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EDITORIAL Bring In The New

As we enter the new year, fresh from a most encouraging holiday sales season, it is good to see labels aggressively pushing their developing acts. While artist development may have taken a back seat to hit product during the Christmas season, the time has come to start planting the seeds for the future.

New acts have often been called the "lifeblood of the industry," and in many ways, it's true. The more variety and creativity are encouraged, the better the music will be in the long run. A steady supply of new ideas and approaches are needed to keep the music (and the industry) strong.

First out of the gate this year are A&M and Warner Bros., both of which last week debuted midline-priced product from selected new and developing acts. Along with the current new and developing act discounts and special lines offered by other labels since MCA's "Rising Star" broke the ice in 1979, these efforts are very large steps in a very right direction.

Given the economic climate today, plus the proven successes of both catalog and new act midline product over the last two years, these latest moves by A&M and Warner Bros. add momentum to the trend towards making more music available to the consumer. While the consumers may be willing to spend list or near list for hit product by established acts, they have proven much more hesitant to do the same for unknown acts. If the new, lower prices bring the consumer back into the store, we can all look to the future with confidence.

NEWS HIGHLIGHTS

- Retailers anticipate sharp increase in singles prices (page 5).
- Mixed outlook for home entertainment industry presented at Winter CES (page 5).
- A&M bows $6.98 list on new artist series (page 5).
- "Open Arms" by Journey and Conductor's "Voice On The Radio" (new and developing artist) are the top Cash Box Singles Picks (page 7).
- "Somewhere Over China" by Jimmy Buffett and Keith Sykes' "It Don't Hurt To Flirt" (new and developing artist) are the top Cash Box Album Picks (page 9).

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NUMBER ONES

COUNTRY SINGLE
- I WOULDN'T HAVE MISSED IT FOR THE WORLD — Ronnie Milsap — RCA

JAZZ
- THE GEORGE BENSON COLLECTION — Warner Bros.
A&M Bows New $6.98 LP Series To Decision Acts

by Marc Ceten

LOS ANGELES—In response to the visible successes of midriles in the marketplace, A&M has debuted a new $6.98 list price series for selected up-and-coming acts. The program began with the January release of albums by Doc Holliday (“Doc Holliday Rides Again”), Chas Jankel, (“Clearfield”), and Johnnie Winters (“Let It Rock”) and continues with the self-titled debut record by Harari.

According to the product in the new series is a special prefix number, SP-6, for album and CS-6 for cassettes. To differentiate them from the label’s regular $8.98 line (designated by the SP prefix).

According to A&M vice-president of sales Larry Steffen, the new series is designed to benefit both retailers and consumers. Accounts will be given a 120-day billing period, as opposed to the customary 60-day terms. A&M national sales manager Larry Hayes also points out that the series shelf price “will probably be in the $4.99 to $5.95 range.”

“The SP-6 line is our response to the retailer’s request,” continued Hayes. “At both the NARM meeting and in individual discussions, accounts mentioned that a lower list price was needed for developing artists. It’s success will be measured by consumer reaction.”

Hayes went on to say that between 10 and 15 specially selected albums will be released through the new series this year. He insists that the list is not meant for new or developing artists.

Hayes, who is a singer and songwriter, is the singer of the band Jankel, who has a selling 127, single, and Doc Holliday, a good touring band that is about to head out on tour, are perfect for the series because, with the right elements, we feel we can break their careers through the program,” said Hayes.

According to Hayes, posters and album cover flaps are the only merchandising tools needed for the series because the key to the campaign is simply getting the album in the stores and advertising the price.

“Once we’ve accomplished such objectives as establishing the record in the marketplace and tours for some of the acts are off and running, then we’ll think about raising the price. But the chief purpose of the series remains career development.”

The idea for a developing artists series has been a topic of interest for sometime at A&M. Steffen sees the program as something of “an offshoot from the success of midrile programs. That’s where first started to see consumers willing to try something new, motivated by lower pricing. I think the same rationale holds true for developing artists’ records. The consumer may not have heard the record yet on the radio, but he’s going to take a chance on it, because the risk won’t be that high.”

THE FUGITIVES — Millennium recording artist Bruce Sudano (r) and wife, Donna Summer (l) recently dropped in to visit with friend Bob Welch, after the former Fleetwood Mac guitarist concluded a concert for RCA video disc. Sudano is currently out in support of his “Fugitive Kind” LP.

STEAL AWAY — Los Angeles-based group Stealer recently entered a recording pact with A&M. The group’s debut album, “Questionnaire,” will be on release on March 24. Pictured, are (l-t) Lee Kix, Randy Koonz, Tony Russo and Robin Miller of the group; Bob Siner, president, MCA Records; Vince Gisgrose, vice president, marketing, MCA; Lindy Michael, the group’s manager; and Dennis Rosenkranz, vice president, A&M, MCA.

Mixed Outlook On Home Entertainment Industry Presented At ‘82 Winter CES

by Michael Glynn

LAS VEGAS — Against a backdrop of defrosted temperatures and blustery winds, the opening day program of the 1982 Winter Consumer Electronics Show (CES) presented a mixed outlook for the home entertainment industry this year.

On Jan. 7, attendees for a near-record opening day session heard both sobering and encouraging views during the kickoff CES “ Outlook ’82” conference. The bad news, as everyone expected, was that the economy in the U.S. is going to get worse before it gets better. According to a presentation from U.S. News & World Report managing editor Lester Tanzer. However, there is a probability of a recovery in mid-to late ’82.

Tanzer’s economic posture would seem to mean fewer resources for the consumer electronics industry, which has had fairly flat growth in recent months in most sectors. Nevertheless, Pioneer North America’s John Hall, on the industry panel, said he believed that “the industry will regain its self-confidence as it picks up” in mid-year.

Despite the recession, Pioneer’s Hall said he saw a 9-12% rate of growth during the year, although he cautioned that some items which have been selling well, such as video cassette recorders (VCRs), will start to plateaus at 1-2 million units by 1982. He added that one of the industry’s staples, one-brand hi-fi systems, will grow while component sales will be off somewhat. There are also hopes that home audio users will look for better audio reproduction for such currently hot video items as projection TV units which may show some growth. He predicted that sales in the past year and are projected to increase even further in sales in 1982. He also said that TV monitors, particularly new high resolution models, will see continuing sales growth.

Hall concluded his speech by saying that, to meet the economic and technological challenges that lie ahead, the industry must now “position itself for the future.”

Sony Corp. of America’s Dick Koyama also stated that the industry is facing challenges facing the industry, but his predictions for the future were generally encouraging. Koyama stated that by 1985, combined sectors of the consumer electronics industry will reach approximately $50 billion and noted that the ever-important area of satellite delivery is still present and the “industry is presently in its most advanced state in the U.S.:

While conceding that there will be some natural “growing pains” in the home video industry (Koyama pointed to the consumer activity per se) in his position, he predicted that color TV sales will continue to surge in ’82, hitting a sales peak of 112 million in this year alone and exceeding 30 million by 1985, despite a present 90% saturation of homes in the U.S.

On the other hand, Koyama pointed to the recent erosion of monochrome, or black & white TV sales, noting “I do not have an optimistic feeling.” He predicted a sales drop from five to 3.5 million units by ’85. He also felt that the home VCR market would “widened and diversly” in 1982 and top 2.2 million in sales. Although the jury is still out on the videodisc, which Koyama himself termed a growth item that “should still be considered in the embryo stage.” he said that ultimately there will be positive consumer acceptance for the configuration.

Warner Home Video Announces New ‘Dealer’s Choice’ License-Sales Plan

by Michael Glynn

NEW YORK and LAS VEGAS — Following the poor dealer reception accorded its new retail-only licensing plan during a market-by-market roll-out that began in September 1981, Warner Home Video (WHV) last week introduced a new dual license-sales program intended to provide greater “flexibility” by offering lengthened license periods and triple-tier price classifications, including a lease-purchase category for the bulk of its existing titles.

“Dealer’s Choice,” as the program is known, was unveiled at a New York press conference Jan. 4 and launched nationally Jan. 7 at the 1982 Winter Consumer Electronics Show (CES) in Las Vegas.

(continued on page 20)

SCREEN GEMS/EMI TAPS TUBES — Capitol recording group The Tubes has been signed to a long-term worldwide publishing agreement with Screen Gems/Columbia/EMI Music, the pact covers the band’s current album, “Slow Motion,” and all future recordings. Pictured seated at the signing ceremony are (I-r) Rick Riccobono, director of professional activities, Screen Gems; Lester Sill, president, Screen Gems; Rick Jarrard, director of business affairs, Screen Gems; Lester Weinstock, professional manager, Screen Gems; Victor銉 ertol, director, international creative affairs, Screen Gems; andnn, director of professional activities, Screen Gems. Pictured standing are (I-r) Prairie Prime, president and chief executive officer, Screen Gems; Jack Rosner, vice president, administration, Screen Gems.
Country Labels Will Continue To Emphasize 45s In 1982

by Jennifer Bohler

NASHVILLE — Entering the first quarter in the grip of a sluggish economy and adopting a more business-like attitude in its practices, the recording industry is faced with a number of crucial issues this year.

MCA, PolyGram Increase New Singles Prices

LOS ANGELES — In a move prompted by what MCA Distribution Corp. president Al Bergamo termed an "exploding singles market," MCA became the third company in the past seven weeks to up its suggested list price for singles to $1.99 from $1.69. The singles price increase, which represents a 17% overall hike, is effective immediately.

The MCA wholesale increase means a jump from 89 cents to $1.06 for mom and pop and single outlet stores, and a boost to 99 cents from 83 cents for national chains. Oldies and catalog singles are unaffected by the hike and will remain at the old list price of $1.69.

PolyGram Records, Inc. sent a letter to accounts Jan. 8 notifying dealers that the suggested retail price of singles would be raised to $1.99, effective Jan. 11. The wholesale price to dealers will vary with each account.

"We didn’t come with the increase because they (other manufacturers) did it," says Bergamo. "We did it because single sales have been booming and we just wasn’t making enough money.

Bergamo continued by saying that the heavy singles buying reflects upward pressure on LP prices, noting that "If 45s are becoming that big of a sales item, then we have to start making some money on them."

The MCA singles hike comes on the heels of recent increases by RCA (Cash Box, Nov. 14, 1981) and WEA (Cash Box Jan. 9).

McKellen Named To MCA Music VP Post

LOS ANGELES — John McKellen has been appointed to the post of senior vice president of administration for MCA Music.

McKellen, who joined MCA in 1964, worked with the Leeds Music Corp. until it was purchased by MCA. Prior to that, he worked with the Mechanical Copyright Protection Society (MCPS) in the United Kingdom.

Region 2 Issues Still In Doubt As Cubans Bolt Meet

by Earl B. Abrams

WASHINGTON — Radio broadcasters who hoped to find out what kind of signal interference they may be subject to following the radio broadcasting conference sponsored by the International Telecommunications Union in Rio de Janeiro in July 1981 may have to wait a while longer.

The U.S. team still has some weeks, if not months, of work to pick up the pieces of the conference, according to Ronnie Schaefer, FCC international coordinator and one of the U.S. team members.

"We have a lot of work to do to resolve the issues with Cuba," Schaefer said. "Among these, he told a news conference here Jan. 7, are ‘a thorough verification of the data base’ used by U.S. representatives to make judgments during the conference and discussions with other Havana nations on a bilateral basis. He also said the FCC must develop a set of procedures to implement the understandings that were reached by 24 of the nations attending the Rio conference. Nine refused to accept the results, including Cuba, which walked out of the conference before the last session in a dispute with the U.S. over incomparabilities involving the existing and proposed stations in the inventories of the two countries.

The U.S. is receptive to any moves to resolve the issues with Cuba, said Schaefer, but he indicated Cuba must take the initiative. Otherwise there is no need for the opening of any new bilateral communication between Cuban stations, he implied. Cuba’s walk occurred when the Conference refused to accept in block form a Cuban proposal to chance 48 of its assignments. Such a wholesale shift, the FCC said, would have come close to significantly increased interference to U.S. stations.

U.S. Appeals Court To Hear Oral Arguments On Goodykoop Case Jan. 19

NEW YORK — The U.S. Court of Appeals here will hear oral arguments Jan. 19 on Federal Judge Thomas C. Platt’s decision to order CBS to recall and destroy the Gang of Four tape case and call for a new trial. Government prosecutors recently filed their final pretrial briefs in the issue with the appeals court (Cash Box, Dec. 26, 1981).

That brief, prepared by Edward R. Korman, U.S. Atty. for Eastern District of New York and Thomas P. Puccio, attorney-in-charge, U.S. Dept. of Justice, Organized Crime Strike Force, Eastern District of New York, stated the government’s contention that the defense reply brief did not address the grounds on which the order for a new trial was predicated, but merely “regurgitated” previous claims of prosecutorial misconduct made since the initial trial was returned.

“There is nothing in the opinion,” the reply stated, “which lends support to the proposition that there is a double jeopardy issue or that a new trial on any consideration other than the three factors it cited as the basis for the order.

Last April, Sam Stolton, vice president of Goodykoop, Inc., was found guilty on one count of possessing a tape of “Transmission of Violent Property” (ITSP) and three counts of criminal copyright infringement and the corporation was found guilty on one ITSP count and one infringement count. But on July 27, Judge Platt set aside the convictions and ordered a new trial.

The merits court rules that the lower court’s new trial order cannot be appealed, the prosecution is expected to seek a writ of mandamus from the appeals court. This writ could automatically reinstate the jury verdicts.

PARTY PEOPLE — RCA recording group The Main Ingredient recently gave a concert at New York’s Savoy in support of its album “I Only Have Eyes for You.” At the show, the band introduced its new single, “Party People.” Pictured backstage after the show are (l-r) singer Frankie Johnson, member of The Main Ingredient, Patrick Spencer, director, black music promotion, RCA Records; Luther Simmons of the band; Bob Summer, president, RCA Records; and Cuba Gooding of The Main Ingredient.

CASH BOX

therefore, the least of which is the role of the single record configuration. Traditionally, the role of the single has been to provide the most exposure of any format in country music where an artist must have not only one, but several hit singles to sell an album. In many cases, particularly in country music, artist signings to labels are based on a series of single successes, with an artist often releasing up to four or five singles for a label before an album is ever considered. Thus giving the record company a chance to build an artist and steadily build a career, or, on the other hand, to let the artist go.

A survey of various record labels in Nashville indicates that the role of the single in 1982 will not deviate much from this set pattern, although with the rising cost of manufacturing, shipping and other incidentals involved in the actual promotion of a single record, label representatives are looking for ways by which the 45 can be made more useful to the record company, retail and the primary users of the single, jukebox operators.

One of the primary concerns of the industry right now is the spiraling cost of singles. When RCA led the labels by becoming the first to raise the list price of a single to $1.99 (Cash Box, Nov. 14, 1981), there was an undercurrent of opposition on the part of singles buyers. WEA recently made the announcement that its singles would carry a $1.99 list, as have MCA and PolyGram. Sources within the industry predict the remaining companies will not be far behind in raising their prices as well.

With a single already costing almost one-fourth the price of an album at the retail level, there is a distinct possibility to phase out the configuration altogether. According to the survey, the industry doesn’t seem to think so. It is still the most important means of developing an artist and selling a record.

No Alternative "My feeling professionally is that I don’t see an alternative to the use of a single," said Roy Wunsch, vice president of marketing, CBS Nashville. "I’m not saying there isn’t one out there, but the single is still that vehicle — it’s that item you can run to a radio station with for excitement. It’s that item that jumps around on the charts and causes people to talk. It’s that developmental vehicle that goes hand-in-hand with touring and video exposure. As far as country music is concerned, we have to have it. We still pay in bulk for music. It’s one of the strongest stylistic type of following that may not necessarily be as affluent in terms of spendable income as some of the recent discoveries of country music," he continued.

(Cash Box/January 16, 1982)
SINGLES

NEW AND DEVELOPING ARTISTS

CONDUCTOR (Montage A-1210)

**Voice On The Radio** (2:50) (Franno Gofle Music/6ac/Million Music/Mdern/Amerid Music — BM/ASCAP) (F. Colde, P. McIan) (Prodcser: S.A. Love)

New male-female pop/rock duo Conductor re-

works this hook laden Franno Gofle-Peter McIan tune into a compact pop power pop exer-

cise in the Pat Benatar mold, with vocalist Judy Comden supply-

ing the sexy, breathless lead. This theme is ob-

viously made for radio, and pop programmers

should bite.

CHILLIWACK (Millennium Jh-13102)


Canada's Chilliwack hit Top 20 the last time at the plate with "My Girl (Gone, Gone, Gone)," and the band should easily capitalize on that success with this sappy song follow-up. Powered by soar-

ing vocals and a shimmering melody, delivered

with some excellent acoustic and electric guitar

work, it's bright and upbeat.

PLAYER (RCA Jh-13006)


In its first incarnation on RSO, Player hit the

proverbial paydirt in 1978 with "Baby Come

Back," but follow-up attempts failed to make the

grade. Judging from this new effort from the

forthcoming "Spies Of Life," LP though, the band

hasn’t lost its knack for coming up with

memorable pop hooks and harmonies in its own

slick, easy style.

D-DAY (Moment DDS-8111)

Right To Know (3:35) (Time Signatures Publishing

BM/H. Dore, D. Lewellen, J. Keller, G. Gill, W. Fivash) (Prodcser: D-Day)

An unsparingly intense new rock rhythm, led

by an immensely catchy synthesizer sequence, pulls the listener into this Austin, Texas-based five-piece new band's follow-up to its

dergong sleeper, "Too Young To Date." The band combines the best of the B-52's at its most

bubblymug with the rawness of early Blondie.

FEATURE PICKS

OAK RIDGE BOYS (MCA MCA-51231)

Bible Sue (2:49) (House of Gold Music, Inc. — BM/I) (D. Tyler, A. Tyler, W. Newton) (Prodcser: R. Chapman)

Taking their cue from Chuck Berry’s "Johnny B. Good" the Oaks continue their
crossover ways with this honking blend of early rock, pop and country. Good time

bar backdrop with Ron Chapman's production polish, it's a sho in to climb to the heights

reached by "Elvira." 

EVELYN KING (RCA Jh-13017)


Sprightly, uptempo dance fare in the inimitable Evelyn King style, this zesty confection has a Latin percussion flavor for maximum floor action. Look for clubs, especially in the

Northeast, to tap this one the way they did "I'm In Love." 

MANHATTANS (Columbia 18-02666)


From the "Black Tie LP, this is more late night romancing music from the R&B harmony

powerhouse. Aided by glowing strings and a thick, smooth bass line, this is slow dancing

fare for A/C, pop and R&B lists.

HITS • OUT OF THE BOX

JOURNEY (Columbia 18-09687)

Open Arms (3:21) (Weed High Nightmare Music — BM/I) (S. Perry, N. Schon) (Prodcser: M. Stone)

KOOL & THE GANG (De-Lite DE 816)


EARTH, WIND & FIRE (ARC/Columbia 18-02688)


AC/DC (Atlantic 3894)

Let's Get It Up (3:54) (J. Albert Ltd./Marks Music — BM/I) (Young, Young, Johnson (Producer: R.J. Lange)

Numerous New Acts Nominated for American Music Awards Program

LOS ANGELES — Nominations for the

American Music Awards this year feature several new faces who have

managed to wrestle away spots from the veteran and established groups.

Although consistent sellers like Kenny

Robbie, Kenny Rogers and Rick

Springfield, Favorite Vocalist — Pat

Benatar, Sheena Easton, Juice Newton and Dolly Parton, Favorite Group — AC/DC, Air

Supply, the Pointer Sisters and REO Speedwagon, Favorite Single — “Bette

Davies Eyes" (Kim Carnes), "Endless Love" (Diana Ross-Lionel Richie), "Jessie's Girl" (Rick Springfield) and "Keep On Loving You" (REO Speedwagon); and Favorite Album — "Double Fantasy" (John lennon-Yoko Ono), "(4) Foreigner, "Greatest Hits" (Kenny Rogers) and "Hi Infidelity" (REO Speedwagon).

The Soul Nominees are as follows:

Favorite Male Vocalist — Randy Meisler, Willie Nelson, T.G. Sheppard and Don

Williams of the U.S. Female Vocalist — Em-

mylou Harris, Barbara Mandrell, Anne

Murray and Dolly Parton, Favorite Group —

Alabama, whites, Smokey Robinson and Ray Price, the Oak Ridge Boys and the Stiller Brothers, Favorite Single — "I Could Have This Dance" (Anne Murray), "Feels So Right" (Alabama), "On The Road Again" (Willie Nelson), and "There's No Gettin' Over Me" (Ronne Milsap) and Favorite Album — "Feels So Right" (Alabama), "Greatest Hits" (Waylon Jennings), "Greatest Hits" (Anne Murray) and "Greatest Hits" (Kenny Rogers).

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Davies Eyes" (Kim Carnes), "Endless Love" (Diana Ross-Lionel Richie), "Jessie's Girl" (Rick Springfield) and "Keep On Loving You" (REO Speedwagon); and Favorite Album — "Double Fantasy" (John lennon-Yoko Ono), "(4) Foreigner, "Greatest Hits" (Kenny Rogers) and "Hi Infidelity" (REO Speedwagon).

The Nominees in Country are as follows:

Favorite Male Vocalist — Ronnie Milsap, Wil-

lie Nelson, T.G. Sheppard and Don

Williams of the U.S. Female Vocalist — Em-

mylou Harris, Barbara Mandrell, Anne

Murray and Dolly Parton, Favorite Group —

Alabama, whites, Smokey Robinson and Ray Price, the Oak Ridge Boys and the Stiller Brothers, Favorite Single — "I Could Have This Dance" (Anne Murray), "Feels So Right" (Alabama), "On The Road Again" (Willie Nelson), and "There's No Gettin' Over Me" (Ronne Milsap) and Favorite Album — "Feels So Right" (Alabama), "Greatest Hits" (Waylon Jennings), "Greatest Hits" (Anne Murray) and "Greatest Hits" (Kenny Rogers).

Reasoner, Knauer Set For ITA A/V Update

LOS ANGELES — CBS correspondent Harry Reasoner has been set to give the keynote address and Virginia H. Knauer, senior assistant to the President and the U.S. Office of Consumer Al-

iforms, will be the featured speaker for the Inte-

rnational Tape/Disc Assn. (ITA) "Audio/Video Update — 1982" in San Diego Feb. 28-Mar. 3. The seminar will be held at the Sheraton Harbor Island Hotel.

"Audio/Video Update — 1982" will en-

compass three separate areas of interest:

home video tape/disc programming systems, video for business, industry and education, and new technologies and marketing strategies. Knauer's talk will be on "Self Regulation/An Opportunity for Industry and Consumers." 

For information in the U.S. contact ITA, 10 Columbus Circle, New York, N.Y. 10019. The telephone number is (212) 956-7110. The ITA European office is located at Merkelbach Laan 2, 5624 KR Eindhoven, The Netherlands. The telephone number is (040) 4236679.

QUEER COTTON — A.-based songstress Josie Cotton recently signed an exclusive recording pact with Elektra/Alysium Records, which calls for the singer's single, "Johnny You Are Queer," to be released on the label. The song was first released on Bomp Records. Seven other Cotton originals will be on the E/A album, set for release in late Spring.

Picture are: (l-r): Randy Phillips, Management Assn.-President, A&R, Cotton; and Kim Butterfield, senior vice president, A&R, E/A.

Cash Box/January 16, 1982

www.americanradiohistory.com
James Destri

Power struggles, personally clashes and stifled artistic careers: this is the stuff from which heartache is made. The world was going to be Destri's for the taking when a musician with an established group steps out on his own. However, Jimmy Destri, who played guitar with Debbie (Debbie Harry) and I just looked at each other and said, 'let's make solo albums.'

'Ve just had a lot of free time,' said Destri's wife of the period between projects, and Debbie (Debbie Harry) and I just looked at each other and said, 'let's make solo albums.'

A native of Brooklyn, Destri was exposed to music at an early age. His uncle was the drummer in the original Joe Dee and the Starlites, and Destri spent many an afternoon watching the band rehearse at the Peppermint Lounge, soaking up the hard-hitting beat that would echo in Blondie's music more than a decade later.

Despite the musical environment, Destri ended up taking the quiet, more introspective route with Big Joe and the Dynamos and leaned toward Baroque and classical music. His father was a baritone, and Destri grew up going to the opera with his family. He was a bit of a bookworm and didn't have much interest in rock 'n' roll.

Despite the fact that he was exposed to music in his youth, Destri didn't start playing guitar until he was a teenager. He got his start in the music business by working at a record store in Manhattan's School of Music Education. He worked as a cashier and occasional cashier, and it wasn't long before he was working with the bands that were playing at the club.

Morgan eventually teamed up with his neighbor, Bert Reid, former saxophonist of the Crown Heights Affair, who decided to produce Morgan. Their first venture was a single, "Sweet Tender Love," which was never released ostensibly because no one saw much potential in reggae. Reid, an American whose parents are Jamaican, decided to produce another single that would be structured so that no black radio station could turn it down. It was entitled "I'll Do Anything For You" and sounded much like funk and R&B than reggae.

"I'll Do Anything For You" made #1 on the Cash Box Dance Music chart last July and brought Morgan some attention. "People would ask me, "Who are you?" and 'What do you say to me?" says Morgan, whose single remained on the charts for six months and began to sell outside the Northeast, and he said that he had sold 10,000 copies. His album began in late November. The album is mostly a religious message in the tradition of Marley, calling for black unity, a quality most apparent on the cut "Never Give Up."

Despite his success with "I'll Do Anything For You," Morgan shuns celebrity status. "I like to do what I want to do," he says. "I want to be a normal person." He now looks forward to taking his word to Africa. "The Kingdom of Ethiopia is a country that has been a source of inspiration to me, and I would like to see Africa as one like the United States because they know what unity is about," he says. "I pray that African leaders will take up and see it. It is my dream to play in Africa."

Morgan asserts: "I pray that my material will get out in Africa and that they let the people get it. I'm also willing to go see the place and spread the word."

For the immediate future, however, Morgan is interested in working on his second album, which is set for release in the fall. "On the first album, my only concern was to pick the right material, but between Bert, and I, we're a factory."

ARTIST PROFILE

Michael Nesmith: Original Vid Programming Key To Growth

by Michael Glynn

LOS ANGELES — In the pre-recorded video software business and, specifically, the area of original programming, few individuals made as much noise last year as Michael Nesmith. As both visual artist and executive, the 39-year-old former member of the popular '60s TV show, The Monkees, has continued to garner success with the conversion of his Carousel, Cali-based Pacif Arts from audio-only to what he has described as a "video album."

For the first time, Michael Nesmith in "Elephant Parts," a one-hour compilation of video music and comedy sketches became, according to Nesmith, "the fastest selling video-cassette of original programming" and promises to do even better as a new addition to Pioneer Artists LaserDisc catalog, with orders already exceeding total cassette sales.

Nesmith's expanding marketing duties, as well as present and future projects for both the small and large screens, new video order and television divisions, along with the video records arm, have been created under the Pacific Arts Corp. umbrella. The company also maintains complete production facilities at nearby Peninsula Soundstage for outside productions and label projects, as well as in-house videos and films.

To date, Pacif Arts has produced and released a 30-minute comedy, An Evening With Sir William Martin, along with Elephant Parts, and is currently reading a new fantasy/action/adventure feature film, called The Adventures of Lyman Swan, in addition to one new video record, entitled Video Ranch. Nesmith's short pieces have been aired on such network television programming as Saturday Night Live, Good Morning America, Evening Magazine and Fridays and programming has been produced for or licensed to HBO, Showtime, Time's Mirror's Spotlight, SelecTV, Star TV, Wometco Home Theatre, ON-TV, American Television Communications, STV and Warner-Amex Satellite Entertainment pay TV services, among others. Earlier last year, Nesmith received the award for Achievement of Excellence from the (San Francisco) Bay Area Music Archives during the fourth annual Bay Area Music (BAM) Awards in recognition of his video work.

As a producer, music composer and artist, Nesmith is a triple threat in the video medium and, with his experience in music, films and video, has proven to be a thoughtful, articulate spokesman in this area. The press has often referred to him as a "video guru," but Nesmith himself says, "I'm not an analyst, I'm an artist."

Nesmith's experience on the Monkees' TV show in the mid-'60s first oriented him towards video, where he learned the rudiments of the medium "by osmosis." However, it wasn't until 1977, when Island Records, Nesmith's overseas licensee, requested a promotional video for the single "Dance on the Moon" from the album "From A Radio Engine To The Photon Wing" that he first became directly involved in the field.

"What I wanted to do was realize the song visually," said Nesmith recently. "This was a far cry from where I am now. Those were my salad days when I was green. 'Rio' did not exploit the potentials of the medium. Subsequently, I have learned that not only can you realize the song and the music — the audio portions — but you must also realize the potentials of the medium. That's a very important step forward and I think you'll see exactly what I mean in Video Ranch." Nevertheless, the single and the video were both an artistic and commercial success in Europe, providing the impetus for further involvement in video. Nesmith became the host for Warner Amex Satellite Entertainment's seminal PopULips show, the structure of which was a rough blueprint for the company's current MTV: The Music Channel.

NEW FACES TO WATCH

Deveny Morgan

Becket recording artist Deveny Morgan, a native of Jamaica, always wanted to make music. When he had contact with neither radio nor television as a boy in the village of May Pen Clarendon. Consequently, dehn Morgan's initial interest was in acting and first found a bit of success in the village's annual pantomimes. That's what got Morgan into acting, and he finally ended up becoming a Montego Bay actor, which is where he got his big break.

Despite the fact that he was a Montego Bay actor, Morgan didn't have much interest in rock 'n' roll. He got his start in the music business by working at a record store in Manhattan's School of Music Education. He worked as a cashier and occasional cashier, and it wasn't long before he was working with the bands that were playing at the club.

Morgan eventually teamed up with his neighbor, Bert Reid, former saxophonist of the Crown Heights Affair, who decided to produce Morgan. Their first venture was a single, "Sweet Tender Love," which was never released ostensibly because no one saw much potential in reggae. Reid, an American whose parents are Jamaican, decided to produce another single that would be structured so that no black radio station could turn it down. It was entitled "I'll Do Anything For You" and sounded much like funk and R&B than reggae.

"I'll Do Anything For You" made #1 on the Cash Box Dance Music chart last July and brought Morgan some attention. "People would ask me, "Who are you?" and 'What do you say to me?" says Morgan, whose single remained on the charts for six months and began to sell outside the Northeast, and he said that he had sold 10,000 copies. His album began in late November. The album is mostly a religious message in the tradition of Marley, calling for black unity, a quality most apparent on the cut "Never Give Up."

Despite his success with "I'll Do Anything For You," Morgan shuns celebrity status. "I like to do what I want to do," he says. "I want to be a normal person." He now looks forward to taking his word to Africa. "The Kingdom of Ethiopia is a country that has been a source of inspiration to me, and I would like to see Africa as one like the United States because they know what unity is about," he says. "I pray that African leaders will take up and see it. It is my dream to play in Africa."

Morgan asserts: "I pray that my material will get out in Africa and that they let the people get it. I'm also willing to go see the place and spread the word."

For the immediate future, however, Morgan is interested in working on his second album, which is set for release in the fall. "On the first album, my only concern was to pick the right material, but between Bert, and I, we're a factory."

(continued on page 14)

MIRUS/HADAWAY DEAL — The London-based Henry Hadaway Organization recently signed an international licensing agreement with Cleveland-Based Mirus Music, Inc. The deal calls for the marketing and distribution of Hadaway's Crad and Hatril labels and U.S. representation of Hadaway's catalog of masters. Pictured at the signing are (l-r): Gary Dobertyn, business affairs, Mirus Music; Ron Schafer, president, Mirus Music; Henry Hadaway, managing director, Hadaway Organization; and Ron Iafaniero, vice president and general manager, Mirus Music.
The latest album by Buffett, titled "Island Style," provides a blend of pop and rock with a tropical influence. The record, produced by Norbert Putnam, is described as having a "broadly based" sound that is both catchy and appealing. It is expected to be released in the spring of 1982.

**FEATURE PICKS**

**IT DON'T HURT TO FLIRT** — Keith Sykes — Backstreet Records BSR-5277 — List: 8.98

This album by Keith Sykes is a compelling blend of rock and roll that is sure to please fans of the genre. The album features a variety of tracks that showcase Sykes' talent and creativity. The lead single, "I Don't Want You," is a catchy tune that is sure to get stuck in your head.

**DOC HOLLYDAY RIDES AGAIN** — Doc Holliday — A&M SP-6872 — List: 9.98

Doc Holliday's latest album is a classic rock masterpiece that is sure to be a hit with fans of the genre. The album features a variety of tracks that showcase Holliday's talent and creativity. The lead single, "Last Ride," is a catchy tune that is sure to get stuck in your head.

**TRUCE** — Robin Trower/Jack Bruce — Chrysalis CHR 1352 — List: 8.98

This album by Robin Trower and Jack Bruce is a classic rock masterpiece that is sure to be a hit with fans of the genre. The album features a variety of tracks that showcase Trower and Bruce's talent and creativity. The lead single, "Good Boy Gone Bad," is a catchy tune that is sure to get stuck in your head.

**ROMAN GODS** — Flestones — IRS SP 70018 — List: 8.98

This album by the Roman Gods is a classic rock masterpiece that is sure to be a hit with fans of the genre. The album features a variety of tracks that showcase the band's talent and creativity. The lead single, "Goodbye," is a catchy tune that is sure to get stuck in your head.

**ELOISE WHITAKER** — Destiny DLA-10006 — List: 8.98

This album by Eloise Whitaker is a classic rock masterpiece that is sure to be a hit with fans of the genre. The album features a variety of tracks that showcase Whitaker's talent and creativity. The lead single, "I've Come Too Far," is a catchy tune that is sure to get stuck in your head.

**NEW DEAL** — Dain + DeJoy recently an- nounced the release of their new album, "Love Is All Around." The album features a variety of tracks that showcase the band's talent and creativity. The lead single, "Love Is All Around," is a catchy tune that is sure to get stuck in your head.

**Region 2 Issues Up In Air**

The album agreement provides for an increase to 1,900 (from 2,050) nightime power for some stations in the Region 2 Class C area. This increase is being opposed by the RCA subsidiaries, which assert that the increase would result in potentially destructive interference from Cuban stations, some of which may start using 500 kW. The increase is limited to 50 kW power.

The meeting concluded with two documents. One, a 140-page document, is titled "RCA Stations in Region 2, in the United States," and was distributed to the participants. The other is a 1,500-page assignment plan, made up of the following:

- **List A** consists of all frequency assignments to be protected or planned, where all station signatories have accepted interference, both caused and received. List B consists of remaining assignments that require further coordination to resolve unacceptable interference. Both lists include various assignments and procedures.

- The agreement emphasizes the subject to post-conference verification. If any station has not accepted the agreement, the U.S. attorney is to take necessary steps to recover service areas lost because of increased interference from other nations' stations. The agreement expires on January 1, 1982.

 Destiny Music

Established, Clare Named Director

LOS ANGELES — The Destiny Music Group was established last week as the publishing arm of recently formed Destiny Records. The new publishing house will consist of Distribution Music, affiliated with the American Society of Composers, Authors and Publishers (ASCAP), and DeNote Music, tied to Broadcast Music, Inc. (BMI).

Concurrent with the unveiling of the new company, it was also announced that Victoria Clare will head the operation as director of Destiny Music. She will be responsible for the organization, acquisition, development and diversification of a roster for the new company. Prior to joining Destiny Music, Clare worked with a number of publishing companies, most recently having served as general manager of Jansen Music Publishing and director of copyright management for Infinity Music Publishing Group.

Among the acts currently on the Destiny Records roster are Take Five, Skool Boyz, Eloise Whitaker, Charles Lloyd, Canned Heat, St. Tropez, Joel Pekin with Merry Clayton, Myrna Smith (formerly of Sweet Inspirations) and the Waters Sisters featuring Maxine Waters.

Police Gear Up To Take 'Ghost' Out On Tour

LOS ANGELES — A&M recording group the Police will embark on its 1982 American tour in support of its new album, "Ghost In The Machine." The tour is sponsored by the London-based trio for the entire tour. Many shows in Los Angeles and San Francisco will be I.R.S. girl group the Go-Go's.

The first half of the tour will begin in Boston on Jan. 15 at the Boston Garden in Boston and will run through Feb. 13, with the final show taking place at the Cow Palace in San Francisco. The tour will resume in March with more dates to be announced later.
Burkhimer Named To RCA VP Post

NEW YORK — Don Burkhimer was appointed to the newly created position of division vice president, marketing and will work in contemporary, country, black and Red Seal music centers.

Burkhimer has worked for RCA Records for 27 years, with the exception of the period between 1970 and 1972, when he was an executive at Famous Music. For the six years before his return with Famous, Burkhimer held several managerial positions in RCA's A&R department, and he returned to RCA in 1972 as division vice president A&R.

In 1979, he was named division vice president, product management and art tours. He briefly served as interim acting manager, recording division. RCA Ltd in London.

In 1979, he was appointed division vice president, marketing and talent acquisition. RCA International. The position he held prior to receiving his current assignment.

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Construction meticulously updated throughout, with all the amenities for sophisticated city living. A third floor panelled den opens onto a full roof deck with city view, and the garden level includes a large panelled game room plus four car garage.

It's priced under market for immediate sale at $595,000. Recording equipment price is negotiable. Financing package available as needed with FHA as 25% down. To arrange for a personal showing, please contact Ellen Edmondson at Grubb & Ellis Company. 415-922-7100

AS A CORPORATE INVESTMENT...
CASH BOX SPOTLIGHTS

MUSIC PUBLISHING

CASH BOX will present a special supplement on the ever-changing world of music publishing in our January 30 issue. Recent developments--including the new mechanical royalty rate, the increasing role of producers, the emerging home entertainment technologies, the uncertain economic climate and the exploitation of foreign catalogs--have brought on dramatic changes in the way songs are marketed and merchandised; and CASH BOX will examine these changes in detail.

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RIAA Awards Dip In Comparison To ‘80 Certifications

LOS ANGELES — Despite 10 additional certifications that were pending as of Dec. 31, gold and platinum awards as assigned by the Recording Industry Assn. of America (RIAA) remained slightly below the 1981 figures in comparison to the prior year’s figures.

Reflecting the sluggish economic climate, there was a final decline of gold and 60 platinum albums compared with 1982’s respective figures of 162 and 66. Single certification of 121, up from 112 last year, and 32 singles showed an approximate 20% decline from 1980’s total of 42.

With the record releases of 1982 is not possible, as the 120-day post release qualification delay that was in effect from July 1, 1979, was modified to 60 days on March 4, 1980. As a result, various early 1980 releases and all 1981 certifications were subject to different qualification criteria.

Despite the drop in certifications, 1981 awards highlights include a large number of gold and platinum awards for not only established artists, a significant percentage of country gold and platinum awards, some notable debut certifications to promising artists who achieved accolades; six motion picture and original Broadway cast certifications, including two platinum awards, rare classical and children’s certifications, and a 12 single gold single.

The music industry’s future was brightened as established artists received their first gold and platinum certifications (including two for Alabama), nine for their first platinum albums and seven for their first double gold and platinum albums — Alabama, Kim Carnes, Stevie Nicks, Rick Springfield, Billy Squier, Groover Washington Jr. and Stevie Wonder. Ronstadt was the only female artist to receive the coveted plaque. Her charting impact 1981 in 30 with 147 gold albums going to country artists, including a record five for Emmylou Harris, 7 of 56 platinum albums, as well as four of 32 gold singles.

Cash Family Robbed During Stay in Jamaica

NASHVILLE — Three persons suspected of robbing Johnny Cash’s family of $50,000 and a 1964 Ford Fairlane that had been driving into a gunpoint Dec. 21 were arrested Jan. 3 at Donald Sangster International in Montego Bay, Jamaica.

The bandits entered the Cash estate in Montego Bay shortly after the family had given thanks for dinner and held Cash, wife June Carter Cash, sister Reba Hancock, brother-in-law Chuck Hussey, son John Carter Cash, the latter’s 11-year-old old dog, Doug Caldwell, and housekeeper Edith Montague at bay for four hours while they searched the house and collected the $50,000 in cash and jewels. The trio also took 175 pairs of shoes that were to be donated to the SOS Children’s Orphanage, an organization in Jamaica.

The Jamaican assailants were armed with a knife, pistol and hatchet and threatened to kill Caldwell if they received any resistance.

Following the four-hour trauma, the Cash residence was locked into a basement wine cellar, where Cash and Hussey dismantled the wooden doors with a piece of metal within 45 minutes.

Reconnaissance of three反馈 members of a terrorist group whose leader was killed by Jamaican police one week prior to the robbery.

Jamaican officials have asked the Cash family not to reveal any other information regarding the theft. The investigation is ongoing. The case is being processed. Sources indicate, however, that persons guilty of such criminal acts are dealt with harshly in Jamaica.

Jaffe Honored

Jaffe Honored Jerry Jaffe (f), PolyGram vice president, rock division, was recently awarded with a gold record award at the 34th Annual German Classic label, celebrating 500,000 unit sales of the group Visage’s single, “Fade To Grey.” Jaffe signed the act. Picture with Jaffe is Guenter Hensler, president and chief operating officer, PolyGram Records.

Moses At Juno Awards Confab In April

TORONTO — Ah, Toffler, tourist and author of the best selling books Future Shock and The Third Wave, has been confirmed as the keynote speaker at the Juno Awards Conference 90, “The Music Industry Looks To The Future,” the convention will be presented by the Canadian Association of Recorded Arts & Sciences (CARS) April 12-13 at the Convention Centre of Harbour Castle Hilton Hotel in Toronto.

Toffler’s speech will kick off the two-day conference that CARS president Brian Robertson says is “designed to stimulate and educate business representatives on the future influences of new technology on the music and recording industries. Other features of the Juno Awards Conference include an opening day session on ‘The Future And Its Influences On Record Production’ with some of the world’s top record producers, including Bob Ezrin, scheduled as feature speakers.

A notable Another highlight is “Satellite And Cable Broadcasting And Its Influences On The Music And Recording Industry” will be held at an evening reception and broadcast equipment and compact videocassette and software and hardware presentations by feature speakers will be followed by panel discussions of the afternoon.

Tickets for the two-day conference including the closing luncheon are $170 for CARS members and $200 for non members. They are available from the CARS office at 89 Bloor St. East, Toronto, Ontario, M4W 1A9. For further information call (416) 922-5029.

Dave Cavanaugh Dies

LOS ANGELES — Capitol Records vice president of artist & repertoire/special projects Dave Cavanaugh died Dec. 31 at Tzarana Medical Center of cardiac complications following surgery. He was 42.

During his 30-year career with Capitol, Cavanaugh excelled as a record executive, producer, talent scout, marketing and a film and instrumentalist, working with the label’s most respected artists.

A native Hollywood-based big band era saxophonist, Cavanaugh first came to Capitol in 1946 as a conductor/arranger and was later named to the A&R department.

Cavanaugh is survived by his wife Mildred and two children. The family has arranged for a private funeral. In lieu of flowers, contributions may be sent to Inter-Agency Task Force for Drug Abuse and Related Problems, 6622 Van Nuyes Blvd., Van Nuys, Calif. 91405.

Channing With The Times — That much loved icon of the Eastern Liberal Establishment, the New York Times, has been hedging its bets since Ronald Reagan and company returned Jimmy Carter to Georgia with greater dispatch than General Sherman. Traditionally a champion of civil and individual rights, the Times has become more and more preoccupied with political correctness. This month, the New York Times Company is said to be planning a bold step into the dark ages. Are The Kids All Right?, subtitled “The Rock Generation And The Adult World” by Dean Weiss, promises to be a scathing expose inspired by the 1979 tragedy at The Who’s Riverfront Coliseum in Cincinnati where 11 concertgoers were trampled to death. However, Fuller, when not completely transparent, is a mountain, and this one is full of rock in search of sweeping generalizations. His conclusion that “the shamanistic bit” of rock music creates a hypnotic trance state, so that “the concertgoer is transformed” by the music into a zombie worthy of fright Of The Living Dead, is at least as much a matter of speculation as a fact. It seems quite possible that the time seems right for this kind of hogwash, and media companies like the Times, who should know better, are pandering to it. One can’t help but wonder how long it will be before leaflets warning of the dangers of “being white youth of the country listen to rock records” make a reappearance. We should also remember to tip the East Coastian for the scathing expose by critic Robert Palmer for being sufficiently disturbed by Fuller’s book to pen a scathing review of it.

Moses At Juno Awards Confab In April

Moses Island recording artist Pablo Moses recorded the title track of his album as part of a Jamaican reggae revue. Shown backstage after the show are (l-r): Anthony Benjamin, Palladium security; Herb Corrigan, Wilderness president; Jerry Jaffe, PolyGram and Doug Williams, WLIR/New York; Moses; and Lister Heyman-Love, Moses, also seen on it. However, while Palermo was a member of the Moses cohort, Williams conceded that E.W. Geist isn’t sure so true. In the Jan. 5 edition of the newspaper, Geist managed to typify the times’ let’s-wait-and-see-if-these-people-are-for-real approach to the pop group, saying that with areas like66, “full of rain games Geist, while spiking the article with cynical asides (it was headed “The Battle for America’s Youth”), still managed to add credence to a ludicrous cause. Sounding remarkably like John Fuller, the housewives charged video games with “Mesmerizing” children, they add them in the game at an early age “so that they become part of another into the slots.” Geist never asks, and the housewife never offers, why a purge is needed instead of parents who will take responsibility for the actions of their own offspring.

FROM THE NEWS DESK — Following on the heels of its performance at Roseland, Gang Of Four turned a few heads (and possibly stomachs) at an in-store appearance at New York’s Upscale Records. Their new release, W Anytime We?, is a dark and civic -investigative work that seems to many, to be a slight improvement on its predecessor. The Gang focused much of its attention on what can perhaps best be described as a leashed, gold-painted “pet” sporting a Reagan mask, feeding jelly beans and dollar bills. The display reached its high-point (if you will) when the band attacked a plate of cheese burgers with a rarely seen person getting a bite, while the winds. Incidentally, the appearance at the shop was in support of the group’s new Warner Bros. EP, “Another Day/Another Dollar.” We’re not sure why, but it seems regardless of what we did. New Year’s Eve was spent the better part of the evening trying to find a parking spot within hugging distance of Miles Davis’ Beacon Theater concert, we take some old-fashioned misery-loves company and we know that several thousand people waited in line to any available MTV’s live broadcast from the Hotel Diplomat. The coast-to-coast cable bash, which featured David Johansen, Karla de Vito and Bow Wow Wow, was promptly raised by the New York Fire Department, which informed Mayor Koch that they couldn’t enforce the legal occupancy law for the room. Since the room can only hold about a thousand people and MTV had invited about three times many that there were more than a few mildly annoyed guests. To the chagrin of guitarist Andy, Lounge, has a new band called V-8. Goodkind, whose last band, U.S.A. wrote, a chapter in the book of new wave merchandising when it took out TV spots on the Mary Tyler Moore show, is up to his old tricks with his new outfit. In a clever, if somewhat unpalatable, V-8, took out of context, then twisted, then an adventure. The Twin Twists, The Mudd Club will be presenting a “Heat Night” this weekend with a reunion of former Fugs Ed Sanders and Tuli Kuperberg. Also joining them will be poet John Giorno, with backing by The Fred McMurays. We’re not sure what the program will entail, but we understand that Sanders will perform on pure pleasure and talking lie, and MTV is interested in filming the proceedings. Hope they don’t let them send out the tape. West Coasters, A Few Good Men, a revival run on Broadway by the TV series. Streamers, designed by Marley’s widow Rita, were issued on Dec. 29. Elliot John is reportedly seeking to sign temp tennis pro John McEnroe to his Rocket Records. Blondie is back in the studio this week with producer Mike Chapman, but according to Debbie Harry, they have no idea where they will be readying the next Pigbag album. Celluloid. Bill Nelson is producing the Units Stiff America has signed The Undead. The group’s first release will be an EP entitled “Life Of Our Own.” The label has also just released LPs by Ian Dury and Tempe Tudor and is rumored to be working on a single, “Letting Up.” Z is distributing Alan Vega’s new Cellucid disc, “Collision Drive”. The Singh brothers have a hip little 12” with “X-Rated Man” by Videolap on the album. Little distrib, designed by John Giorno, has a 42-page book that has a few stamps, designed by Marley’s widow Rita, were issued on Dec. 29. Elliot John is reportedly seeking to sign temp tennis pro John McEnroe to his Rocket Records. Blondie is back in the studio this week with producer Mike Chapman, but according to Debbie Harry, they have no idea where they will be. West Coasters, A Few Good Men, a revival run on Broadway by the TV series. Streamers, designed by Marley’s widow Rita, were issued on Dec. 29.
JAZZ ALBUM PICKS

BLACK AND TAN FANTASY — Lew Tabackin Trio — JazzAmerica Marketing 5005 — Producer: Toshihiko Akiyoshi — List: 5.98

Part of the Washington, D.C.-based JazzAmerica's midline series, this LP gives Tabackin a chance to demonstrate his considerable prowess on flute and tenor saxophone sans his big band. The results are sometimes pensive, sometimes reflective and always first rate. A nice record to own, although the cover artwork appears designed to emphasize the fact that this is a budget record.


This collaboration between trumpeter/composer Cherry and composer/conductor Penderecki sounds effortless, as if the meeting of such diverse musical backgrounds is the most natural thing in the world. The band features some of Europe's finest jazz musicians. Cherry is relaxed and free.


We're not sure we're willing to go as far as the person who called this album, but it's definitely worth a listen. In the Blakey tradition, this is a fine band of young musicians, most notably trumpeter/wonderkind Wynton Marsalis. There are also four fine original tunes by the band and as Jazz Messenger fans know, the group has historically been a fount of new material. Give it a spin.

MAGIC SAM LIVE AT ANN ARBOR & IN CHICAGO — Magic Sam — Delmark DL 645/646 — Producer: Steve Tomashovsky — List: 15.98

Previously unreleased recordings by the late, great Chicago bluesman. Sam's driving guitar and powerful vocals are generously displayed on this two-record set featuring small club recordings from '53 and '64 and Sam's 69 performance at the Ann Arbor Blues Festival. The recording quality is inferior, but the music is remarkable.

ICE COOL LIKE A SHARK — The Warner Bros. soundtrack from the Orion Picture Sharkey's Machine, starring Burt Reynolds. Features several jazzists, including Randy Crawford, Joe Williams, Sarah Vaughan, Doc Severinson and Eddie Harris.

CASH

MAGIC fans know, the natural thing meeting this series, this List:

We're not sure we're willing

This budget record.

four fine original

artwork appears designed

sometimes reflective

sometimes reflective

sometimes overly critical,

and we will soon be

we will soon be

in Europe's

happened to repeat Walton,

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those who

or when

Mr. C.

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Mr. C.

Mr. C.
Michael Nesmith: Original Vl Programming Key To Growth

(Continued from Page 1)

Channel. After 56 half-hour episodes, Nesmith's own view of the burgeoning medium began to take on a more solid shape and he says he learned the differentiation between the promotional videos aired on that service (which he still calls "popciples") and his own "video records."

Need Definition

"Struggling to define terms is one of the problems I've been pointed out," says Nesmith. "We look for terms to define a field. The video record is a primary art form designed and played really only in the home as a medium that is created specifically as a promotional vehicle. His decision to produce video records was "primarily artistically motivated."

"To marry pictures with sound seemed more creatively satisfying to me than I'd been involved with it peripherally for several years, and I just started making money on it," Nesmith said. To create Pacific Arts Video Records, Nesmith said he just decided to "jettison the obsolete technology of the audio-only record business to pave the way for his new venture early last year, after Pacific Arts produced a number of short film and video subjects, as well as pop/ups by Kim Carnes ("More Love"), Sean Tyla, Poco, Pacific Arts recording act Trelleth and a tape of comedian Gallagher in 1980. Nesmith found that "everything about the video record industry is really just a continuation, in practice, of the audio-only record business... hopefully, with some of the worst elements gone." An outspoken critic of certain marketing aspects of the audio business, he said the tape he released was an "immoral business."

Destroyed Stability

"Returning to the relatively stable business as the record industry became a consignment business," Nesmith noted. "The manufacturer free-floored the retailer, the distributor virtually everybody — and no one had to pay until the product was sold. Then, with the conventional record business and the conventional record distributors and retailers found it hard to adjust to the terms of the new business and soon found themselves in a situation where a whole other video record system grew up around them. These new distributors and dealers are aggressive entrepreneurs who have gone out there and grabbed a lion's share of the new market, and I don't anticipate that they'll give up much of that market."

Ironically, Nesmith stated that the only trouble he has received in collecting payment for Pacific Arts product has been from "a former record distributor."

"It's a 30-day business, plain and simple," he continued. "And I've had a place of the old system out there are sophisticated buyers for the distributors who look at the product and say, 'This is interesting, send me five pieces', and they pay for five. You can manage your cash and business more easily this way and not overextend yourself," Nesmith emphasized that he depends on the distributor "to tell me what's good and bad" and, therefore, listens closely to feedback from his network of independents. "One of the nice things is simply an "auxiliary business" and one that is still less receptive to uniquely original programming, such as that from Pacific Arts. Nesmith notes that "the whole video record system grew as the conglomerate networks are creating specifically as a promotional vehicle."

"As the asset base of Pacific Arts Video Records, our proprietary interests are in the copyrights, in the first instance, and the copyright's rights in revenue to the needs of the consumer, in the second," Nesmith stressed. "Manufacturing and distributing a videocassette and record puts you on a one-on-one basis with the consumer, which is the most rewarding type of business to me. Unfortunately, it seems that in cable the wisdom of the networks is imposed over to some executives, creating clone programming."

"Although he believes that there will be "some shake out" with certain hardware in the video record industry, "much like eight-tracks in the audio-only business," Nesmith maintained that it will still be a "multiple format medium.

"I think RCA has a reason to learn with the 'secrecy' he said. "There might be other areas where there will be a shake out because not all the current systems are in place. I think we'll probably see a significant consumer base for the disk, though, in three years."

Bright Future

"Certainly forward-looking, Nesmith says he already has "a couple of properties in development" for the interactive video, which he says is "very much a part of my future."

PRODUCERS HONORED

Peter Baloft of West L.A.'s L.A. Records and New York's Key Records were presented with platinum albums for Kenny Rogers' "Greatest Hits" and "Share Your Love. The pair also produced the television spot campaigns for the album, as well as the spot for the "Kenny Rogers Christmas" album. Pictured: (l-r) Balloff, director of advertising and promotion, EMI-America-Liberty, and Dr. John and The Holding Co. "Raise Your Hand" with the Kozics Blues Band and "One Night Stand," a studio track produced by Todd Rundgren and featuring the Paul Butterfield Blues Band. A hearty thanks should be extended to producer Elliot Mazer and Columbia Records for this long overdue compilation.

WAIST THAT A PARTY — Kenny Rogers' Dec. 31 appearance may have been the largest-grossing show in the history of the Hollywood Bowl. With a 17,000-capacity venue, the show would have had a tough time competing with the party that went down at P.J.'s (the former Hollywood's Palace) and the Starwood New Year's Eve. For less than the lowest priced Forum ticket, about $50 a couple, the show treated to the musical merriment of legendary Crystal's leader Darlene Love and stars of the oldies (from the Searchers, the Dave Clark Five to the Beatles) and Mr. Dogg and more party hats, champagne, junk food and Hollywood kitsch floats and jetsam and some could shake a noisemaker at Hosted by Punching Pumpa Prods. A group of music industry pundits dedicated to the idea that the show business would go on and that the event will go down as the biggest and best New Year's Eve event ever staged.

STANDING ROOM ONLY — Columbia recording group Journey recently played four dates at the Los Angeles Forum, which was proclaimed Journey Day by mayor Tom Bradley, who pledged to promote its album from a "body to body" by using the worldwide television audience that would watch the group's World Music Network shows. After one of the shows are (l-r) Ross Valory of the group; Ron Oberman, vice president, merchandising, west coast; Columbia; Steve Perry of the group; Herbie Herbert, Journey's manager; Walter Yetnikoff, president, CBS Records Group; Neil Schon of the group; Tony Zolland, director, marketing, West Coast; Columbia; Jonathan Cain and Steve Smith of the group; and Michael Dibike, vice president. A&R. west coast. Columbia

NEWS OF THE WORLD — Jamaica has started the new year off in a most fitting fashion. The country has issued a set of commemorative stamps honoring reggae legend Bob Marley. Issued Dec. 29, the two stamps were designed by Marley's wife, Donita. Marley's followers around the globe are already searching for a unique single from rock's most sophisticated metal merchant, Van Halen, this week. David Lee Roth and the lads have re-worked Roy Orbison's "Pretty Woman," and the rock superstar will give the little cut its first listening tour by wrapping up the Van Halen show with a medley. The group's latest album, Network Records has moved to 9200 Sunset Blvd., Hollywood, Calif. 90069. The new telephone number is (213) 859-1220. The fifth annual Bay Area Music Awards (BAMMIES) will take place at the Shoreline Amphitheater in Mountain View, up from the smaller Warfield Theatre. Acts already committed to performing at the special awards show include the Jefferson Starship and the Greg Kihn Band that Gary And Sunfellow concert recorded last summer in Central Park is not only the original album but the LP record of that. It will be directed by Michael Lindsey-Hogg, who directed the Beatles' Let It Be film.

MORE CHEAP THRILLS — On Jan. 19, Columbia Records will be releasing an album entitled, "Take Me to the Movies," a collection of 15 tracks cut by various rock and roll artists. The album displays the superior sound quality and features a material that was recorded at the time of the "Cheap Thrills" album. Comprised of mostly live recordings, the record contains home recordings, radio performances, TV shows and studio. It will be released by Frank, artist, and The Holding Co. "Raise Your Hand" with the Kozics Blues Band and "One Night Stand," a studio track produced by Todd Rundgren and featuring the Paul Butterfield Blues Band. A hearty thanks should be extended to producer Elliot Mazer and Columbia Records for this long overdue compilation.
KING B/S SCUTT FIRE HOUR — "All things considered, it really wasn't all that bad," says Carol Strauss Kleinfeld, vice president of public relations for New York-based syndicator DIR Broadcasting, in reference to the fire that swept through its Park Avenue office on Jan. 2. "On a business level, we're just about perfect," says Kleinfeld. "We haven't missed a show and all our talent are secure. Vitas Swords and Silver Eagles for the whole month of January." One reason for her cautious optimism is that all of DIR's tape were out of the office at the time of the fire. "We had all our masters and dupes at a warehouse called Iron Mountain some weeks ago. We got updated last week and the other tapes we got did not get off completely unscathed. 'Have you ever seen what fire can do?'" asked Kleinfeld. "This is the first time I ever have, and I was overwhelmed. The desks and heavy boxes were melted and much of our telephone system was damaged, and my office was the least affected!" The New York City Fire Department determined the cause of the blaze, and no damage estimates are yet available. In the meantime, DIR is located at 245 E. 54th St., New York, N.Y. 10019. The telephone number is (212) 837-2198. "It could have been worse," says Kleinfeld. "But each of us will have to work a bit harder to get things rolling again."

REASONS TO BE CHEERFUL, PART IV — After 14 months on the air the Robert Klein Radio Show (RKRS) sang its swan song Dec. 27. The hour-long talk show, syndicated in 150 markets across the country, ceased to broadcast because of apparent lack of demand due to the dictates of the radio consultants. "It's very difficult to try to sell the idea of a station that is consulted," says Sandra Furton, former producer of the show and now talent coordinator for NBC-TV's David Letterman Show told Cash Box. "The consultants have a very distinct pattern, and we weren't included among it because what the consultants want is music," said Klein. "But we will try to get back into the venture. We went out kicking," she asserts. "On the last show we had Greg Allman on, and he did acoustic versions of 'Melissa' and 'Come and Go Blues.'" Furton is also currently in the process of negotiating to bring in a special to show to Thirsty Ear Prods. for distribution to college radio stations. "We'll be using old shows but we've had success like it. Meat Loaf comes out with another album, we'll talk about it." She said that Miller Bears, the principal advertiser for the show, and Faberge are still interested. Klein's plans were unclear at press time.

SYNDICATION INDICATIONS — Lexington Broadcast Services is launching Music Makers, a monthly live concert series over its April Thursday night shows line-up includes such artists as Kool and the Gang, Rita Coolidge, Ian Hunter, as well as Sammy Davis Jr., Peter Allen. So far, the show has been sold to 30 television stations throughout the country. For more information, call (212) 338-1185. Dallas-based syndicator Toby Arnold Assoc. is releasing a 20th anniversary tribute to the Rolling Stones. The special to run for six continuous hours will feature interviews with band members, in addition to their music "it won't be chronological, that's the new wrinkle in it." Arnold told Cash Box. "To get the classic show is on sale to stations or available for licensing for a year. It is being produced by Opus Prods. of Dallas. For more information and a free demo tape, call (800) 527-3333. Drake-Chenault is changing the name of its weekly country music show from Week-Top 30 to Weekly Music Magazine in January. The new line-up includes such artists as Kool and the Gang, Rita Coolidge, Ian Hunter, as well as Tommy Davis Jr., Peter Allen. She said that Miller Bears, the principal advertiser for the show, and Faberge are still interested. Klein's plans were unclear at press time.

LAW AND DISORDER — Fleetwood Mac member Lindsey Buckingham recently visited the studios of Cleveland radio station WMMS, where he did an interview with DJ Matt the Cat. He released his solo LP (LP) entitled "Denny Sanders," WMMS DJ, Marty Schwartz, E/A; Buckingham; John Gorman. WMMS program director: Matt the Cat; Murray Saul; E/A; and (lounging) Kid Leo. WMMS music direc- tor: DJ.

Suburban S.F. Station Helps Ease California Storm Crisis by Larry Riggins

NEW YORK — The lack of communications that existed in suburban Marin County, Calif. after torrential rains Jan. 4 and 5 closed the main highways, washed homes away, created mudslides, cut the coast off from San Francisco and disrupted some telephone service was offset somewhat by commercial radio.

While all-news outlet KCBS/San Francisco suspended all of its regular newscasts to concentrate on the crisis north of the city, few other stations followed suit. But KTIM/San Rafael, Calif., the only radio station in Marin County, according to a Salvation Army officer, lost the situation more seriously than its urban counterparts. While not completely suspending its progressive programming, the station did interrupt its primary format of news, interviews, and music to report the outside conditions, according to Don Platt, the station's general manager.

"We continued to give special reports every 10 minutes during the first two days," said Platt. "I'd say that 50 percent of our programing, information and news because the storm made many roads in the county impassable and because only one member of the KTIM news staff was able to get to work, Platt said that he was forced to rely on telephone calls from listeners to update the situation in local neighborhoods. "We must have received in the neighborhood of 12,000 phone calls," he said. "Our phone lines were completely jammed.

Furthermore, added Platt. "Our AM studio was flooded out, and we did not get it back until Wednesday (Jan. 6). But our FM studio and tower are on high ground, so they were operational and we got a lot of telephone calls asking us for information and our dial position." Because the emergency left many station employees stranded, KTIM news director Jack Churchill, who is diabetic, reportedly broadcast that needed insulin and that a local diabetic came to the station and gave him some.

In addition, the station did not suspend its commercials, but the advertisers were given spots to report if they had been flooded out or were still in business.

Unlike the crisis during the eruption of Mount St. Helens (May 18, 1980), neither governmental nor private relief agencies used radio directly to communicate with the public. "We had very sporadic contact with them," said Platt.

This statement was confirmed by several officials. "We’ve been making contact with all the news media," said Alex Cunningham, Director of Emergency Services of the State of California. "We’ve done taped announcements with radio stations and live interviews with television stations, but h. we haven’t singled out commercial radio," Cunningham added that his office made contact with areas cut off from telephone service with special Civil Defense Radio teams.

Pam Nicolai, assistant to the San Rafael city manager, said that her office only used radio to broadcast three messages. "We told them not to call unless it was an emergency — stay at home, and we have sandbags available," she said. "We also asked the stations to broadcast instructions on how to apply for government disaster aid.

At preствие, the weather in Marin County was sunny and warming up. (continued on page 22)

Stockmeyer Named To NAB Senior VP Post

Steve Stockmeyer has been named senior vice president for government relations of the National Assn. of Broadcasters (NAB). A former executive director of the National Republican Congressional Committee, Stockmeyer is presently executive vice president with the National Multi Housing Council in Washington, D.C.

NAB president Vincent Wasirowski said that Stockmeyer is “eminently qualified for the position” and noted that he has “almost 20 years of high-level governmental, political and public affairs experience.”
### Top 100 Singles January 16, 1982

<table>
<thead>
<tr>
<th>Week</th>
<th>Artist</th>
<th>Title</th>
<th>Format</th>
<th>Chart Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>31</td>
<td>DON McLEAN</td>
<td>CASTLES IN THE AIR</td>
<td>WUNK-FM</td>
<td>14</td>
</tr>
<tr>
<td>32</td>
<td>CHILLIN' ON</td>
<td>TAKE IT EASY ON ME</td>
<td>WMPO-FM</td>
<td>10</td>
</tr>
<tr>
<td>33</td>
<td>GILBERT O'FLAHERTY</td>
<td>MY LOVE</td>
<td>WDCQ</td>
<td>1</td>
</tr>
<tr>
<td>34</td>
<td>BILLY JOEL</td>
<td>LEATHER AND LACE</td>
<td>WRZK</td>
<td>3</td>
</tr>
<tr>
<td>35</td>
<td>GEORGE BENSON</td>
<td>TAKE SOMEONE ELSE</td>
<td>WZLX</td>
<td>5</td>
</tr>
<tr>
<td>36</td>
<td>LOVERS</td>
<td>WAITING FOR LOVE</td>
<td>WQAM</td>
<td>7</td>
</tr>
<tr>
<td>37</td>
<td>BOB SAGET</td>
<td>TURN YOUR LOVE AROUND</td>
<td>WJFK</td>
<td>9</td>
</tr>
<tr>
<td>38</td>
<td>RICK SPRINGFIELD</td>
<td>TONITE</td>
<td>WNEW</td>
<td>11</td>
</tr>
<tr>
<td>39</td>
<td>LINDSEY BAILEY</td>
<td>EVERYTHING'S ALRIGHT</td>
<td>WOR</td>
<td>13</td>
</tr>
<tr>
<td>40</td>
<td>ROBERT DE NIRO</td>
<td>DOWN IN THE STREET</td>
<td>WBAL</td>
<td>15</td>
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### Hitbound

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Format</th>
<th>Chart Position</th>
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</thead>
<tbody>
<tr>
<td>41</td>
<td>DARYL HALL</td>
<td>SONGS IN THE AIR</td>
<td>WOR</td>
</tr>
<tr>
<td>42</td>
<td>GEORGE BENSON</td>
<td>LEADзер</td>
<td>WABC</td>
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<tr>
<td>43</td>
<td>DARYL HALL</td>
<td>TROUBLE</td>
<td>WOR</td>
</tr>
<tr>
<td>44</td>
<td>RICK SPRINGFIELD</td>
<td>LOSER</td>
<td>KLLI</td>
</tr>
<tr>
<td>45</td>
<td>STIV BIEL</td>
<td>MIGHTY IN HEARTS</td>
<td>WBZ</td>
</tr>
<tr>
<td>46</td>
<td>BILLY JOEL</td>
<td>TURN YOUR LOVE AROUND</td>
<td>WQAM</td>
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### Week in the West

<table>
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<th>Title</th>
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<tr>
<td>47</td>
<td>DARYL HALL</td>
<td>SONGS IN THE AIR</td>
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<td>48</td>
<td>RICK SPRINGFIELD</td>
<td>LOSER</td>
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<td>49</td>
<td>STIV BIEL</td>
<td>MIGHTY IN HEARTS</td>
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<tr>
<td>50</td>
<td>BILLY JOEL</td>
<td>TURN YOUR LOVE AROUND</td>
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### Week in the South

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<th>Title</th>
<th>Chart Position</th>
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<tr>
<td>51</td>
<td>DARYL HALL</td>
<td>SONGS IN THE AIR</td>
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<tr>
<td>52</td>
<td>RICK SPRINGFIELD</td>
<td>LOSER</td>
</tr>
<tr>
<td>53</td>
<td>STIV BIEL</td>
<td>MIGHTY IN HEARTS</td>
</tr>
<tr>
<td>54</td>
<td>BILLY JOEL</td>
<td>TURN YOUR LOVE AROUND</td>
</tr>
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</table>

### A Weekly Program

**The Nat**

Presented by Dick Clark, bringing the talents of Dick Clark to your station.
<table>
<thead>
<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
<th>Song Title</th>
<th>Import</th>
<th>Chart Position</th>
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<tbody>
<tr>
<td>1</td>
<td>51</td>
<td>Arthur's Theme (That Best You Can Do)</td>
<td>Christopher Cross</td>
<td>1980</td>
<td>23</td>
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<tr>
<td>2</td>
<td>52</td>
<td>Breaking Away</td>
<td>Al Jarreau</td>
<td>1980</td>
<td>8</td>
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<tr>
<td>3</td>
<td>53</td>
<td>Here I Am</td>
<td>Air Supply</td>
<td>1980</td>
<td>15</td>
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<td>4</td>
<td>54</td>
<td>Wreck My Brain</td>
<td>Ringo Starr</td>
<td>1980</td>
<td>11</td>
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<tr>
<td>5</td>
<td>55</td>
<td>Falling in Love</td>
<td>Balance</td>
<td>1980</td>
<td>8</td>
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<tr>
<td>6</td>
<td>56</td>
<td>The Old Songs</td>
<td>Barry Manilow</td>
<td>1980</td>
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<tr>
<td>7</td>
<td>57</td>
<td>Feel Like a Number</td>
<td>Bob Seger &amp; Silver Bullet Band</td>
<td>1980</td>
<td>20</td>
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<tr>
<td>8</td>
<td>58</td>
<td>Open Arms</td>
<td>Journey</td>
<td>1980</td>
<td>1</td>
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<tr>
<td>9</td>
<td>59</td>
<td>Mirror, Mirror</td>
<td>Diana Ross &amp; Lionel Richie</td>
<td>1980</td>
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<tr>
<td>10</td>
<td>60</td>
<td>Keeping Our Love Alive</td>
<td>Henry Paul Band</td>
<td>1980</td>
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<td>11</td>
<td>61</td>
<td>Love Is Like a Rock</td>
<td>Donnie Iris</td>
<td>1980</td>
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<tr>
<td>12</td>
<td>62</td>
<td>Little Darlin'</td>
<td>Sheela</td>
<td>1980</td>
<td>1</td>
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<td>13</td>
<td>63</td>
<td>Anyone Can See</td>
<td>Irene Cara</td>
<td>1980</td>
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<td>14</td>
<td>64</td>
<td>Abacab</td>
<td>Genesis</td>
<td>1980</td>
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<tr>
<td>15</td>
<td>65</td>
<td>World Without Heroes</td>
<td>Kiss</td>
<td>1980</td>
<td>6</td>
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<tr>
<td>16</td>
<td>66</td>
<td>Main Theme From &quot;Chariots of Fire&quot;</td>
<td>Vangelis</td>
<td>1980</td>
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<td>17</td>
<td>67</td>
<td>Spirits in a Material World</td>
<td>The Police</td>
<td>1980</td>
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<tr>
<td>18</td>
<td>68</td>
<td>WKRP in Cincinnati</td>
<td>Steve Carisle</td>
<td>1980</td>
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**Top 10 Singles Chart**

<table>
<thead>
<tr>
<th>Week</th>
<th>Track</th>
<th>Artist</th>
<th>Song Title</th>
<th>Import</th>
<th>Chart Position</th>
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<tr>
<td>1</td>
<td>70</td>
<td>Could It Be Love</td>
<td>Jennifer Warnes</td>
<td>1980</td>
<td>1</td>
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<tr>
<td>2</td>
<td>71</td>
<td>Never Too Much</td>
<td>Luther Vandross</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>72</td>
<td>Daddy's Home</td>
<td>Cliff Richard</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>4</td>
<td>73</td>
<td>Crazy (Keep on Falling)</td>
<td>The John Hall Band</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td>74</td>
<td>When All Is Said and Done</td>
<td>ABBA</td>
<td>1980</td>
<td>1</td>
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<tr>
<td>6</td>
<td>75</td>
<td>Every Home Should Have One</td>
<td>Patti Austin</td>
<td>1980</td>
<td>1</td>
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<tr>
<td>7</td>
<td>76</td>
<td>Let the Feeling Flow</td>
<td>Peabo Bryson</td>
<td>1980</td>
<td>1</td>
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<tr>
<td>8</td>
<td>77</td>
<td>Southern Pacific</td>
<td>Neil Young &amp; Crazy Horse</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>9</td>
<td>78</td>
<td>Those Good Old Dreams</td>
<td>Carpenters</td>
<td>1980</td>
<td>1</td>
</tr>
<tr>
<td>10</td>
<td>79</td>
<td>PAC-Man Fever</td>
<td>Buckner &amp; Garcia</td>
<td>1980</td>
<td>1</td>
</tr>
</tbody>
</table>

**Looking Ahead**

- **Bobbie Sue**
- **Wanna Be With You**
- **Cash Smash**

**Contact Information**

- **Mutual Station Relations**
  - Call: 703-685-2090

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**Dick Clark's American Music Survey**

**Review of Top Hits Compiled by Cash Box**
THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA
ADDs: None. HOTs: KBPI, KMET, KZEL, WWWM, WWOR, WPLR, KEZY, WHFS, KROQ, WMESS, WNEW, WWLM, WMMS. PREFERRED TRACKS: Centerfold. Title.
SALES: Good to moderate in all regions.

6 THE POLICE • GHOST IN THE MACHINE • A&M ADDs: None. HOTs: KBPI, KMET, KZEL, WHFS, WNEW, WWWM, WWOR, WPLR, KEZY, WHFS, WMMS, WNEW, WWLM, WMMS. PREFERRED TRACKS: Spirits, Every Secret, One, Invisible.
SALES: Good to moderate in all regions.

33 WILLIAMS NICK • GULLIVER • RCA ADDs: None. HOTs: WSHE, WMMS, KNCN, KOME, WAAF, WGRQ, WWWM, WKDF, WOUR, WNEW, KZEW. PREFERRED TRACKS: Keepin’.
SALES: Fair to all regions; strongest in Southern.

8 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/A & T ADDs: None. HOTs: KBPI, KMET, KZEL, WNEW, WWWM, WWOR, WPLR, KEZY, WHFS, WNEW, WMMS, WNEW, WMMS, WNEW, WWLM. PREFERRED TRACKS: Maestro, Start, L’Amoureuse, Slave.
SALES: Good to moderate in all regions.

12 QUARTERFLASH • GEFFEN ADDs: None. HOTs: KBPI, KMET, KZEL, WHFS, WWWM, WMMS, WNEW, WWLM, WMMS, WNEW, WMMS, WNEW, WMMS. PREFERRED TRACKS: Spots.
SALES: Good to moderate in all regions.
Japanese Record, Tape Sales Sluggish Throughout First Six Months Of 1981

Previously the Yep label had its own distribution system.

A new label, Green Records, joined the Intensity-Duck-New World group, managed by Bruno Barbone. The label is distributed by EMI and, among the recording artists, are Enrico Musiani, Roberto Brivio, Aldo Pizzola and others.

Giorgio Cotletti has been named sales head at PolyGram. Cesare Baccini is the new Teldor sales manager for RCA/Dischi Italia. Lanfranco Gambini has created a promotion company in Rome called 3 Media Advertising.

WEA Italians announced the signing of a licensing agreement with Radio-Tele-

Liguria for the exploitation on the Italian market of the RTK label.

Paolet Cattaneo has created the Enter-

prise company, specializing in promotion of artists and records. In the management team are Glisy Barbera and Ferruccio Marcelli.

Claudio Trollet and Marco Astoria have created a new label, Manna Barley, which just released four LPs (one of them by Mike Bloomfield). Another one, by the Venegoni & Co., (an Italian rock group), is expected next month.

The Orchestral Maneuvers in The Dark received a gold record during a visit to Italy for the sales of the single "Eola Gay" on Dindisc and distributed by Dischi Ricordi in the Italian market.

mario de luigi

Japan — In another development in the fight against record rental shops here, NARDU, the national association of retailers, has announced its intention to vigorously pursue the licensing of such practices. NARDU will submit petitions to the government Cultural Office and the Ministry of Trade and Commerce. NARDU will also organize a special task force among the personnel of the seven major branch dealers in Tokyo to pass petitions around to their customers.

Zensuke Watanabe and John H. Rich, Jr., have been promoted to managing director positions at RCA, succeeding Ichiro Okuma and Tokumaru Yamamoto, who resigned in 1981. Yamamoto moved over to Warner Brothers, where he is now the managing director.

More label promotions over the year end season included the upping of Hideki Hayashi, Yoshikichi Makiyama and Naoko Makiyama to director positions at SMS (Sound Music Systems). The decision was announced at the recent stockholders' meeting in Tokyo.

Torus Music Publishing was recently for-

merly a subsition of Turos Records. Total investment on the part of the parent company is 10 million yen.

koyo ototsuka

Japan Record

CIBO VOLCANO

By Kyo Ototsuka

TOKYO — Record and prerecorded tape sales for the Japanese industry during the first six months of 1981 were 138.3 billion yen ($61.1 million) during the first half, 11% down from the previous six months, but five percent up from the first half of 1980. The 11% drop represented the largest discrepancy between two halves in the last 20 years, and the five percent increase over the same period the year before represented the second lowest jump since 1977, when the first half jumped only 3.2% over the first half before.

Total record revenues reached 76.4 billion yen ($364 million) and accounted for 60% of the overall industry revenues. The record revenues were down 12% from the previous half, while, at the same time, up one percent over the first half of the year before.

On the other hand, tape sales showed a

full 17% drop from the previous half, but a three percent gain over the same period the previous year.

First Generation Pacts With Ahe For Canada

NASHVILLE — First Generation Records has signed a distribution pact with Ahe Records of Canada that will see the Toronto-based label immediately begin marketing "1st Generation" product throughout the Canadian provinces.

Diaz, Cullen, Kramer Appointed To New International Positions At CRI

LOS ANGELES — Manolo Diaz and Martin Cullen were recently appointed to vice president positions at CBS Records International (CRI). In addition, Lisa Kramer was appointed to the position of product manager.

Diaz, formerly director, European artist development, will be promoted to the post of vice president, creative operations, Latin American Operations, CRI. His new duties include responsibility for the marketing and A&R functions of the CRI Latin American operations.

Kramer will report directly to Nicholas Cirillo, CRI senior vice president, Latin American operations, joined CBS in 1977 as a CRI director of international A&R based in Madrid, Spain.

Cullen, who rejoins CBS after a stint at PolyGram, will assume the position of product manager, information management

... bit more strength, bringing in revenues totaling 51.9 billion yen ($247.2 million). The group's sales revenue for the first six months of 1981, the industry's total revenues, tape sales were down only eight percent from the prior half, but 19% up over the same period last year.

In the area of repertoire, Japanese music accounted for 75% of the total sales, bringing in 211.3 billion yen ($440 million). While nine percent down from the previous half, sales of Japanese product also registered a five percent gain over the same half the previous year.

On the other hand, sales of international product dropped slightly. Sales revenues of 131.5 billion yen ($150 million) represented a 17% drop from the previous half, but a three percent gain over the same period the previous year.

systems, CRI. He will be responsible for directing worldwide data processing ac-

tivities for CRI. Cullen brings 12 years of experience in computer data processing to his new post. Immediately prior to joining CRI, Cullen served as executive director, management information systems for PolyGram. Prior to that, he held a variety of positions at CBS and RCA.

Kramer, who joined CRI in 1976 in an A&R capacity, will assume the position of product manager. She will be responsible for maintaining work relationships among CRI foreign affiliates in the areas of promotion, marketing and merchandising. Working primarily with artists with Epic/Poly-

International Bestsellers

Argentina

Eli Barile De Los Pajaritos — Los Parchis (Tonodisc); Orquesta Tabaco (RCA)
Ana, Yo No Soy — Silvestre — Music Hall
Marcos Y Lomon — Mexico — Disques
Miquelita — Los Moros — RCA
Enrique Diaz — Mexico — Disques
La Cotora — Malvahos — Music Hall
Silvia Elena — Mexico — Disques
Sul Tel Vaz — Danny Bacallavo — RCA
De las Amantes — Mexico — PolyGram
Corazones — Marty Balin — EMI

Top Ten Lps

1. Los Parchis de ... Los Parchis (Tonodisc)
2. Star Show — various artists — K-Tel
3. Sonido Salsa — various artists — CBS
4. En Transito — Joan Manuel Serrat — Arista
5. Un Amor De Carton — Rocque Narvaja — Discos
7. De Nina A Mujer — Julio Iglesias — CBS
8. De 4 A 90 Anos — Cuarteto Imperial — Fonit
9. Hits In 34 — Sweet Power — Indica

Germany

The Beatles — Polydor
Polonais Blankenecke — Gottlob Wenderhas — Master
Tainted Love — Soft Cell — Virgin
Celtic Bands — Rare
It’s My Party — Dave Stewart and Barbara Gaskin — RCA
Where’s The Love — Arlo Guthrie — Columbia
Ja, wenn wir alle in Kindheit — Fred Sonnenstein und sein Saumpack — CBS
Skandal Im Spielbereich — Spiderman Gang — Electrolux
You’re The One That I Want — Olivia Newton-John & John Travolta — EMI
Rock’n Roll — Helen Schneider — RCA

Top Ten Lps

1. The Beatles — Polydor
2. Alles Liebe — Si — Various Artists — Philips
3. Hitparade Hitparade — Various Artists — Philips
4. Simon & Garfunkel — Collection — Fonit
5. Mannheim Steamroller — Christmas — CBS
6. Morning Has Broken — Caetano Veloso — CBS
7. Those About To Rock We Salute You — AC/DC — Atlantic
8. Tropicana — Burt Bacharach — Telefunken
9. Dicht Zu Lebere — Roland Kaiser — Hansa
10. Greatest Hits — Queen — EMI

United Kingdom

Top Ten Lps

1. Don’t You Want Me — Human League — Virgin
2. Daddy’s Home — Cliff Richard — EMI
3. Must Be Love — Dire Straits — EMI
4. One Of Us — ABBAl — Epic
5. Ant Rap — Adam & The Ants — CBS
6. Begin The Beguine — Frank Sinatra — CBS
7. Why Do Foals Fall In Love — Diane Ross — Capitol
8. Let’s Go Home — Earth, Wind & Fire — CBS
9. Wedding Bells — Goldy Creme — PolyGram
10. It’s All Over — Kim Wilde — Polygram

Top Ten Lps

1. Greatest Hits — Queen — EMI
2. Greatest Hits — ABBA — Polydor
3. Greatest Hits — The Bee Gees — EMI
4. Greatest Hits — AC/DC — Atlantic
5. Greatest Hits — Moody Blues — EMI
6. Greatest Hits — Eagles — EMI
7. Greatest Hits — Dire Straits — Polydor
8. Greatest Hits — Rolling Stones — Columbia
9. Greatest Hits — Yes — EMI
10. Greatest Hits — Dire Straits — Polydor

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Country Labels Will Continue To Emphasize Singles In '82

Country singer/songwriter MCA’s Nashville division, whose country record label is currently promoting, including product by Alabama, Ronnie Milsap, Charley Pride, and Leon Everette.

It’s been a building thing,” said MCA’s RNashville, said “it has been working with some station personnel to try and develop a FM format for country radio that would exactly play album cuts — no singles.

“Country should be in the same era that rock was in 1967,” he said. “There should be a whole subculture of stations out there getting ready to come on the air. It will create a whole new climate for us to sell records. Of course, the single will always be important, but I don’t think it will be as important. On the whole, it is a proven fact that country single sellers do not sell albums. So, most of our concentration this year is going to be on albums and FM radio. Singles promotion will be as important, but we feel FM radio and albums are the future. We will have people in here working strictly with FM and promoting nothing but album product.

Long Range View

Joe Poldor, director of country marketing, PolyGram, sees technological changes in the industry taking not only the single, but perhaps the album as well. “If you take a look at how it’s going,” he said, “the album has been around for several decades ago, and we can’t sit here and believe it’s going to stay forever — nothing else does. So if we think of marketing the album in the future, that will be the key. The album, the cassette and the compact disc are in fact indications of this change.”

For the present, Poldor said the companies must find ways to make the recording economical in the manner in which singles are released and in terms of what the release really is. He said, as it now stands, the single is still the launching pad, and “hit singles do hit albums make.”

ASCAP In Nashville — The American Society of Composers, Authors and Publishers (ASCAP) recently held a one-day conference of the Southern Writers Advisory Committee in its Nashville offices. Pictured prior to the meeting are (l-r) Gloria Messinger, ASCAP managing director; songwriter Bob Morrison; Connie Bradley, ASCAP southern director; songwriter Archie Jordan; and Paul S. Adler, ASCAP director of membership.

Radio Seminar Sets Agenda For 13th Annual Convention by Tom Roland

NASHVILLE — Moving from its traditional location at the Hyatt Regency Hotel, the 13th annual Country Radio Seminar will be held at the Opryland Hotel Feb. 26-27. Highlights will include such speakers and panelists as Dick Clark, Don Imus, Jan Hiber, Kent Burkhart and Bill Moyes.

Following lunch and a special presentation by the Country Music Assn. (CMA), the panels resume with a look at "Country Lifestyle" by Rob Balon of Robert E. Balon & Assocs. of Austin.

Two panels will be in operation from 3:00-4:00 p.m. The first is a discussion of "Career Development — Yours & Theirs," with Bobby Craig, KPLX/Fort, Don Langford, KLAC/Los Angeles, and Ed Shane, KTWH/Houston. The second panel, "FCC & EEO," will feature Olive Graham, KOKE/Austin; Evelyn Keseg, Nationwide Communications, and Fred Pointer, an ASCAP specialist with Gordon, Foreman & Groudine, along with moderator Dave Gerde, WKSW/Five.

The 10:00 to 11:00 a.m. session will also be a bi-panel affair. The first session, "Radio "

Butler Leaves Tree As Staff Producer

NASHVILLE — Producer Larry Butler, who surprised the Country Music Radio Tree international here in November (Cash Box Nov. 14, 1981) left the company in mid-December under a new deal, which he described as "amicable" circumstances.

"Larry and I are terrific friends, and he really wants to try and help me out here," said Butler. "But, once he got here, I think the company was a little different from what he thought it was going to be. I tried to tell him he was just too big a producer, and he was trying to make the move. There was an awful lot of detail he had to do with within the (corporate) structure, and I don’t think Larry needs to be a structured person. He’s a talented guy and a great producer, and he needs to be loose.

Killeden added that Butler will continue to produce some acts for Tree Pros. and will remain signed as a songwriter with the company. He said that there were no plans to replace Butler, but added, "I’m not saying I won’t continue bringing people in if I find somebody I really believe in and can put into the structure here, well, I’m always looking for the right man.

Butler joined Tree in November as a senior vice president. At the same time, producer Eddie Killroy also joined the staff as vice president of the newly reactivated Dial Pros. Killroy will remain in his current capacity.

Butler was out of town and could not be reached for a comment. Since Meeting with Mr. Butler, the gospel specialist of Tree, took over Butler’s former offices, it is speculated he will most likely open his office in the SESAC building, which he owns.

The Birth of a Career — Celebrating 25 years in the music business, George Hamilton IV, John D. Loudermilk and Joe Tanner visited the Country Music Hall of Fame in Nashville, where the official manuscript for the song "Rose And A Baby Ruth" is displayed. The song, written by Loudermilk, performed by Hamilton and produced by Tanner, launched the careers of the three men. Pictured are (l-r): Hamilton, Loudermilk and Tanner.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>HABITS OLD AND NEW</td>
<td>Hank Williams, Jr</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>2</td>
<td>GREATEST HITS</td>
<td>Anne Murray (Capitol St-12110)</td>
<td>RCA APL-1-2930</td>
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<td>3</td>
<td>ELVIS PRESLEY'S GREATEST HITS</td>
<td>RCA Presley (RCA APL-1-2347)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>4</td>
<td>I LOVED 'EM ALL</td>
<td>Waylon Jennings (Warner Bros. BSK-3398)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>5</td>
<td>TOWN &amp; COUNTRY</td>
<td>Ray Price (Cimarron DL-8003)</td>
<td>RCA APL-1-2930</td>
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<td>6</td>
<td>FRAGILE - HANDLE WITH CARE</td>
<td>George Jones (Elektra 5E-532)</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>7</td>
<td>THE GREATEST HITS</td>
<td>Johnny Cash (Elektra 5E-549)</td>
<td>RCA APL-1-2930</td>
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<td>8</td>
<td>THE BEST OF EDDIE RABBITT</td>
<td>Eddy Raven (Capitol 5S-549)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>9</td>
<td>GREETING HONOR</td>
<td>John Anderson (Warner Bros. BSK-3398)</td>
<td>RCA APL-1-2930</td>
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<td>10</td>
<td>RED ROSES</td>
<td>Merle Haggard (Epic FE 37193)</td>
<td>RCA APL-1-2930</td>
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<td>11</td>
<td>GETTIN' ER READY</td>
<td>The Statler Brothers (RCA ATL-1-3722)</td>
<td>RCA APL-1-2930</td>
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<td>12</td>
<td>LONELY HEARTS</td>
<td>Charley McClain (Epic 5E-549)</td>
<td>RCA APL-1-2930</td>
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<td>13</td>
<td>MIDNIGHT CRAZY</td>
<td>Mac Davis (Casablanca/PolyGram NBLP 7275)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>14</td>
<td>FIRE &amp; SMOKE</td>
<td>Carl Thomas Coley (RCA APL-1-4130)</td>
<td>RCA APL-1-2930</td>
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<td>15</td>
<td>GREATEST HITS</td>
<td>Lacy J. Dalton (Columbia JC-3637)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>16</td>
<td>I'M GONNA TRY TO BE GOOD</td>
<td>Loretta Lynn (Capitol SR-1000)</td>
<td>RCA APL-1-2930</td>
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<td>17</td>
<td>SHARE YOUR LOVE</td>
<td>George Jones (Capitol SR-3455)</td>
<td>RCA APL-1-2930</td>
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<td>18</td>
<td>THE TIME LOVIN'</td>
<td>Charley McClain (Epic 5E-549)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>19</td>
<td>THE PURSUIT OF D.B. COOPER</td>
<td>Original Soundtrack (RCA BKX5-3740)</td>
<td>RCA APL-1-2930</td>
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<td>20</td>
<td>FROSTY THE SNOWMAN</td>
<td>The Statler Brothers (Warner Bros. BSK-3398)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>21</td>
<td>GREATEST HITS</td>
<td>Mel Tillis (Atlantic 7272)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>22</td>
<td>NOW OR NEVER</td>
<td>Tompall and the Grammachers (Warner Bros. BSK-3398)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>23</td>
<td>FAMILY TRADITION</td>
<td>Hank Williams, Jr (Elektra/Curb 6E-330)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>24</td>
<td>PRETTY PAPER</td>
<td>John Anderson (Warner Bros. BSK-3398)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>25</td>
<td>HORIZON</td>
<td>The Statler Brothers (RCA APL-1-4277)</td>
<td>RCA APL-1-2930</td>
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<tr>
<td>26</td>
<td>THE VERY BEST OF MEL TILLIS</td>
<td>Mel Tillis (MCA-3274)</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>27</td>
<td>LIVE</td>
<td>Scott Johnson (Columbia JC-3637)</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>28</td>
<td>HEART TO HEART</td>
<td>Rose Merry (RCA APL-1-4277)</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>29</td>
<td>A DOCTOR'S DREAM</td>
<td>Merle Haggard (Epic FE 37193)</td>
<td>RCA APL-1-2930</td>
</tr>
<tr>
<td>30</td>
<td>LOOKIN' FOR LOVE</td>
<td>Charley Pride (Mercury SC-1001)</td>
<td>RCA APL-1-2930</td>
</tr>
</tbody>
</table>

Cash Box | January 16, 1982
THE SINGLE RESOLUTION!

SYLVIA
"Sweet Yesterday" BB70* CB66* RW64*

RAY STEVENS
"Written Down In My Heart" JUST SHIPPING

RC BANNON
"Til Something Better Comes Along" JUST SHIPPING

Now that's starting the year off right! RCA
HANK WILLIAMS, JR. (Elektra/Curb E-47257)

RAY STEVENS (RCA PB-13308)
Written Down In My Heart (3:04) (Grand Avenue Music — ASCAP) (W. Davidson) (Producers: B. Montgomery, R. Stevens)

PETULA CLARK (Liberty-P.A.-14447)
Pretending Fool (3:31) (Black Mountain Road Music/Worthmore Music — BMI) (J. English, M. Ballou) (Producer: J. English)

LARRY QUINTEN (Door Knob DK B1-171)
Things I Did Yesterday (3:02) (Lake Country Music — BMI) (L. Wooldridge) (Producer: not listed)

THE THRASEH BROTHERS (MCA MCA-15227)
Best of Friends (3:01) (Duchess Music Corp. — BMI) (L. Creed, B. DeVerson) (Producer: J. Fegleson)

DICKIE LEE (Mercury 76129)
Everybody Loves A Winner (3:59) (Hall-Clement Pub. o/w Nelk Music Group — BMI) (B. McDill) (Producer: J. Kennedy)

ART ESSERY (NSD-120)
I'll Be There To Catch You (2:40) (Blue Lake Music — BMI/King Coal Music — ASCAP) (R. Jones, M. Johnson) (Producer: R. Jones)

TOM CARLILE (Door Knob DK B1-172)
Feel (2:41) (Opa-Locka Music — ASCAP) (T. Carlii) (Producer: G. Kennedy)

CINDY HURT (Churchill CR 7780)
Don't Come Knockin' (2:45) (Cedarwood Pub. — BMI) (M. P. Heaney, F. Matani) (Producer: J. B. Barnhill)

BENNY GRIFFITH (Soundwaves NSD/SW 4662)
Life Of A Fool (3:27) (Sun Belt Music Co. — ASCAP) (B. Griffith) (Producer: M. McCoy)

CONTEST NEWS — The LeGardes have been signed by Wrangler Country Starsearch to emcee the Wrangler State Final and Starsearch but the United States, which will begin in February and culminate with the televised national finals in Nashville in April. The winner of the competition, as you may know, receives $50,000 and recording and booking contracts. Second and third place contestants receive $15,000 and $10,000, respectively. Nearly 300 radio stations throughout the country are currently participating in the contest on the regional level. The identical twins have long been a favorite in Australia and recently released an album that features the best of both Australian and American country music. It’s called “Down Under Country.”

REAL PEOPLE — Skip Stevenson, co-host of the NBC-TV Real People show, is headed for Nashville to try his hand at country. And so, he will be starting right at the top on the show Bob Morrison and Julie Jones. John MacRae of CCM World will be producing the sessions at Combi’s Hat Hole studio. No record deal right now, but as soon as the demos are completed, they will be beginning shopping.

ALLRIGHT’S ALL RIGHT — Producer Richie Albright has fully recovered from his accident of a few months ago when his arms were badly burned. He is back in the studio producing sessions on artists Billy Joe Shaver and Marcia Beverly. They are using the Castle Studio in Franklin, Tenn.

NEW OAKS SINGLE — The Oak Ridge Boys latest single, “Bobbie Sue,” may do the same thing for the fousmone that their #1 pop and country single, “Elvira” did — go to #1 on both lists. It has the refreshing country curn rock sound and, of course, Richard Sterban’s booming vocals, which were always a high point when the group performed the song in concert. Keep an eye on it.

FARM LIFE — For the first time in their career, David and Howard Bellamy, aka the Bellamy Brothers, are recording their next album on their farm in Dade City, Fla. The group is now signed with Elektra/Curb.

NASHVILLE ALIVE — Cindy, Hurt, Riders in the Sky, Keith Stangall and Ronnie McDowell recently joined Faron Young on the Nashville Alive syndicated television show Jan. 2.

GIMBEL’S WHITE SALE — In-store appearances are a common practice by artists. But, in an in-store for Gimbel’s current store’s sale is a little out of the ordinary. Razzie Bailey recently made such an in-store appearance at Gimbel’s in New York for Wednesday’s White Sale, this year dubbed a “Country White Sale.” The promotion was held in connection with RKK Records and, despite flash flood warnings, was, by many accounts, an overwhelming success. Bailey is known for RCA’s “Billy Don’t,” not to be confused with Alabama’s “Feels So Right,” will be released this month. And speaking of “Feels So Right,” it is now double platinum. Congratulations to the group.

PMS ON A DAY IN THE LIFE OF — PM Magazine recently filmed a segment on the day in the life of a background singer in Nashville and followed singer Lea Jane Bernati and her group through a day of sessions. PM’s Nashville co-host, Jon Burnett, conducted the interview with the singer. The segment, which includes a stop at Nashville’s Woodland Studios, is scheduled to air Jan. 11.

IN THE STUDIO — Sound Emporium in Nashville saw quite a bit of activity recently with Boxcar Willie and Penny DeVan recording a debut. It’s titled “The Memories” and was produced by Boxcar’s producer, Jim Martin, with Harold Lee engineering. The song will be on Boxcar’s next album for Main Street, according to a lease agreement with Capitol. Capitol Records will handle distribution of the album. Since Emporium recently, producer Ed Penney was working on a third MCA album with Terri Gibbs and also a country/pop single for Jerry Dycke and Churchhill Records. Jim William engineered both sessions. Comstock artist Debbie Marin was also in the studio with producer Patty Parker and engineer William. . . At Randy’s Roost in Nashville recently were several mastering projects, including Alabama’s upcoming RCA album, “Mountain Music,” produced by Harold Shedd. Additionally, the studio mastered the Eddie Kiley-produced duet between Dean Dillon and Gary Stewart, titled “Brotherly Love,” a single release also on RCA. And finally, the studio has completed mastering Cristy Lane’s gospel album, “One Day At A Time,” a shortened version of the TV package. This will be released on BMI/Liberty.

COSTELLO’S ATTENTION — Elvis Costello’s recent appearance at the Opry House went over quite well, including his country set. Although from the looks of the crowd it was obvious no one had come expecting a cowboy hat and checked out with bandana performance, the audience, made up primarily of 18 and 19-year-olds, seemed to appreciate Costello’s country croonings. So far, his single, “A Good Year For The Rooster,” hasn’t burnt up the country or pop charts, but we bet if he gets his chance, its audience would like Costello’s style. While on the subject of the concert, we’d like to compliment half sale for sizing up a situation and reacting wisely to it. They never before been on television, but the audience confronted with a nation of listeners going the Grand Ole Opry are a little more reserved than those attending a Costello concert. We wondered if perhaps they fans rushing the stage just to dance and get a little closer to their idol might damage the chance of future rock concerts in the hands of America’s most authentic rock and roll performers. The representative of that Big Company that promoted the concert, says there has been no negative feedback from Opry officials and that rock concerts will most likely continue as usual at the Opry House. Good news for those who enjoy the eclectic sounds of the Opry. Good news for those who enjoy the eclectic sounds of the Opry. Good news for those who enjoy the eclectic sounds of the Opry. Good news for those who enjoy the eclectic sounds of the Opry. Good news for those who enjoy the eclectic sounds of the Opry.

CONGRATULATIONS — This week our congratulations go to Cindy and Wayne “Skinny” Smith on the birth of their ninth child, 14 ounce, Logan Hayes, who was born Jan. 5 at Baptist Hospital in Nashville. Pop is stage manager for the Charlie Daniels Band.

CONDOLENCES — Our deepest condolences go to the family and friends of Christopher Jackson Deal, better known to his many friends as Flash. A native of Den- mer, Deal died Jan. 6 at Anderson Hospital in Houston, Texas, following a long bout with leukemia. He was 29.

Jennifer Bohler
THE COUNTRY MIKE

Cash Box ADDS 10 REPORTING STATIONS — Effective Jan. 4. Cash Box added 10 new reporting stations to the panel that provides research information for the Cash Box 100 Country singles chart. Included among the new additions are WWW-FM/Detroit, WOGL/Philadelphia, WOAI/Waco, WRQX/Washington, WNNY/New York, WGNR/Miami, WNEW/New York, WOR/Disney, and WMMS/Cleveland. The additions were made to give Cash Box a more complete picture of the country music scene.

GREEN WAS A NATIVE OF MURFREESBORO, TENN., A Small Town Southern Gentleman Who Was a Coin Collector, a Businessman, and a Country Music Star. Green was a founding member of the Country Music Association and served as its first president. He was also a member of the Grand Ole Opry and hosted the show for many years.

WILLIAM KENNY ROGERS WAS BORN IN DALLAS, TEXAS, AND WAS A SONGWRITER AND SONGSTYLIST. He was known for his smooth, soulful voice and his ability to write hit songs for other artists. Rogers was a member of the Country Music Hall of Fame and was inducted in 1983.

WILLIAM KENNY ROGERS WAS A SONGWRITER AND SONGSTYLIST WHO WAS KNOWN FOR HIS SMOOTH, SOULFUL VOICE AND HIS ABILITY TO WRITE HIT SONGS FOR OTHER ARTISTS. Rogers was a member of the Country Music Hall of Fame and was inducted in 1983.

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THE RHYTHM SECTION

MANIFESTING DESTINY — With the economy moving slower than a fat man’s circulation while he walks through the frozen tundra, why does one want to start a new business?

With most people spending their previously "disposable" or "descretionary" income on essentials like food and fuel, the business of making records continues. Judging by the mood in the music industry, it’s still possible to risk the big buck. Many have tried, and many have failed.

"The last thing you want to do is get into the record business," says Rob Whitmore, president of the National Recording Merchandisers Association. "It’s a hard business. It’s a high-risk business. It’s a business you can get into, but it’s not a business you can get out of. It’s a business where you hope you can make a profit, but it’s not a business you can make a profit in." But there are those who dare. And the results have been mixed.

Among the new acts that have been released recently are Destiny, the jazz group led by keyboardist Charles Lloyd, and the rock group Canned Heat, led by bandleader Leslie Drayton. Both groups have received critical acclaim, but how well they will do on the charts is anyone’s guess.

The question of whether a new group can make it in the record business is not new. In 1961, the Beach Boys released their first single, "Surfin’ USA," and it was a hit. In 1964, the Beatles released their first single, "Love Me Do," and it was also a hit. But in 1965, the Beatles released "Help!," and it was a dud. The lesson: It’s hard to predict which groups will be successful.

"The record business is a very unpredictable business," says Whitmore. "There are so many variables that go into it. It’s hard to say what’s going to work and what’s not."
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<tr>
<th>Week</th>
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<th>Artist</th>
<th>Label</th>
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<td>CASH BOX TOP 100 ALBUMS</td>
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<td>1/9 Chart</td>
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<td>1</td>
<td>LAW AND ORDER</td>
<td>BOBBY BROWN (Asylum)</td>
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<tr>
<td>2</td>
<td>COMING HOME</td>
<td>DIONNE WARWICK (Epic)</td>
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<td>36/1</td>
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<td>3</td>
<td>TAKE NO PRISONERS</td>
<td>BOBBY McCOY (Epic)</td>
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<td>38/7</td>
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<td>4</td>
<td>THE BEST OF BLONDIE</td>
<td>BLONDIE (Chrysalis)</td>
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<td>5</td>
<td>CHRISTMAS WISHES</td>
<td>ANITA MURRAY (Capitol)</td>
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<td>38/8</td>
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<td>SONGS IN THE ATTIC</td>
<td>BILLY JOEL (Columbia)</td>
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<td>7</td>
<td>LIVE</td>
<td>THE JONES (Capitol)</td>
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<td>36/8</td>
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<td>8</td>
<td>GREATEST HITS</td>
<td>KENNY ROGERS (Liberty)</td>
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<td>46/56</td>
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<td>9</td>
<td>IF I SHOULD LOVE AGAIN</td>
<td>BARRY MANILOW (Arista)</td>
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<td>NIGHTCRISSING</td>
<td>Eddy Arnold (Polygram)</td>
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<td>JUICE</td>
<td>JUICE WATSON (Capitol)</td>
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<td>52/46</td>
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<td>12</td>
<td>RE-ACT-OR</td>
<td>NEIL YOUNG and CRAZY HORSE</td>
<td></td>
<td>49/7</td>
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<td>13</td>
<td>FANCY FREE</td>
<td>THE ROLLING STONES (Epic)</td>
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<td>41/37</td>
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<td>14</td>
<td>THE ONE THAT YOU WANT</td>
<td>REO SPEEDWAGON (Epic)</td>
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<td>55/32</td>
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<td>15</td>
<td>GIVE THE PEOPLE WHAT THEY WANT</td>
<td>THE Kinks (Arista)</td>
<td></td>
<td>57/19</td>
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<td>BREAKIN' AWAY</td>
<td>NEW YORKER (MCA)</td>
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<td>46/22</td>
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<tr>
<td>17</td>
<td>CDU</td>
<td>FUNK SHUN</td>
<td></td>
<td>60/6</td>
<td></td>
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<tr>
<td>18</td>
<td>MUS</td>
<td>THE JONES (Capitol)</td>
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<td>52/8</td>
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<tr>
<td>20</td>
<td>FIREFIGHTER</td>
<td>BILLY JOEL (Capitol)</td>
<td></td>
<td>55/6</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>I'M YOURS</td>
<td>PAT BENATAR (Warner Bros.)</td>
<td></td>
<td>56/18</td>
<td></td>
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<td>22</td>
<td>GIVE THE PEOPLE WHAT THEY WANT</td>
<td>THE Kinks (Arista)</td>
<td></td>
<td>57/19</td>
<td></td>
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<tr>
<td>23</td>
<td>BREAKIN' AWAY</td>
<td>NEW YORKER (MCA)</td>
<td></td>
<td>46/22</td>
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<tr>
<td>24</td>
<td>CDU</td>
<td>FUNK SHUN</td>
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<td>60/6</td>
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<tr>
<td>25</td>
<td>MUS</td>
<td>THE JONES (Capitol)</td>
<td></td>
<td>52/8</td>
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<tr>
<td>26</td>
<td>I'M A BIG accelerated the single's chart week.</td>
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<tr>
<td>27</td>
<td>FIREFIGHTER</td>
<td>BILLY JOEL (Capitol)</td>
<td></td>
<td>55/6</td>
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<td>28</td>
<td>GIVE THE PEOPLE WHAT THEY WANT</td>
<td>THE Kinks (Arista)</td>
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<tr>
<td>29</td>
<td>BREAKIN' AWAY</td>
<td>NEW YORKER (MCA)</td>
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<td>30</td>
<td>CDU</td>
<td>FUNK SHUN</td>
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<td>60/6</td>
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<tr>
<td>31</td>
<td>MUS</td>
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<td>52/8</td>
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<tr>
<td>32</td>
<td>I'M A BIG accelerated the single's chart week.</td>
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<tr>
<td>33</td>
<td>FIREFIGHTER</td>
<td>BILLY JOEL (Capitol)</td>
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<td>55/6</td>
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**January 16, 1982**
### Cash Box Top Albums: 1/10 to 200

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>181</td>
<td>MICHAEL JACKSON</td>
<td>Thriller</td>
<td>Epic</td>
<td>86 weeks</td>
</tr>
<tr>
<td>182</td>
<td>OFF THE WALL</td>
<td>Michael Jackson</td>
<td>Epic</td>
<td>80 weeks</td>
</tr>
<tr>
<td>183</td>
<td>THE ESSENTIAL BREED</td>
<td>Various</td>
<td>Warner Bros.</td>
<td>76 weeks</td>
</tr>
</tbody>
</table>

**Notes:**

- The chart is based on sales data from the Cash Box magazine.
- The rankings are for the week of January 16, 1982.
- The chart includes a wide range of genres and artists.

### Alphabetized Top 200 Albums

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABBA</td>
<td>Mama Mia</td>
<td>Polydor</td>
<td>192 weeks</td>
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<tr>
<td>AC/DC</td>
<td>Highway to Hell</td>
<td>Atlantic</td>
<td>109 weeks</td>
</tr>
<tr>
<td>Aerosmith</td>
<td>Toys in the Attic</td>
<td>Columbia</td>
<td>107 weeks</td>
</tr>
<tr>
<td>Alice Cooper</td>
<td>From the Inside</td>
<td>Warner Bros.</td>
<td>105 weeks</td>
</tr>
<tr>
<td>Alice In Chains</td>
<td>Dirt</td>
<td>Columbia</td>
<td>103 weeks</td>
</tr>
<tr>
<td>Alan Parsons Project</td>
<td>Pyramid</td>
<td>Epic</td>
<td>91 weeks</td>
</tr>
<tr>
<td>Alanis Morissette</td>
<td>Jagged Little Pill</td>
<td>Sony Music</td>
<td>89 weeks</td>
</tr>
<tr>
<td>Alan Jackson</td>
<td>Honky Tonk Highway</td>
<td>MCA</td>
<td>88 weeks</td>
</tr>
<tr>
<td>Alanis Morissette</td>
<td>You Ought to Know</td>
<td>Sony Music</td>
<td>87 weeks</td>
</tr>
<tr>
<td>Alanis Morissette</td>
<td>Everybody Hates Me</td>
<td>Sony Music</td>
<td>86 weeks</td>
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<tr>
<td>Alanis Morissette</td>
<td>From Away</td>
<td>Sony Music</td>
<td>85 weeks</td>
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<tr>
<td>Alanis Morissette</td>
<td>Jagged Little Pill</td>
<td>Sony Music</td>
<td>84 weeks</td>
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<td>Alanis Morissette</td>
<td>So-Called Hits of 1995</td>
<td>Sony Music</td>
<td>83 weeks</td>
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<tr>
<td>Alanis Morissette</td>
<td>The Most of Alanis Morissette</td>
<td>Sony Music</td>
<td>82 weeks</td>
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<td>Alanis Morissette</td>
<td>Jagged Little Pill (Live from Austin City Limits)</td>
<td>Sony Music</td>
<td>81 weeks</td>
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<tr>
<td>Alanis Morissette</td>
<td>Live in Ottawa</td>
<td>Sony Music</td>
<td>80 weeks</td>
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<td>Alanis Morissette</td>
<td>Jagged Little Pill</td>
<td>Sony Music</td>
<td>79 weeks</td>
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<td>Jagged Little Pill</td>
<td>Sony Music</td>
<td>78 weeks</td>
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<td>Sony Music</td>
<td>77 weeks</td>
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<td>Jagged Little Pill</td>
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<td>76 weeks</td>
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<td>75 weeks</td>
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<td>74 weeks</td>
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<td>72 weeks</td>
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<td>67 weeks</td>
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<td>64 weeks</td>
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<td>61 weeks</td>
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<td>Sony Music</td>
<td>59 weeks</td>
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<tr>
<td>Alanis Morissette</td>
<td>Jagged Little Pill</td>
<td>Sony Music</td>
<td>58 weeks</td>
</tr>
</tbody>
</table>
| Alanis Morissette | Jagged Little P...
Mixed Outlook On Home Industry Presented At ’82 Winter CES

According to Browne, a ‘Right To Tape’ coalition of manufacturers of VCRs and blank tape, as well as peripheral interest groups and individuals — including Father Robert McEwen, professor at Boston College and widely known in the consumer advocacy field since 1950 as a founder of the Consumer Federation of America and the Consumer Organization of COCO) — met during the course of the year to consider issues related to copyright, technological and other topics. The booth is part of an overall ‘grass roots’ effort to get legislation passed promptly before Congress adjourns.

Other Highlights

Other opening day highlights of the show included:

• An announcement from Twentieth Century-Fox Telecommunications of an official name change from Magnetic Video to Twentieth Century-Fox Video, as well as new video cassette packaging in a standard format for both Beta and VHS formats. The company also demonstrated Dolby sound addition to video cassettes.

• MCA Video Distincting Corp. Al Bargamo’s announcement of a price increase that would be instituted Feb 1 on all MCA Videocassette products, which would include new titles Continental Divide, Raggedy Man, High Plains Drifter and Oliver Newton- Johnson’s Physical. High suggested list price will be $102.60 for Beta and $94.95 for VHS, followed by $101.46 tags for American Werewolf in London. The Four Seasons. The Rolling Stones. John Denver. Christmas, while RIAA announced certification of Black Hole, Mary Poppins and presented the first video cassette award based on rental units on Walt Disney Christmas.

RIAA Certifications Down in 1981

A number of respected veteran acts added to their certifications in 1981. Foremost was the Rolling Stones, with its 24th and 25th gold albums and third platinum album, moving the group ahead of The Beatles (23 gold and three platinum albums). Other superstars adding to their list of awards included Frank Sinatra, a 17th gold for “Trilogy”; Neil Diamond, $102.60 for “Bustin’ Loose, Enless Love and Loose, Enless Love”, selling $40 million worth of records in three years. The album, which has been certified as a sales per capita with over 10,000,000 types in a 15-year period, $26 million in sales. The album, which has been certified as a sales per capita with over 10,000,000 copies sold, will be joined by a 15-year platinum album, their third platinum album, and their fifth and sixth years.

Building on the record nine soundtracks certifications in 1980, another six qualified in 1981, including platinum for Fame gold and platinum for The Jazz Singer, gold for the EMB original Broadway cast album and the movie soundtracks of Endless Love, Heavy Metal and The Rocky Horror Picture Show.

American Music Awards Nominees Announced

(continued from page 7)

Khan, Stacy Lattisaw, Teena Marie and Stephanie Mills; Favorite Group — The Gap Band, Kool and The Gang, Ray Parker, Jr. and the Specials; Favorite Single “Being With You” (Smokey Robinson); “Endless Love” (Diana Ross & Lionel Richie) (“Give to Live” (Rick James) and “She’s A Bad Mama Jama” (Carl Carlton); and Favorite Album — “Hotter Than July” (Stevie Wonder) and “Soul Songs” (Rick James), “The Dude” (Quincy Jones) and “II” (The Gap Band). The American Music Awards is a Dick Clark production, presented by ABC, produced this year by Al Schwartz and directed by Jeff Margolis. Dick Clark is the executive producer and Larry Klein is the creative consultant.

CLASSIC COUNTRY — Internationally known country fiddler James Galway (who recently in Nashville to record an LP of country-oriented songs with producer Tom Collins for Warner, who normally records for CBS’ Rca Red Seal classical label, was his first excursion into country.)
AROUND THE ROUTE
by Camille Compassio

Representatives of the three major trade associations (ADMA, AVMDA and AMOA), along with members of the manufacturing, distributing and operating ranks of the coin machine industry met with Daniel Edelman, newly appointed PR firm for the groups, to map out a campaign of operation for the coming year. As revealed elsewhere in this issue, the associations are joining forces in a major public relations effort to promote a better understanding of the coin machine business and, hopefully, put a stop to the flow of adverse publicity that keeps plaguing the industry these days. The meeting was in progress as Cash Box went to press. There's been quite a run of unfavorable newspaper publicity in the Chicago area for the past few weeks — the main target being video games. "Suburbs pulling the plug on video games" was the gist of one headline in a major newspaper. Some of the suburban communities seem intent on attacking videos for their drawing power among youngsters and teenagers, with parents claiming the kids are pouring their allowances into the machines and spending too much time playing.

Industry's Three Trade Groups Join Forces, Retain PR Firm

CHICAGO — The leading trade associations representing all sectors of the coin-operated amusement machine industry recently formed an umbrella organization for the purpose of undertaking a cooperative effort to inform the American public about their industry. A spokesman for the organization said that Daniel J. Edelman, Inc., has been retained as public relations counsel for the program. The new organization, which is yet to be formally named, is composed of the Amusement Device Manufacturers Assn. (ADMA), which consists of the 14 leading American manufacturers of coin-operated amusement machines, and is directed by Paul A. Huebsch; the Amusement and Vending Machine Distributors Assn. (AVMDA), consisting of the 50 leading distributors of coin-operated equipment, directed by Edward G. Doris; and the Amusement and Music Operators Assn. (AMOA), which has 2,500 members and is under the direction of Leo A. Drosos, executive vice president. All three associations are headquartered in Chicago and each will continue to function individually, in addition to their cooperative efforts in the new organization.

Daniel J. Edelman, Inc., the nation's fifth largest public relations firm, is an international public relations corporation with offices in Chicago, Washington, D.C., New York, Los Angeles, Miami, London and Frankfurt. It provides corporate, government, marketing and financial public relations for corporations, institutions, associations and government bodies.

The announcement of a major industry-wide PR campaign was one of the highlights of the 1981 AMOA Expo (Cash Box, Nov. 14, 1981). Emphasizing the need for an institutional public relations drive to clear up misconceptions about the coin machine industry, outgoing AMOA president Norman Pink told convention participants, "Our industry is becoming

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Jukebox Royalty Fee Deadline Approaching

CHICAGO — AMOA issued a special bulletin to operators informing them that renewal forms to register and license jukeboxes for the year 1982 have been mailed by the Copyright Office. Operators must register and license their jukeboxes with the Copyright Office and pay the $8 fee no later than Jan. 31, 1982, under the terms of the law. AMOA's appeal of the Copyright Royalty Tribunal's decision to increase the royalty fee from $8 per jukebox to $25 per jukebox effective Jan. 1, 1982 has not been decided by the 7th Circuit U.S. Court of Appeals, therefore, the $8 fee still applies at this point.

If the court reaches a decision to uphold the $25 increase, the Copyright Office may require a supplemental filing at a later date.

Operators who have not received their renewal forms should immediately call the Licensing Division at (202) 287-8130.

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industry news

Three Industry Trade Groups Join Forces, Retain PR Firm

(continued from page 23)

ing more visible, but the public actually knows very little about it. Our success depends on the image we present to the public.”

The campaign was officially kicked off Jan. 6 during a meeting of the trade association representatives at the Edelman offices here. Participants at the meeting included ADMA president, Joe Roberts and executive director, Paul Hiebich, along with Margaret Lasecke (Atari) and Michael Kanyon (Atari). AMOA executive director Ed Dorn and AMOA executive vice president Leo Droezi and association staffers John Schiff and J.D. McAdam, along with executives John Esenfeld and Norman Pask. Also present were Daniel J. Edelman, Lorton Witter, Steve Cook and Terri Strenski, all of the public relations firm.

Under phase one of the coin machine in-
dustry campaign, the umbrella organization will develop a public relations manual that will be presented to operators and distributors involving adverse legislative proposals and ordinances. Additionally, the group will prepare a consumer information brochure explaining the nature of the coin machine business, with particular emphasis on the entertainment and recreational value of co- operated amusement games.

Calling the Jan. 5 gathering of industry representatives a “productive meeting,” AMOA’s Drosezi said the industry PR manual will be designed “to help operators and dis-
tributors better acquaint the community with the recreational and entertainment services they provide as businessmen in the community.” He added that the consumer information brochure will be distributed to the public as well as civic leaders “to tell them who we are and what we do.”

The public relations group will hold its next meeting on Feb. 2.

‘Pinball Is Back,’ Says Caras

CHICAGO — C. Marshall Caras, vice-president-marketing at D. Gottlieb & Company, said that Gottlieb and the “rest of the pinball industry” have seen a “growing tide of popularity for over the last six months” and the 1981 AMOA convention “proved what had recently been only an industry rumor...pinball is back.”

Thousands of coin-operators visited the Gottlieb exhibit during Expo ’81, Caras said, to see Gottlieb’s equipment line up. “Black Hole,” the factory’s highly successful pinball machine, was one of the most popular at the exhibit. While “Mars, God of War” and “Volcanus” were extremely well received by the playing public, we really owe everything to Black Hole,” Caras observed. “It’s been the hit that sent the video market, and proved that innovative, exciting and challenging entertainment, in any form, will be successful. The response to Black Hole has simply overwhelmed us.”

As well as Black Hole, there is already a new “best seller,” he added. “Haunted House,” which incorporates an upper playfield as well as Black Hole’s hit in addition it incorporates an upper playfield making a total of three separate and distinct playing areas. The Haunted House theme has been carried throughout the game with each playfield representing a separate floor of the house. Adding to its stunning artwork and eerie sound effects has produced a product which will certainly exceed the levels of excellence and performance that Black Hole enjoyed.

The Gottlieb exhibit at AMOA was designed to feature the factory’s latest development, a pinball-video hybrid game. Scientecnicks

CHICAGO — The Scientecniks Division of Casone Technology Corporation announced the recent appointment of Empire Distribut-
ing as distributor of the company’s new “Tri-Pool” coin-operated video game, which was shown at the 1981 AMOA conven-
tion in Chicago.

Tri-Pool has been licensed by Scientecniks from a Japanese firm for distribution in the U.S., Caribbean, South and Central American markets as well as the home video market. It is available in both the standard upright and cocktail cabinet models.

Play Theme

The play theme realistically portrays the game of pool. The Machine is equipped with one of the industry’s largest computer memories, according to the company, which permits player selection of any of three true to life pool games — straight pool, nine-ball and snooker.

In commenting on Empire’s assignment, Patrick Martin, director of sales, stated, “The appointment of Empire on the initial step in our program to distribute Scientecniks video games through the major established video game distributors. Scientecniks maintains production facilities at 1050 Delta Parkway, Schiller Park, Ill. 60176. Further information about the new model may be obtained by contacting the factory at this location.

THE JUKEBOX PROGRAMMER

TOP NEW POP SINGLES

1. SWEET DREAMS AIR SUPPLY (Arista AS 0655)
2. TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-A-2037)
3. WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic RS 21004)
4. SEA OF LOVE DEL SHANNON (Network/Electric NW-47551)
5. LOVE IS LIKE A ROCK DONNIE IRIS (MCA-51223)
6. MAIN THEME FROM CHARIOTS OF FIRE ANGELIS (Polydor/Polygram 2189)
7. MIRROR, MIRROR DIANA ROSS (MCA-PB-12281)
8. OPEN ARMS JOURNEY (Columbia 18-02687)
9. THAT GIRL STEVIE WONDER (Tamla Motown 10277)
10. DADDY’S HOME CLIFF RICHARD (EMI America/P-A-41013)

TOP NEW COUNTRY SINGLES

1. YOU’RE THE BEST BREAK THIS OLD HEART EVER HAD ERU BRUCE (MCA-51210)
2. MOUNTAIN OF LOVE CHARLEY PRIDE (RCA-PB-12041)
3. TRUE MOON WITH HEARTACHE CHARLEY PRIDE (Columbia 18-02659)
4. THE VERY BEST IS YOU CHARLEY MCCLAIN (Epic-14-02656)
5. SHE LEFT LOVE ALL OVER ME RAZZY BAILEY (RCA-PB-13077)
6. MRY RIVER TERI GIBBS (MCA-P-A-2025)
7. BIG CITY MERLE HAGGARD (Epic-14-02686)
8. SWEET YESTERDAY SYLVIA (RCA-PB-12020)
9. LIES ON YOUR LIPS CRISPY LANE (Liberty P-A-1443)
10. TENNESSEE ROSE EMMYLOU HARRIS (Warner Bros WBS-4982)

TOP NEW B/C SINGLES

1. DON’T YOU KNOW THAT LUTHER VANDROSS (Epic-14-02658)
2. DO IT TO ME VERNON BURCH (Spector Records/Int’l. Sh/AG0019)
3. LET ME SET YOU FREE THE FOUR TOPS (Capitol/Polysgram/NM 7244)
4. IF YOU THINK YOU’RE LONELY NOW BOBBY VOMACK (Beverley Glen 2000)
5. NUMBERS KRAFTWERK (Warner Bros WBS-4795)
6. LET’S STAND TOGETHER MELBA MOORE (Eruption/EMI America/P-A-1014)
7. THAT GIRL STEVIE WONDER (Tamla Motown 16207)
8. MIRROR, MIRROR DIANA ROSS (RCA-PB-13021)
9. A LITTLE MORE LOVE CONNECTION (Epic/P-A-5016)
10. MAMA USED TO SAY JUNIOR (Mercury/Polygram 76132)

TOP NEW A/C SINGLES

1. WKRP IN CINCINNATI (MAIN THEME) STEVE CARLISLE (MCA-12105)
2. THOSE GOOD OLD DREAMS CARPENTERS (A&M 2065)
3. KEY LARGO BETTY HIGGINS (Kaiy/Mfg WSB-0224)
4. BREAKIN’ AWAY AL JARREAU (Warner Bros WBS-4984)
5. LOVE IN THE FIRST DEGREE ALANIS MORRISSETTE (RCA-PB-12286)

A REAL HOE-DOWN — A western-themed banquet for factory distributors was among the highlights of the Gottlieb exhibit at AMOA’s Expo ‘81. In the top photo, vice president of marketing Marshall Caras welcomes the 250 guests who attended the banquet. In the bottom photo is Mike Tremont’s country and western band, which provided the evening’s entertainment.
You have the drive. Now you have the machine! Grand Champion puts players in control of the ultimate driving game... and puts you in control of ultimate game profits!

The REAL winner in the race for PLAY and PROFITS!
The course is plotted. The drivers take their positions, revving up their engines and adrenaline pumping. The flag is lowered and the race is on! The player shifts high gear and breaks from the field. With a deafening screech of tires, he floors the accelerator to lap his opponents! Along a rain-slicked course, through thunder, lightning, rain, sleet, snow, along a track that suddenly divides, through a dark tunnel and a blinding fog that headlights barely penetrate, it's a race against a field of speeding daredevils . . . and it's a race against the clock!

As he burns up the road, the Radar Screen lets the player scan the positions of the other cars as it warns him of the realistic hazards that will challenge his skill, his perception, his ability to react quickly. The Position indicator flashing his progress all through the race together with faster . . . encouragement and challenge, urge the player on faster and faster . . . until a collision takes him into the pit and slows down his race, finish! If a player is ranked among the top cars at the end of the race, he gets a chance to conquer the next, even more difficult course!

"Taito tough" and quality-built to give you more miles per model. Domestically manufactured, it positions the controls within easy reach of all players.

Grand Champion. The name says it all!
INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 33)

However, as one young man stated to a TV reporter, "I'd better put my money into a video game than to go out and buy dope."

Paul Huesch, executive director of Amusement Device Manufacturers Assn., is looking to 1982 as a very productive year for the association. It'll be full speed ahead, he said, with a number of projects on the planning board for the new year.

Robert Bloom, formerly treasurer and a member of the association's board, recently resigned. ADMA will shortly announce a successor to the post. The association will be scheduling a general membership meeting in mid-February and the site will be somewhere in the San Diego area.

DATELINE SUNNYVALE, home of Exidy, where just prior to Christmas the factory hosted a nationwide Toys for Tots drive, which was sponsored and organized by the U.S. Marine Corps. Exidy employees and the corporation itself donated dozens of new toys to help brighten the holidays for underprivileged children. "The U.S. Marine Corps has done an excellent job picking up and publicizing Toys for Tots and we at Exidy are proud to do our part in making the drive a success," commented Leslie Hassel, vice president of administration.

ON THE SINGLE SCENE, "How Did She Look," a romantic ballad of John Gabriel, handsome star of the Ryan's Hope TV soap opera, looks like a natural for jukebox programming, according to Ben Arrigo of Glenn Productions. The record is available on the GP label and operators may obtain promo copies by contacting Glenn Productions, 157 W. 57th St., New York 10019.

DATELINE SANTA CLARA, home of Universal U.S.A. and the fast rising new "Lady Bug" video game. Firm's Mark McCloudy reports that the new piece is enjoying "outstanding" distributor acceptance and is developing a strong following of fans in all age groups. "Lady Bug" is a unique style of pinball with mazes for players," McCloudy said. The game is fun to play and offers the challenge of four different settings of difficulty. "We are very excited about Lady Bug and our enthusiasm is heightened by our distributor response," he added.

CHATTED BRIEFLY with Leonard Fish, president of Gametronics, about the firm's new "Tri-Pool" video game, which he feels is a very timely release in that the game theme is neither space, nor combat, nor cars and should provide something different for the video game enthusiasts. It's not a fad game, he stressed; it's pool, with some unique scoring features that add to the game's appeal. Fish said the Schiller Pianos-based company is in the process of setting up a distributor network.

Cocktails and Uprights

Wizard of War
Super Cobra
Astroroad
Vanguard
Reels
Space Station
Comet
Phoenix
Space Tank
Diplomacy
Frogger
Temple

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Amrjos Hold & Draw: 21 Starphones: Several Silver Shadow Slot Machines
Assorted Used Seeburg phonographs: (5) 1 1/2 1 3/4 1 1/2 1 3/4 21 Olympians; etc.
Don's Games: Street Machines: Seven Dips Dips: Nashville: Blue Chords: High Flyers: Diamonds
Editor: Streamline Dips: Return (Collector)
Assorted Used Sega & Namco (Collector & Home)

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40,000 units, but has also moved into the number one position in the entire U.S. video industry...according to Midway.

Pinball Is Back,' Says Caras

(continued from page 34)

called "Caveman," "At the moment, Caveman doesn't really represent a finished product, but one that is in its final stages of development." Caras said. "We decided to show the game to try and gauge the public's reaction to the concept and if that reaction is any type of indication at all, we have got another hit on our hands."

Video-Pinball Game

Caveman offers the combination of a prehistoric video-maze game, a challenging pinball playfield, colorful prehistoric artwork and outstanding sounds. "We had a number of people at our pinball orders for Caveman and we weren't even able to quote them a delivery date for the game yet," Caras noted. "We are aiming for the first few months of 1982."

Dave Retie, director of market research for Gottlieb, had his department conduct over 200 in depth interviews with operators at the show and he is confident the information obtained will help Gottlieb design its products and services to meet the needs of the constantly changing marketplace. Bruce Minus and his technical marketing services department were also on hand and kept busy answering questions and distributing technical literature at Expo '81.

"All in all, this was a fantastic show for us — we couldn't have expected a more positive reaction to our products and services. I must apologize for the fact we ran out of some of our literature on Friday, but we really hadn't anticipated such an overwhelming attendance," Caras concluded.

Another highlight of Gottlieb's participation in the AMOA convention was the distributor banquet the factory hosted for over 2000 guests at Chicago's Continental Plaza hotel. It featured a western theme, complete with all the trimmings of an old-fashioned hoe-down, and authentic western garb was the

(continued from page 36)
New Equipment

Secret Agent

Escape is both the reward and the goal for players of "005," the exciting new multi-scene computer video space chase game being introduced by Sega/Gremlin, according to David Rosen, chairman and chief executive officer of Sega Enterprises, Inc.

005 was designed by Sega/Gremlin's R&D group in Japan, which has been the birthplace of many of the industry's most successful games, and the new model is scheduled for shipment in January. It is available in standard upright and cocktail table models.

The object of the game involves Secret Agent 005's mission to parachute behind enemy lines, snatch attaché cases loaded with secret documents, evade enemy guards and deliver the attaché cases to a hovering helicopter. The agent's helicopter must then escape through a maze of enemy parachute and balloon bombs and defend itself in an aerial dogfight with an enemy helicopter.

Skill and challenge prevail throughout play as Agent 005 performs his mission, armed only with a stun-gun gun, and leading his pursuers through four successive scenes: a street, a warehouse, a skating rink and the final aerial dogfight. Points are scored according to the degree of challenge of the escape route chosen; so the more difficult it is, the higher the score.

A joystick allows the player to control Agent 005's movements and there's a control button to fire the stun-gun gun.

At the beginning of each round the street scene is presented and game action begins as Agent 005 parachutes from his helicopter and picks up the first attaché case. To make good his escape he may choose one of several routes and his choice will affect the difficulty of his escape attempt as well as the number of bullets he can earn. The firing range of his stun-gun is also based on the level of difficulty of the escape route chosen and once the choice is made the street scene immediately is replaced by a scene depicting the escape route which will be the mirror of the building selected (warehouse or skating rink). In each instance challenging obstacles—including sentry patrols, enemy guards, slippery ice that causes sliding—try to impede the agent's progress.

The aerial dogfight begins after Agent 005 has escaped and successfully delivered two attaché cases. At this point his helicopter is surrounded on all sides by enemy parachute and balloon bombs. In the ensuing battle 005's helicopter can maneuver in all directions but can only fire horizontal shots in one direction; however, one shot can destroy all bombs in its path. As the bombs along the sides of the screen are destroyed, they are replaced with bombs from the top of the screen and when these are depleted the enemy helicopter descends to battle 005's helicopter directly.

The words "Great Escape" are displayed when Agent 005's helicopter is victorious.

005 combines the challenge and thrills of four games in one, presented in a cartoon format to attract neophytes and experienced players as well. Suspenseful music and sound effects accompany play.

The new model will be available through Sega/Gremlin distributors and has the factory's Convert-a-Game capability.

New Cocktail Table

Taito America Corporation has introduced its first American made cocktail table line, which is currently available for "Qix," the factory's highly successful video game. The classic series title is designed to fit in any type of decor and may be used in any type of room or location.

As described by Taito America president Jack Mittel, the new model is "a totally flexible unit. To ensure acceptance of the new design, we conducted extensive operator surveys so that our design would contain all of the features that operators wanted."

The new model has a generous table top space and a beautifully designed top glass highlighted by mirrored construction and a coordinated mar-resistant poly-carbonate control panel.

The table, which features Taito's new service priority cabinet, adjusts from a height of 24 to 24 1/4 inches and provides plenty of leg room in any position. Dual coin acceptors are standard.

The new eight-track tape unit is available in five different colors and there's absolutely no limit to the number of tapes that can be loaded.

Midway Observes 'Pac-Man' Day (continued from page 35)

To celebrate the event, company president David Maroske declared Oct. 26 as "Pac-Man Appreciation Day," and invited the employees of the company's two plant locations (10601 W. Belmont and 10750 W. Grand in Franklin Park, Ill.) to enjoy complimentary beverages and snacks during their breaks throughout the course of the day. A further feature of gratitude for their support and hard work on the project, Maroske presented commemorative mugs to all of the members of the Midway team. The inscription on the mugs read: "Helped make Midway's record-breaking Pac-Man.

On the same day, the Midway workers demonstrated their appreciation for their president's efforts. At two o'clock, production at the Belmont Avenue plant ceased for about five minutes and, to his complete surprise, company president David Maroske was awarded a plaque. Jacek, vice president of marketing, served as master of ceremonies for the occasion and read the inscription on the plaque: "Congratulations to David Maroske for your outstanding leadership and providing us with Pac-Man ... the #1 game in the history of the industry." It was signed "the people of Midway."

Maroske was visibly touched by the moment and the sentiments behind it. In expressing his thanks to his employees he said: "This record could not have been achieved without your help."

'Pinballs Are Back' — Gottlieb's Carsas

Gottlieb's Caras, some innovative arcade amusement games for you and, as usual, we'll be the first line of pinballs the industry has ever seen."

Walter Waldman of Kentucky Coin and Pinball fame was awarded silver wire baskets in honor of his 25 years as Gottlieb distributors. Alvin Gottlieb, chairman of the board, and Jim Newlander, eastern regional representative, made the presentations.

Entertainment was provided by Mike Tren- ton, his country & western band and his troupe of 20 western dance instructors.
CINEMATRONICS
Tailgunner (3/80)
Rip Off (3/80)
The Towering (2/80)
Targ (6/80)
Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)

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

GAME PLAN
Intruder (2/81)
Tank Battalion (3/81)
Killer Comet (4/81)
Megatack (9/81)
King And Ballon (10/61)
Enigma (10/81)
Kaos (11/81)

GDI
Red Alert (10/91)

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

GREMLIN/SEGA
Monaco GP (3/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Quozniquet (5/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Eliminator (12/81)

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

NINTENDO
Donkey Kong (9/81)

ROCK-OLA
Warp-Warp (9/81)

SIGMA
Laucher Z (12/81)
Rolling Star Fire (12/81)

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

TAITO AMERICA
Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Trimmeline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimmeline (3/81)
Zarzun (5/81)
Zarzon Trimmeline (5/81)
Colony 7 (8/81)
Colony 7 Trimmeline (7/81)
Moon Shuttle (6/81)
Moon Shuttle Trimmeline (8/81)
Qix (10/81)
Qix Trimmeline (10/81)
Lock ’N Chase (10/81)
Grand Champion (12/81)

UNIVERSAL USA
Cheeky Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)
Cosmic Aventer (8/81)

WILLIAMS
Defender (1/80)
Stargate (10/81)
Make Trax (10/81)

Cocktail Tables

AMSTAR
Phoenix

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

CENTURI
Rip Off (6/80)
Targ (10/80)
Route 16 (4/81)
Pleades (7/81)

ELCION
Diversions booth size (9/81)

GAME PLAN
Space Invaders (3/80)

Gottlieb
New York, New York (3/81)

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

Midway
Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (11/81)
Gorf (4/81)

WILLIAMS
Defender (4/81)

Phonographs

Century
Lowen-N,M Consul Classic
Lowen-N,M Prestige ES-2
Lowen-N,M Festival
Rock-Ola Grand Salon II (9/80)
Rock-Ola 484A (11/80)
Rock-Ola 481 Max 2 (11/81)
Rowe R-85 (10/80)
Rowe Jewel
Sound Phoenix (12/80)

Williams
Cabinet
Wurlitzer Cabana
Wurlitzer Taro
Wurlitzer Silhouette

Pool Tables

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

Cash Box January 16, 1982
IN REVIEW: Presented is a photographic lineup of some of the new machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

G.D.I., Inc. 'RED ALERT.' Player must defend major cities of six different countries against enemy strike forces in this first video entry from the noted slot machine producer. (10/10/81).

GAME PLAN 'ENIGMA II.' This video's play theme involves a space voyage with the player controlling three to six ships enroute to the Mother Ship, amidst confrontations with monsters, bugs, etc. (10/24/81).

WILLIAMS 'SOLAR FIRE.' A fast action, multi-level, multi-ball pin game with challenging skill shots in all play levels. Eye-catching cabinet illustrations and visual effects. (9/26/81)

GOTTIEB 'BLACK HOLE.' This exciting pin game offers Gottlieb's unique two playfield concept with the second one located below and fully half the size of the main playfield. Great design. (10/10/81).

GAME PLAN 'KING AND BALLOON.' A 4-color video game with a lighthearted play theme. Player controls a Bowman who shoots lasers at a squadron of attacking balloons, to defend the castle. (10/10/81).

TAITO AMERICA 'QIX.' A video challenge calling for strategy and skill as the player tries to box in the moving 'Qix' helis, using a marker and facing a variety of obstacles. (10/3/81).

BALLY 'MEDUSA.' Two playfield action on a single level plus some uniquely challenging skill shots and dramatically colorful graphics highlight this exciting Bally pin game (10/17/81).

WILLIAMS 'STARGATE.' A video game of strategy and skill with the player maneuvering a spaceship through various waves of challenging confrontations which increase in difficulty. (10/31/81).

BALLY 'CENTAUR.' A beautiful looking pinball machine, in black and white pen and ink art, with a lot of challenging new play features including one to four multi-ball. (10/31/81).

TAITO AMERICA 'LOCK 'N CHASE.' A cops and robbers video game of pursuit and capture through maze patterns, where Lupin, the thief, constantly attempts to outwit the super sleuths. (10/31/81).

SEGA/GREMLIN 'FROGGER.' A fun-filled MultiPhase video game which is entertaining and exciting as well. Players must safely guide frogs across a 4-lane highway and river. (10/31/81).

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STERN 'MOON WAR.' A space combat video game where the player navigates a spacecraft through enemy territory in a race against time, with a variety of challenging obstacles along the way. (10/24/81).

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MARANTZ 'COIN-OP PIANO.' Here is a piano that employs a hidden computer to recreate 'live' piano performances by noted artists as soon as a quarter is inserted. A unique product. (10/24/81).

NINTENDO 'DONKEY KONG.' Based loosely on the famed "King Kong" theme, this popular video offers fun but challenge as well. It has full color animation and crazy sound effects. (10/24/81).

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The player must paint each of six patterns with his brush, thwarting the mischievous characters by outmaneuvering them, painting over any Trax they make, rolling over some with his roller and giving others the brush off with his brush! The more the player paints, the trickier and the smarter the characters get!

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