene Three, Opryland Prods., and the Milan Studios. No doubt this city will be a leader in the video field. It already boasts several fine production facilities, including Scene Three, Opryland Prods., and the Milan Studios. 

While we’re on the subject of the NMA, we should mention that the association is sponsoring its second “Spotlight” showcase at the Cannery Dec. 3. Designed to feature area talent in Nashville clubs, this show will star the Tom Kimmel Band, The Nerve, Cee Vee Dyson and Tom Douglas. Showtime is 8 p.m.

Cash Box — Frontman Jimmy Angel, a keen idol of the late Elvis Presley (he says he went to the same high school as Presley in Memphis), has been prompted by the recent reports concerning Presley associates (Dr. George Nichopolous, Presley’s former physician and Col. Tom Parker; the late singer’s former manager) to record a song titled “Let’s Give The King A Rest,” issued on Shannon Records. The record, which took two years to record, press and ship, also features future Elvis associates — Harold Bradley, D.J. Fontana, and the Jordanaires. Angel’s song asks the question, “If you can’t say something good about someone who’s gone, then why say something bad?”

HERE AND THERE — RCA artist Valentino made his debut appearance on Nashville’s Club One Nov. 24. Kris Kristofferson is filming a new movie, sans beard, in New York with Jane Fonda. Opry hopefuls to the Cherry Sisters. Their debut Monument album will be titled “First Fruit” rather than “Fresh Fruit” as reported earlier.

The Thrasher Brothers have recorded a track that will be used in the CBS-TV show Simon and Simon, which premiered Nov. 24. The song, “Best of Friends,” will also be the group’s next RCA single release, out in early December. Jeanne Pruett has signed a booking agreement with the Neal Agency in Nashville. Dave Rowland and Sugar has signed with Top Billing International in Nashville. The Atlanta Songwriters Assn. sponsored a showcase at the Cannery in Nashville recently. The three-hour show featured such upcoming writers as Roy Clark, William Bell, Susan Thomas, Jan Carlton and Barbara Walker. The Ranga appeared in concert at the Tennessee State Fairgrounds (Nashville) Nov. 22. The concert was sponsored by WLIB/WMYX, Memphis, and was held in conjunction with the Hunters Custom Auto Expo. Don King signed autographs during the same auto exposition. One of Nashville’s antiquated alleys off lower Broadway was recently titled by Loverboy, as Scene Three Video here shot a location promotional video of “Gang’s In The Streets,” one of three music video productions from Loverboy’s current album, “Get Lucky.” The video illustrates the “street gang” image referred to in the song. Louise, Irene and Barbara Mandrell are taping the best of three. Ron Barrett Special. The Chimpunks were in New York last week to tape a Christmas special from Carnegie Hall, which will air Dec. 14, so check local listings. The actual airing of the Hal Ketcham show featuring Charly McClain is Dec. 1. And in news from down under, Tom T. Hall, on his current tour of Australia, is breaking attendance records at a number of venues, including the Bullengarook Country Music Festival, the Perth Lagoons Club and seven shows at the Twin Towns Services Club.

THE OFFICIAL WORD — Roy Clark has been named the 1982 official spokesperson for Opryland in Nashville. He recently completed taping promotional television and radio spots for the theme park that are scheduled to air in 1982 from mid-March through October.

HURRICANE NEWS — RCA’s Leon Everette recently dropped in on the Cash Box staff in Nashville to introduce Bobby Martin, his new business manager, and fill us in on his recent activities. First of all, his current single, “Midnight Rodger,” is a bulleting single. “Cash Box Country Singles chart this week at #42, which he is quite pleased about. Additionally, he is making his face familiar to TV viewers by taping several television programs, including Jimmy Rodgers — Live At The Palomino. The pilot TV series features Everette doing a number of his hits, including “Give Up Easy,” “Hurricane” and the current single. Upon his return to Nashville, Everette taped the syndicated radio program, The Ralph Emery Show and set up some sessions for his new album. He is currently on tour with Ronnie Milsap, which he says is anyone’s career.

NEJA OFFICERS — The National Entertainment Journalists Assn. (NEJA) recently elected officers for 1982. They are: President, John Lomax; vice president, Elaine Nash; recording secretary, Sarah Sherrill; correspondence secretary, Sharon Allen; public relations, Jeff Walker; membership, Michelle Broussard; parliamentary, Tom Wilkinson; newsletter editor, Blaye Harris; awards, Bill Liliette; Fan Fair, Bonnie bride and Papa Ru; treasurer, Bob Oermann; social, Debbie Blake, historian, Ellen Brooks; and Belmont College representative, Russ Tarver. NEJA is an organization of professional entertainment journalists.

Jennifer bofiller
CASH
BLACK CONTEMPORARY

RAISE!
SOMALI GROG SPITALIAL
NEVER TOO MUCH
THE MANY FACETS OF RODGIE
IT'S TIME FOR LOVE
SHOW TIME
WHY DO PROLS FALL IN LOVE
THE GEORGE BENSON COLLECTION
BREAKIN' AWAY
CAMOUFLAGE
LIVING IN NEW ORLEANS
TOMMY TIPS
FANCY DANCER
STREET SONGS
THE POET
LIVE
GOLD CROWN
IN THE POCKET
LIVE AT THE HURRICANE
SOMETHING ABOUT YOU

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LIVE AT THE HURRICANE
SOMETHING ABOUT YOU

INTERSINGER PACTS BBG BAND — Capitol recording act the BBQ band recently signed an exclusive publishing agreement with Intersong music that covers all songs on the group's self-titled debut album. Pictured after the signing, reading the Cash Box charts are (l-r): Irwin Robinson, president, Intersong; Fred Peters, the band's producer; Don Groilo, vice president and general manager, Intersong, Steve Kapitok, attorney, Little Macho Music, the BBQ band's company; and Phil Rosen, attorney for Intersong.

AUDIOPHILE CRUSADERS — Initial releases from Crusaders Records will be audiophile pressing done in Japan on VDC super-high-frequency vinyl. To be released through MCA Records, the first release will be a live digital album recorded by the Crusaders — Joe Sample. Stix Hooper and Willton Feilder titled "Onagak-ku-Kai." Recorded at Tokyo's NHK Hall in January 1991, the LP features four of the better-known names in contemporary jazz such as Barry Finney, Alphonso Johnson, Roland Bautista and Raphael Cruz. Two other albums due will feature Crusader keyboard/composer Sample, including a half-speed mastered one with tasty guitarist David T. Walker. "Happy Lady" on Capitol, to be released in the spring, features Sample, Joe Sample, James Jamerson, Sr. Earl C. Palmer, Sr. Ernie Fields, Jr. The album's title fits the package as the bluesy-flavored release contains such notables as "Honky Tonk," "C.C. Rider" and "Hallelujah, I Love You." The other half-speed master release will be a solo affair by Sample titled "Carmel." The most unusual release among those to come from Crusader Records is a digital album titled "Blossom," by world-acclaimed Indian violinist Dr. L. Subramaniam which will be produced by the artist for his conjection with Stephen Goodman.

LABEL WARS — Solar Records' chart-topping B/C group Lakeside will be facing a sticking situation throughout the holiday season. Solar's former distributor, RCA Records, recently released the group's final album under an arrangement with Dick Griffin's label, which is ironically titled, "Keep On Moving Straight Ahead." It's an open comment, seemingly illustrating the now departed band's relationship with RCA. The other Lakeside LP, "Your Wish Is Our Command," will be released March 1 on a major label (Motown-Mr. 3575). In conjunction with that deal, Lakeside has been signed to Interscope Records for a solo project. The other half-speed master release will be a solo affair by Sample titled "Carmel." The most unusual release among those to come from Crusader Records is a digital album titled "Blossom," by world-acclaimed Indian violinist Dr. L. Subramaniam which will be produced by the artist for his confection with Stephen Goodman.
Tighter Immigration Policies Hinder Touring Musicians

(continued from page 14)

Attorney General is made pursuant to a recommendation by the Secretary of State or the Attorney General. While the H-1 visa is geared toward internationally known or acclaimed music or entertainment industry figures, the H-2 visa applies to the majority of artists within the acts. Created for foreign workers who will perform temporary service in this country, when equal United States workers are unavailable, the visa can be obtained for two reasons. First off, the job cannot be performed by American artists and second, there is a lack of qualified American workers to take on the jobs. If you’re petitioning to bring over a new or unknown band for the purposes of touring, you’d better make sure they’ll be making it.

AC/DC Tops CRIA October Certifications

TIGHTER IMMIGRATION POLICIES may hinder touring musicians, says lawyer Frieda Lucott. “But that problem can be gotten around. INS offices in major entertainment centers, such as Los Angeles and New York, will often give immediate attention to major productions or tours, and H-1 forms can often be processed within two weeks.”

Ian Copeland, president of Frontier Booking in New York, makes his lawyer’s point. “There’s a backlog in the INS office and there are so many forms that have to be documented and prepared. He added that the steady rapport with the offices at the department of justice makes the immigration clearance more easily and with greater speed.

In May you can prove your act is substantial and that you’ve got together the last five dates, signed contracts, proof of money in the bank etc. — then you should have less of a problem getting an H-1 visa.”

L.A.-based attorney Frieda Lucott also said that her high profile at the local INS office helped hurry the visa process, but feel that a good deal of red tape had been created by President Reagan’s budget cuts. “The cuts hurt the Department of Labor, the employment development offices and the INS as well,” says Lucott, “so these people are dealing with a voluminous amount of work. They are for the most part, understaffed and overworked. It takes a long time to expedite a visa application.”

Lawyers Frieda, Shindler and Lucott all agreed that their local INS offices, though understaffed, were working hard to facilitate the temporary visa applications. Perhaps Lucott expressed the feelings of her colleagues, saying “it is to a great state of obtaining U.S. work permits for foreign people in the music industry that is a push and tug battle. But if one file’s for a visa application in the correct manner, accounting for documentation and what filing and examination procedure each office adopts, he should usually be able to gain certification. We’re successful at obtaining H-1 and H-2 visas the majority of the time. Buenos Aires — The opening of a 1983 international music market. In Buenos Aires, Buenos Aires, operated by a society formed by the six traditional diskeries in this city, is one of the leading concert halls in the world. The trader will operate from headquarters on Carlos Pellegrini street, and some dealers have shown understandings of the idea.

The argument towards this action, from the point of view of the record producers, is that there is little interest in recording to really sell records — compared to shops selling appliances and kitchenware, record shops look usually dirty, salespeople are not friendly and information about catalog records and tapes is scarce or even un

available. This sort of cross-talk between producers and retailers has been going on for years, without discernible results. The owners of record stores complain that the companies have been mass releasing records that have little commercial interest and are not backing them with radio promotion. In fact, there has been a little interest in the title about TV promotion, which may be applied to only a few records due to its high cost. Although dealers are accustomed to order regular quantities of the new material, the overall effect of TV promotion (but the expense involved) has been diminishing strongly. As a result, the record companies have been stopped because the amount of records sold did not justify them.

There is another strong reason for dis

satisfaction, caused by the “so-called” plans, which usually mean sales campaigns that allow the store owner to pay his bills after 90 or more days, in exchange for a good order. In a country with inflation running at a pace of 135% a year, it seems more of a financial move than the result of sales activity. In most dealers are now loaded with merchandise they can’t dump into the market unless they sell it as a “bargain,” which sometimes means price tags lower than the original cost to the manufacturer, or at times the same price as the unlicensed, which had opened years ago the “bargain” market with low cost releases, have been also affected by this, since a couple of majors have been selling well-known artists in their price range.

Brett Davie Eyes — only that shrank 50% in a year and is facing a dollar 400% more expensive. These points have created a bitter situation.

The Police — Giuseppe Velona, managing director of WEA, Italiana, alone in signing a licensing agreement with Supraphon for the distribution in Italy of the classical Czech catalog. The first releases will appear in January. New releases are scheduled for Christmas from the Italian major artists.

Argentina

INTERNATIONAL BESTSELLERS

TOP TEN 45s

1. La Senora De Los Palomeros — Orquesta Tabaco — RCA
2. Frente A Frente — Jeannete — RCA
3. En Ruta De Naranjo — Bambalina — Discoa
4. Los Dos De Belle Davis — Kim Carreras — EMI
5. Sola — Paul Weller — Polygram
6. Silo — Max — Polygram
7. Un Manifiesto — Bebeto — Polygram
8. Procurado Olvidarte — Hernando — Polygram
9. Autodoles — Franke Smith — CBS
10. Tu Nombre — Ninna Ninna — CBS

TOP TEN LPs

1. Foro de los artistas — Polygram
2. En Tranbus — Joao Miguel Serral — Ariola
4. Daddy Yankee — Rivera — EMI
5. Especial — various artists — RCA
6. Utopia — Santi — Polygram
7. Vibrations Trasnoche — various artists — EMI
8. Digital — Jose Maria Pheonix — RCA
9. Le Cortor — MaxiVox — Music Hall
10. Juntos — various artists — Interdisc

TOP TEN 45s

1. Physical — Olivia Newton-John — Axtel
2. Start Me Up — The Rolling Stones — Stones
3. You Weren’t In Love With Me — Billy Fields — WEA
4. The Stroke — Billy Squier
5. Every Little Thing She Does Is Magic — The Police — A&M
6. Two Sided Man — The Chi-Lites — EMI
7. Wired For Sound — Cliff Richard — EMI
8. Queen Of Hearts — Juice Newton — Capitol
9. (81 Buc) — Phoenix — Polygram
10. Love At Last — Bellas.Casa — RCA

TOP TEN LPs

1. Tatuaje — The Rolling Stones — Stones
2. Ghost In The Machine — The Police — A&M
3. Physical — Olivia Newton-John — Axtel
4. Old Town Road — Billy Isaacs — RCA
5. You’re The One That I Want — Olivia Newton-John — A&M
6. Bad Habits — Billy Fields — WEA
7. Hooked On Sound — Orquesta Rumbarey — CBS
8. Bella Donna — Stevie Nicks — Modern/WEA
9. Time — Electric Light Orchestra — Jet
10. — Prinsunario — Kent Music Report

TOP TEN 45s

1. A Woke Daze — Jim Carrey — EMI
2. Out There — On My Own — Nikki Costa — CDD
3. Truth — You’re The One That I Want — Olivia Newton-John — A&M
4. Rock N Roll Robot — Alberto Camerini — CBS
5. Dia A Día — The Police — A&M
6. Arthur’s Theme — Christopher Cross — Warner Bros.
7. Shell Of A Woman — Vasco Rossi — RCA
8. Usa Hoop — Plastic Bertrand — Durum
9. More Stars — On Top — RCA
10. Camomilla — Ennio Morricone — RCA

TOP TEN LPs

1. You’re A Fool — Poch — Polygram
2. Ghost In The Machine — The Police — A&M
3. Fabrizio De Andre — Fabrizio De Andre — Riccardo
4. Ghost — Devo — Polygram
5. Tattoo You — Rolling Stones — Stones
6. More — Mental As Anything — Polygram
7. Duemlla60 Italian Gastronomy — Ivan Cassone — CDD
8. Te De Ti — Johnny Mathis
9. Rudy & Rita — Alberto Camerini — CBS
10. 2301 Parade — Omri Vannin — Vanika

Argentina

December 5, 1981
Radio Remembers Lennon On 1st Anniversary Of His Death

(continued from page 7)

Of individual stations surveyed by Cash Box, it was reported that there would be broadcasting either the aforementioned network or syndicated programming. However, a number of stations are originating their own special tributes.

Something Different

"We're going to try to do something different," said Scott Muni, program director of WNEW-FM in New York City. "We've been working on it for quite a long time, but every time we have different ideas to contribute. It won't be 'Lennon A to Z' or anything like that. We don't want to do anything dull.

Muni said the programming will be pieced together from "a lot of things we put together in the last year," and it will run throughout the day and night. In addition to running Creative Factor's syndicated program "Lennon in the Morning," WNEW plans a live broadcast from the Lennon birthplace in Liverpool, England, and a live broadcast from the Lennon home in New York City.

Silent Tribute

WBKN/Boston plans to repeat last year's minute of silence in memory of Lennon. According to program director David Schiff, the station will run a minute of environmental noises at precisely the anniversary of last year's memorial. This year, the Beatles' "Across the Universe." During the day of the 8th, the station will feature a "Lennon Wall" of pictures and views done by the station and a collage of Lennon-related material.

Among non-radio tributes to Lennon timed to coincide with the anniversary of Lennon's death are a Cincinnati Pops show to Lennon's music, and a special tribute planned by the Nashville Symphony at the Grand Ole Opry in Nashville. The tribute is planned to be a tribute to Lennon's music and will be held at the Grand Ole Opry in Nashville. The tribute is planned to be a two-hour show featuring performances by some of America's top rock and roll stars. The show will be broadcast live on the Grand Ole Opry's radio network and will be recorded for later release on vinyl and CD.

All-Star Records of Rockville Centre, N.Y.

CHIMPUNKS SQUEEZE THE GOLD — RCA recording group The Chipmunks recently received a gold record for its album "Urban Chipmunk." The album was released in 1968, and has sold over one million copies, making it one of the best-selling albums of all time. The Chipmunks are a group of five chipmunks who have been singing and recording since 1958. They are best known for their hits "Witch Doctor" and "Alouette." The group's music has been featured in numerous films, television shows, and commercials. The Chipmunks' golden voice and catchy melodies have made them a beloved fixture in the music industry for decades.
<table>
<thead>
<tr>
<th>Weeks On 11/28 Chart</th>
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<td>1 4</td>
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<td>TATTOO YOU</td>
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<td>GHOST IN THE MACHINE</td>
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<td>BELLA DONNA</td>
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<td>PHYSICAL</td>
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<td>EXIT...STAGE LEFT</td>
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<td>NINE TONIGHT</td>
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<td>SOMETHING SPECIAL</td>
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<td>PRIVATE EYES</td>
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<td>11 8</td>
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<td>SHAKE IT UP</td>
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<td>GREATEST HITS</td>
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<td>THE INNOCENT AGE</td>
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<td>WHY DO FOOLS FALL IN LOVE</td>
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<td>TONIGHT I’M YOURS</td>
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<td>ABACAB</td>
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<td>PRECIOUS TIME</td>
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<td>ON THE WAY TO THE SKY</td>
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<td>IF I SHOULD LOVE AGAIN</td>
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<td>DON’T SAY NO</td>
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<td>DIARY OF A MADMAN</td>
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<td>BEAUTY AND THE BEAT</td>
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<td>32 6</td>
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<tr>
<td>THE MANY FACETS OF ROGER</td>
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<td>33 12</td>
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**35 GET LUCKY**

**36 IN THE POCKET**

**37 FANCY FREE**

**38 RE-AC-TOR**

**39 WORKING CLASS DOG**

**40 LIVING EYES**

**41 LONG DISTANCE VOYAGER**

**42 MOB RULES**

**43 GREATEST HITS**

**44 LIVE**

**45 THE ONE THAT YOU LOVED**

**46 HI INFIDELITY**

**47 LAW AND ORDER**

**48 GEORGE BENSON COLLECTION**

**49 IT’S TIME FOR LOVE**

**50 TIME EXPOSURE**

**51 HOOKED ON CLASSICS**

**52 QUARTERFLASH**

**53 ALLIED FORCES**

**54 THE TIME**

**55 SHOW ME**

**56 INSIDE YOU**

**57 BEST OF THE DOOBIES VOLUME II**

**58 WILLIE NELSON’S GREATEST HITS (AND SOME THAT WILL BE)**

**59 CHRISTOPHER CROSS**

**60 GIVE ME THE PEOPLE WHAT THEY WANT**

**61 PERHAPS LOVE**

**62 THE DUDE**

**63 NIGHTCRAWLERS**

**64 NEW TRADITIONALS**

**65 SHARE YOUR LOVE**

**66 ALMOST BLUE**

**CRAZY FOR YOU**

**HEAVY METAL**

**DISCIPLINE**

**TONIGHT!**

**JUICE**

**STEP BY STEP**

**AS FAR AS SIAM**

**TORCH**

**PIRATES**

**TAKE NO PRISONERS**

**WATTS IN A TANK**

**CRIMES OF PASSION**

**TIME**

**WALK UNDER LADDERS**

**CAMOUFLAGE**

**WANNA BE A STAR**

**AEROBAL DANCING**

**EL LOCO**

**THIS IS THE WAY**

**SHE SHOT ME DOWN**

**ARTHUR — THE ALBUM**

**I AM LOVE**

**HANG ON FOR YOUR LIFE**

**PARADISE THEATER**

**GREG LAKE**

**LIVE IN NEW ORLEANS**

**CHARIOTS OF FIRE**

**SOUNDTRACK MUSIC BY VANGELIS**

**COMPUTER WORLD**

**URBAN CHIPMUNK**

**SOLID GROUND**

**LOVE MAGIC**

**ENDLESS LOVE**

**EVERY HOME SHOULD HAVE ONE**

*December 5, 1981*
<table>
<thead>
<tr>
<th>No.</th>
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<td>Pyromania</td>
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<td>War</td>
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<td>MC/A</td>
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<td>THE KNACK</td>
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<td>AMC</td>
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<td>THE WHO</td>
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<td>MC/A</td>
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<td>BARNES/ARTY</td>
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<tr>
<td>113</td>
<td>STOP AND SMELL THE ROSES</td>
<td>RINGO STARR</td>
<td>Breakfast In America</td>
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<td>THE STEVE MARTIN BROTHERS</td>
<td>STEVE MARTIN</td>
<td>WM/BSK</td>
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<td>YOU COULD HAVE BEEN</td>
<td>SHEENA EASTON</td>
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<td>PIECES OF A DREAM</td>
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<td>125 10</td>
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<td>122</td>
<td>BABY, IT'S YOU</td>
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<td>IN HARMONY</td>
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<td>BMG</td>
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<td>THE PRESSURE IS ON</td>
<td>THE SHOW</td>
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<td>BIG CITY</td>
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<td>I LIKE YOUR STYLE</td>
<td>JENNIFER ANISTON</td>
<td>Millennium/RCA</td>
<td>147</td>
<td>107 2</td>
</tr>
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</table>

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)
Gov’t Appeal On Verdicts Will Not Be Heard Before January

Gov’t said today that it will not appeal a $1 million judgment against Goody in a suit involving the care of a patient. The case was settled in August, 1980, and the judgment was reached in December, 1980.

The specific charges against Goody and its executives included copyright infringement and misappropriation of trade secrets.

The specific charges against Goody and its executives included copyright infringement and misappropriation of trade secrets.

The Goody case began in February, 1988, when the company was charged with violating the copyright laws of the United States. The company, however, has denied the charges and is continuing to fight the case in court.

Economic Maxie Posts Gain

NEW YORK — The 17-store Maxie chain of Washington, D.C., recently reported a 7.5% increase in sales for fiscal 1981, a 20.7% increase over the previous year. Net earnings were $7.4 million, or 37 cents per share, compared with $6.8 million, or 37 cents per share, for fiscal 1980.

In fiscal year-end letter to shareholders, chairman Michael Silverman said that the chain will open its 18th site this month in Palm Beach, Fla., and is seeking other sites in the Maryland/Virginia area.

K-te1 Reports Loss

NEW YORK — K-te1 International reported a loss of $1.4 million, or 44 cents per share, for the year ended Sept. 30, compared with a profit of $1.5 million, or 50 cents per share, in the year-earlier period.

The loss was attributed to lower sales and higher costs. Sales were $29.5 million, a drop from $36.2 million in the year-earlier period.

Red Rock Bows

NEW YORK — Red Rock Records, a new label formed by Michael Gutman and Christian Gibbard, has opened New York offices at 21 Columbus Park South, P.O. Box 931, New York, N.Y. 10079. The telephone number is (212) 935-4430.
AROUND THE ROUTE
by Camille Compasio

The local AMOA office, still riding high over this year's record-breaking convention, is already preparing exhibitor option notices for next year's show, slated for Nov. 18-20 at the Chicago Hyatt Regency hotel. They'll be in the mail shortly. Relocating to a new convention site means earlier advance preparations to be certain everyone gets exactly the amount of space they want. AMOA will also schedule a meeting early next year for show exhibitors to acquaint themselves with the Hyatt facilities... In commenting on the tremendous increase in attendance this year (close to 11,000), executive vice president Leo Droste noted that the biggest rise in advance registration was in the operator category — so, more operators are coming in for the show, which is great. The foreign count was down at Expo '81 but domestic participation was significantly higher — so what's wrong with being the top American show in the industry... Not too much to report on the recently held hearing in the 7th Circuit Court, here in town, on the jukebox royalty rate increase except that oral arguments we're heard from AMOA, represented by legal counsel Nick Allen; ASCAP, BMI are

CONTENTS
Around The Route .................. 39
Industry News ..................... 40
Jukebox Programmer ................ 40
New Equipment .................... 41
Manufacturers Equipment ......... 42

Centuri, Hiraoka Announce Licensing Agreement For 'Round-Up' Video Game

HIALEAH, Fla. — Centuri, Inc. has entered into a licensing agreement with the Japan-based Hiraoka & Co., Ltd., to manufacture “Round-Up,” a fast paced, western-style video strategy game. The announcement was made by Centuri president Ed Miller.

“Our decision to enter into the agreement,” Miller said, “was based on Round-Up’s unusual play strategy and its interesting and enticing multi-colored electronics cube game round.”

Under the terms of the agreement, according to Miller, Centuri will have exclusive manufacturing rights to Round-Up in upright and cocktail table models for the United States, Canada, Central and South America and the Caribbean.

“Round-Up is a progressive strategy game which features a lively soundtrack and colorful characters that are sure to entice a full range of players,” observed Ivan Rothstein, Centuri’s vice president.

As the first round of play begins, the game’s main character, “Cowboy,” is introduced and guided by the player with a 4-position joystick through a bright blue maze where he encounters the “bad guys” (who must be avoided) and the “good guys” (whom he wants to capture).

The “bad guys” — five Gly-boys named Ghastly, Beasty, Homely, Ugly and Deadly — lie frozen in a corner of the maze awaiting for life to enter their bodies so they can one by one wander through the maze in aggressive pursuit of Cowboy.

Capturing the “good guys,” namely White Knights, Red Knights and King Rompus, not only gives the player a high point value, but also allows Cowboy added movement advantages and significant protection from the “bad guys.” As soon as King Rompus is captured all the knights turn red, indicating a high increase in point value while the alive Gly-boys are kept frozen in place for several seconds.

The final phase of the game fills the screen with a large multi-color electronic cube and simultaneously features a smaller sample cube located in the lower right corner of the screen. The arrow is moved right or left around the
cube and...

Court Rules In Favor Of Atari In Copyright Case

SUNNYVALE — In a major decision in the fight to protect video games from copyright infringement and piracy, a federal court in Chicago issued a preliminary injunction favoring the claim of Atari, Inc., that an Australian firm infringed the company’s copyright for “Centipede,” a popular computer-operated video game.

The injunction, issued in the Federal District Court for the Northern District of Illinois on Nov. 2, bars Armenia, Ltd., Sydney, and its president, Gordon Steinberg, from displaying, performing, offering for sale, or im-
Taito America Kicks Off Service School Program

CHICAGO — Distributors from as far away as Germany were represented at the first series of Taito America Corporation service schools, which were held in suburban Arlington Heights, Ill. Rene Lopez, the firm's director of customer service, coordinated the program, with assistance from members of the Taito engineering department.

These three-day service schools, held during the months of October and November, at the Arlington Place Hotel. Dates for additional sessions are under consideration but they have not yet been finalized.

"We are teaching the complete Taito system, its new cabinet and especially the methods of troubleshooting the system," explained Lopez, in discussing the program. "The key technicians in the industry are attending the sessions," he added.

Enrollment for each of the three-day schools was limited to 30 individuals. Official diplomas were issued to each of the graduates for successfully completing the Diagnostic and Repair Course for Service Technicians. Additionally, Taito hosted a banquet on the evening of the second day for everyone attending the classes.

"I am very excited about our school program," Lopez continued. "We are setting an important trend in the industry, making sure our technicians are well educated in every phase of Taito's video design. We want our games to function efficiently and service is a big part of it.

For more information about the program contact Rene Lopez at Taito America Corporation, 1256 Estes Ave., Elk Grove Village, Ill. 60003 or phone (312) 981-1000.

Midway Mfg. Hosts 'Automatic Merch Week' Celebration

CHICAGO — What has been billed as the largest celebration of Automatic Merchandising Week in the state of Illinois recently took place at the Midway Mfg. Co., facilities in suburban Franklin Park. Among notable attending the festivities were former governor of Illinois, the Hon. William G. Stratton and Jack Williams, mayor of Franklin Park, who issued a proclamation establishing the week of Sept. 21 through 25, 1981 as Automatic Merchandising Week, stating that "automatic vending and food service management have become an important part of retailing and personal service in the community." Also present were Elmer Wolf, mayor of River Grove, Ill., who signed a separate proclamation, and his village controller Frank Lomi.

Factory Tour

Representing Midway were company president David Marofskie and Paul Vesper, Jr., vice president of Midway. In addition to providing the use of its video game facilities, including the popular "Pac-Man," Midway presented a guided tour of its facilities for the visitors.

Others participating in the event included Bob Oplaski, president of Plantation Coffee Food and Vending Service, and members of the I.A.M.C. (Illinois Automatic Merchandising Council) along with council president Don Heisch.

William Diaz Appoints New Distributors

CHICAGO — Joseph Dillon, director of sales for Williams Electronics, Inc., announced the appointment of several new distributors for Williams products in the U.S. and Canada.

In Arkansas, Jacks Amusement Co., Inc., located at 310 Strong Highway, El Dorado, has been appointed a Williams distributor.

Three offices of Rose International have been selected to handle Williams products in the Florida area. They are: Rose International, Inc. in Hollywood (1701 N. 29th Ave.); in Jacksonville (5065 St. Augustine Rd.); and at (1725 W. Cypress). In New York, New Jersey and Connecticut, Atari Wins C'right Case (continued from page 39)

I porting into the United States, a coin-
operated video game called "War of the Bugs." In ruling for Atari, the Federal court found that the company owns a valid copyright in "Centipede," which Armea and Steinberg fashioned by their creation of "War of the Bugs." Two important events occurred in this decision," Charles S. Paul, Atari's general counsel, said. "The most important is the fact that the case was presented and decided on the audio-visual nature of the game, as if it were a movie performance, irrespective of it being a computer generated product.

The second event is the speed with which the court reached its decision," Paul added.

"The preliminary injunction was issued within three days of our filing the complaint.

"The law in this area is being developed rapidly. We intend to prosecute infringers of our copyrights for coin-operated video games, home computer software and home video computer systems, as well as games and whenever we find them. Our products are too valuable to overlook the real threat posed by illegal copies," Paul added.

Betzon Enterprises has been assigned the Williams line. Betzon has offices in Moonachie, N.J. (6 Empire Blvd.); N. Linden, N.J. (1045 Route 109) and Milford, Conn. (301 Brexster Ed.).

New-Way Sales Co., located at 2009 Kipling Ave., Bexdale, Ontario, Canada, has been appointed to cover the Ontario province of Canada.

Commenting on the new appointments, Dillon said, "We welcome the opportunity to work with these new distributors. Their appointments will strengthen the sales of Williams products and result in increased service to our customers.

The Juke Box Programmer

TOP NEW POP SINGLES

1. YESTERDAY'S SONGS NEL DIAMOND (Columbia 14-20564)
2. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)
3. HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA-PB-12004)
4. COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18-20621)
5. UNDER PRESSURE QUEEN & DAVID BOWIE (Elektra E-47239)
6. CENTERFOLD THE J. GEILS BAND (KAMA/Elektra A-91259)
7. LIVING EYES DEE GEE (RCA-Pay/Gran RS 1067)
8. SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)
9. SHAKE IT UP THE CARS (Elektra E-47229)
10. SHE'S GOT A WAY BILLY JOEL (Columbia 18-20628)

TOP NEW COUNTRY SINGLES

1. LONELLY NIGHTS MICKEY GILLEY (Epic E-20578)
2. BLAZE OF GLORY KENNY ROGERS (Liberty P-14441)
3. LORD, I HOPE THIS DAY IS GOOD DON WILLIAMS (MCA-51207)
4. SHINE WILSON JENNINGS (Liberty P-14098)
5. WATCHIN' GIRLS GO BY RONNIE McDOWELL (Epic E-20584)
6. ONLY YOU (AND YOU ALONE) REBA MCENTIRE (Mercury 57062)
7. MIDNIGHT RODEO LEON EVERETTE (RCA-PB-12355)
8. PREACHING A STORM MEL McDANIEL (Capitol P-4-10559)
9. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA-12070)
10. WILD TURKEY LACY J. DALTON (Columbia 18-20627)

TOP NEW B/C SINGLES

1. KICKIN' BACK L.T.D. (A&M 22826)
2. YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PEN-DERGRASS (Philadelphia Int./Epic E-2069)
3. LOVE FEVER GAYLE ADAMS (PreludePR-80404)
4. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (PAC-12008)
5. (I FOUND) THAT MAN OF MINE THE JONES GIRLS (Philadelphia Int./Epic E-2069)
6. WIDE OPEN BRICK (Bing/Epic E-20599)
7. BE MINE (TONIGHT) GROVER WASHINGTON, JR. (Elektra E-47246)
8. VETTO LIFE RICK JAMES (Motown T-4-109)
9. IF YOU THINK YOU'RE LONELY NOW BOBBY WOKMAC (Hebrew Giver 2000)
10. DO IT TO ME VERNON BURCH (Spector Records Int/SRI-40200)

TOP NEW A/C SINGLES

1. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA JB-12342)
2. IF YOU WERE LULLABY TO ME TEDDY PEN-DERGRASS (Philadelphia Int./Epic E-2069)
3. MORE THAN JUST THE TWO OF US SNEAKER (Hardhands/WB 20595)
4. LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR2347)
5. COOL NIGHT PAUL DAVIS (Atlantic AM-6645)

Military Goes Coin-Op

— During the recent AMOA convention, a sizeable group of high ranking officials from the Department of the Army and Air Force Exchange Personnel (which include both the army and navy) were in attendance as observers to see the lineup of new equipment and to also attend the NAMA convention at McCormick Place, which ran during the same period. The officers and personnel in attendance were from the U.S. and overseas and are in charge of the service clubs on military bases, which are fast becoming big business for coin-operated amusement machines. Many of the service clubs and PX's are being transformed into game rooms that are on a par with standard type locations, in terms of decor and equipment, the U.S. installations mainly function through contracts with operators, while overseas the equipment is owned by the clubs. The immediate past president of AMOA, who was called upon to address the group during their Chicago visit and his remarks focused on the future of the industry, operating procedures and to forth. Before departing Chicago, the military visitors signed up for a group membership with AMOA. They are pictured here with Pink (center, seated).
INDUSTRY NEWS

AROUND THE ROUTE

Valley ‘Sail-Away’ Winners Reported

CHICAGO — The finale to Valley’s successful ‘Sail-Away’ cruise program took place during the recently held AMOA convention (entries from more than 2500 entries) were announced.

“The success of our program was very gratifying,” commented Chuck Milhench, Valley president. “We received hundreds of entries from all sections of this country and Canada. Many distributors turned in entries on almost a daily basis.”

“But the most important point is that we proved the pool table is alive and well,” continued. “This program demonstrated that distributors and operators are still aware of the proven potential of the pool table. We congratulate the winners, and thank every participant for entering and backing the Sail-Away, all the way.”

The grand prize, a luxury Caribbean cruise aboard the Song of Norway “floating resort” was won by the team of Sandler Vending Company (Minneapolis) and its operator-participant, Elliott Vanderhoeve. The prize includes a seven-day cruise for two, plus $500 in cash, along with air transportation from the winner’s gateway city to Miami and return. Both the distributor and operator received a cruise for two.

Second prize, a Valley Victor IX home pool table, was won by Central Distributing Co. (Omaha) with a matching table going to its top vendor, K-D Music.

Brady Distributing Co. (Charlotte, N.C.) received third prize which was a set of PGA Embklad golf clubs and the operator-winner was Mountain Music Co.

Fourth, fifth and sixth prizes were Valley Portable Executive Desk Calculators and there were awarded to Lind Vending Sales & Service Co. (East Hartford, Conn.), Advance Automatic Sales (San Francisco) and Sandler Vending Company. Co-winners were AE Truck Stop & Vending, Peter's Vending and Advance-Carter Company, respectively.

Prizes for the seventh through tenth place winners were Digital Quartz Alarm Chronograph Watches by Armitron, which went to the following distributors: Musical Sales (St. Louis), United Distributors (Wichita), Pioneer Sales & Service (Wisconsin) and Laminated Automatic (Montreal). Their operator co-winners were Schiwide Music & Vending, Mitchell Novelty and Howard Sheppard, I.d., respectively.

An additional fourteen prizes of one dozen PGA golf balls went to both members of the fourteen distributor-operator teams.

New Equipment

Merchandising Snack Food

Automatic Products Company of St. Paul, Minn., has introduced the new Snackshop 4000/5000 with advanced technology for the 1982 vending market. Alan Sulfur, general sales manager of the company, commented, "We call it the merchandising/management advantage. The concept is made up of advanced engineering innovations, increased selection options providing the necessary versatility and control required by the operator to manage a competitive and fast moving snack food merchandising industry.”

Advanced engineering innovations include: digital display of money credited; built-in cash accounting (vended cash record); a conveniently located function control box allowing price setting, price checking, test vending, self-diagnostic service checks and normal operation from one central location; D.C. Vend Motors providing more power with a reduction in weight; one standard selection panel for all models; an integrated one piece membrane selection switch panel and many of the other features that have made the Snackshop II a leading glass front merchandiser.

JUKEBOX HISTORY

Gary Stern (I), president of Stern Electronics, Inc., and Stephen Kaufman, president of Stern’s amusement game division, paused to reflect on the history of the jukebox, a “hotline” which is part of the Stern "Music Machines" exhibit that opened recently at Chicago’s Museum of Science and Industry and will continue through early next year. The company’s Seibuberg division premiered its new “VMC” jukebox at the International Reed Show exhibit, which focuses on the Golden Years of the Jukebox and features a lineup of models from various eras.

Centuri, Hiroaka Announce Video Game Pact

Strategy Game

Strategy X: A new solid state video game, is currently in production at the Stern Electronics, Inc. facilities. The new game is licensed from Konami Inc. of Japan.

Strategy X is a game of heated combat for one or two players. Moving the "joystick" forward, the player refires and navigates a tank through enemy territory, amidst bombardment on all sides from enemy TTN, landmines, cannons and attacking jipes. The object is to penetrate four attack levels before the fuel supply is depleted and the player must destroy the alien base in the fourth level to win. The game offers non-stop play action accompanied by explosive synchronized audio effects.

Other play features include the "turrets" buttons which allow the player to control the direction of the tank shots and the combination fire button and discharge button on the joystick.

The player earns up to 300 points each time he refires and the level of difficulty increases with each alien base destroyed, to add to the challenge of the game.

Strategy X will be available through Stern's distributor network and further information may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway, Chicago, Ill. 60614.
**PINBALL MACHINES**

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**GAME PLAN**

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**GOTTLIEB**

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**STERN**

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**MANUFACTURERS EQUIPMENT**

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

<table>
<thead>
<tr>
<th>Nine Ball (1/81)</th>
<th>Free Fall (2/81)</th>
<th>Lightning (4/81)</th>
<th>Split Second (7/81)</th>
<th>Gatacomb (9/81)</th>
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</table>

**WILLIAMS**

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**VIDEO GAMES (upright)**

<table>
<thead>
<tr>
<th>AMSTAR</th>
<th>Laser Base (7/81)</th>
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</table>

**CENTURIE**

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<tr>
<th>Eagle (10/80)</th>
<th>Eagle Max (10/80)</th>
<th>Phoenix (1/81)</th>
<th>Route 16 (4/81)</th>
<th>Route 16 Elite (4/81)</th>
<th>Pleiades (7/81)</th>
<th>Vanguard (9/81)</th>
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**CINEMATRONICS**

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**EXIDY**

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<thead>
<tr>
<th>Bandido (1/80)</th>
<th>Taligunner 2 (2/80)</th>
<th>Targ (8/80)</th>
<th>Spectar (1/81)</th>
<th>Venture (8/81)</th>
</tr>
</thead>
</table>

**GAME PLAN**

<table>
<thead>
<tr>
<th>Intruder (2/81)</th>
<th>Tank Battallion (3/81)</th>
<th>Kitter Comet (4/81)</th>
<th>Megatag (9/81)</th>
<th>King And Apollo (10/81)</th>
<th>Enigma II (10/81)</th>
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**AMSTAR**

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<th>Baron (8/81)</th>
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**GREMLIN/SEGA**

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**MIDWAY**

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**TIEAMERICA**

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**POOL TABLES**

<table>
<thead>
<tr>
<th>Irving Kaye Silver Shadow</th>
<th>Irving Kaye's Lamp</th>
<th>Dynamo Model 37</th>
<th>UT Tournament Eight Ball</th>
<th>B U L</th>
<th>Valley Cougar</th>
</tr>
</thead>
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**COCKTAIL TABLES**

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**LOWEN/NSM**

<table>
<thead>
<tr>
<th>Sonic (11/81)</th>
<th>The End (1/81)</th>
<th>Berzerk (2/81)</th>
<th>Scramble (5/81)</th>
</tr>
</thead>
</table>

**TAITO AMERICA**

<table>
<thead>
<tr>
<th>Space Invader II (2/80)</th>
<th>Poloris (12/80)</th>
<th>Space Invaders Trimmale (2/81)</th>
<th>Crazy Climber (3/81)</th>
</tr>
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**GOTTLIEB**

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**PHONOGRAHS**

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**PICTURE QIX**

<table>
<thead>
<tr>
<th>Silver Shadow (2/81)</th>
<th>Silver Shadow (7/81)</th>
<th>Space Invaders (11/81)</th>
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**MICRO GAMES**

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**LIVINGSTON, N.J. 07039**

42

www.americanradiohistory.com

Cash Box/December 5, 1981
Lupin, that merry madcap, is after all the gold coins and riches scattered on the pathways of the maze! As he runs about to pick up the loot, 4 Super Detectives are in constant pursuit! Lupin can escape their clutches by clever manipulation of the 4-way joystick and of the lock button which can temporarily bar their way and even lock the Detectives between bars or by exiting the maze and returning on the opposite side! He must also beware of the gates that open and close randomly to block his path!

When Lupin has picked up all the coins, he must exit the maze to go on to another and again try to outwit the detectives who are now hot on his trail and even more devious in the chase! Collecting the hat, crown, valise and telephone in successive mazes earns bonus points, with points doubling for each money bag Lupin snatches!

Available in 1 or 2 player upright.

*Engineered & Designed by Data East & Manufactured by Taito America Corporation

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In step with the past

A collection of great dance songs

MONEY • ANOTHER BRICK IN THE WALL (PART II) • SHINE ON YOU CRAZY DIAMOND • SHEEP • WISH YOU WERE HERE • ONE OF THESE DAYS

PINK FLOYD • A COLLECTION OF GREAT DANCE SONGS • 1970-1980
THEIR VERY BEST • ON COLUMBIA RECORDS AND TAPES. TC 37990

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