EDITORIAL

Prosperity Breeds Prosperity

Coming off a better Christmas season than many expected, the music industry has a chance to build some forward momentum in these critical months of the first quarter. On the home front, the new opportunities opened by the National Assn. of Recording Merchandisers (NARM) institutional advertising campaign and the explosion in the video market are positive signs that things may soon be getting better.

On the international front, the opportunities to perk the market in a similar manner may be available at this year's MIDEM, set to run Jan. 25-29. Hand-in-hand with recovery on the domestic front, revival of the international market is a must.

MIDEM '82 will provide a forum for new ideas — in both the audio and video fields — as well as a chance to get together with music/video people from around the world to discuss new approaches and discover new acts. With so many companies today connected to overseas operations via licenses or subsidiaries, a strong international market is a must for the health of the overall industry.

Thus, MIDEM '82 will present an ideal opportunity for the industry to build on the momentum of this Christmas season. As the largest market in the world, the U.S. is quite naturally considered a leader in the industry. If the American market is strong and prospering, it will open things up for everyone. Prosperity breeds prosperity.

MIDEM this year could provide the perfect springboard to a return to prosperity for the industry. If frank discussions and serious attempts at solving today's problems take the place of a "party" atmosphere, this could really be a MIDEM to remember.

NEwS hIGHLIGHTS

- Video Software Dealers Assn. votes to become separate division of NARM (page 5).
- Quincy Jones and John Lennon are the top nominees for 24th Grammy Awards (page 5).
- Harsh weather curbs business and closes record stores across the nation (page 5).
- " Spirits In The Material World" by The Police and "We Got The Beat" by The Go-Go's (new and developing artist) are the top Cash Box Singles Picks (page 11).
- "Farewell Song" by Janis Joplin and "Architecture & Morality" by Orchestral Manoeuvres In The Dark (new and developing artist) are the Top Cash Box Album Picks (page 13).
JONES LEADS ALL NOMINEES FOR 24TH GRAMMY AWARDS
by Marc Celnier

LOS ANGELES — The recordings of multi-talented composer/producer/artist Quincy Jones garnered a total of 14 nominations to lead the pack of contenders for the 24th annual Grammy Awards, which will be telecast from the Shrine Auditorium in Los Angeles Feb. 24 on CBS-TV.

Jones earned a total of 8 nominations, including Best Engineered Recording for three as a producer and two as an arranger, for his efforts on the A&M album, "The Dude." And while he was not personally nominated in all 14 categories, he is up for Grammys for "The Dude" in the album, pop instrumental (the "Velas" track), R&B group, instrumental arrangement and instrumental arrangement for accompanying vocal categories.

Jones, who told Cash Box in an interview earlier this year that his final album ("The Dude") for A&M was "the best LP I've ever done for the label and not the usual obligatory contract LP," also gained nominations in the R&B song ("Al No Corrida"), best engineered recording and R&B female vocal performance (Patti Austin's "Razzmatazz") categories.

Foremost among Jones-related nominations were the pair of nominations for Lena Horne and Out Of Nowhere. Seven, which he produced, and the three nominations brought in by "The Dude" vocalist James Ingram were for best female vocalist, pop male vocalist and R&B vocalist.

Another multi-talented producer/artist, Lionel Richie, was second to Jones in nominations with seven. Richie's collaboration with Diana Ross, "Endless Love," garnered four nominations, and he also picked up two as a member of the Commodores group and one for Producer of the Year, "Endless Love," the theme to the film starring Brooke Shields, is nominated for Record and Song of the Year, as well as pop duo and Best Motion Picture Score LP.

LENNON GARNERS FOUR

The late John Lennon's "Double Fantasy" album, a collaboration with wife Yoko Ono, also received a strong share of nominations. Lennon's five nominations include producer and performer for both Record Of The Year and Album Of The Year, and Best Male Vocalist. Ono, herself, received a nomination for Best Female Rock Performance.

Other leading names included last year's big Grammy winner, Christopher Cross.

NOT SHY IN CHI — While on a recent trip to the Windy City, John Hammond, chairman of Hammond Music Enterprises, visited Lowell Simon, Jr. to discuss his single, "Love Me For A Lifetime," for Simon's forthcoming album on New York Records, Hammond's affiliated label. Pictured after the meeting are (l-r) Derrick Parker, executive producer of the single; Hammond; Simon; and producer Gus Redmond.

VSDA VOTES TO BECOME SEPARATE DIVISION OF NARM
by Michael Glynn

LAS VEGAS — The Video Software Dealers Assn. (VSDA) officially became a division of the National Assn. of Recording Merchandisers (NARM) during their first convention, the Consumer Electronics Show (CES) meeting here Jan. 11.

According to Noel Gibmel, president of SoundVideo Unlimited and chairman of the VSDA advisory board, it was decided at the meeting that the initial goals of the VSDA, which is a group of video software dealers seeking the establishment of a toll-free (800) number to serve as a video anti-piracy hotline, a bonding program for VSDA member dealers to cover security deposits for the various software rental programs they choose to become involved in; holding a national VSDA convention in September in Chicago; association endorsement and support of rental surcharges on pre-recorded video products to offset the establishment of a monthly VSDA newsletter; and the collection of dealer business information and statistics.

A NARM spokesperson stated that, over the course of the next two weeks, it will be forming a special committee to drive the idea of sending out applications to pre-recorded video software dealers across the country. In addition, NARM's executive committee chairman and co-host of the meeting (along with NARM's Cohen), stated that he didn't rule out the possibility of

B/C TOPS N.Y.; AOR LEADS L.A.
IN FALL ARB BOOK
by Larry Riggs

NEW YORK — The urban contemporary format continued to dominate the New York radio scene and AOR remained a favored format across the country. However, the fact that contemporary formats dominate the Big 4 in New York and Los Angeles reflects the fact that the major markets are constantly battling for same-format domination. The city that has been traditionally considered the nation's top market, Los Angeles, is now facing growing competition from San Francisco in terms of ratings and revenue. However, the city that has been traditionally considered the nation's top market, Los Angeles, is now facing growing competition from San Francisco in terms of ratings and revenue. But, the city that has been traditionally considered the nation's top market, Los Angeles, is now facing growing competition from San Francisco in terms of ratings and revenue. But, the city that has been traditionally considered

WORD'S WACO CONFERENCE — Word Records recently held its annual sales conference in Waco, Texas, which included an informal conference on a national level. Word executives were there to learn about the company's plans for the new year.

Pictured are (l-r) Stan Mose, executive vice president, Word Records, and Ronald Lundy, vice president of sales, Word, B.J. Thomas, Myrth recording artist, and Dan Johnson, vice president, director of marketing and promotion, Word. See story page 23.
Corny Urges United Effort By Industry To Stop Hometaping
by Marc Cetner

LOS ANGELES — A summit meeting of the representatives of the chief music industry trade and labor organizations on the dilemma of audio hometaping, held in New York and Washington Jan. 14-15, was viewed by Stan Cornyn, senior vice president of the Warner Communications Inc. Record Group, as the “first step” in battling the potentially damaging right-to-tape bills that have been introduced in Congress since the U.S. Circuit Court's Oct. 19 reversal of the Betamax decision.

“Hometaping is as harmful and against the law as shoplifting,” said Cornyn at a Jan. 12 gathering of the California Copyright Conference here. “It's big, costly and growing, and we (the record industry) need to act. It's the biggest threat to the music business they've ever faced. We need to tell Congress that we want to — and we do — intend to fight, both in and out of the courts. To do nothing is out of the question.”

Tax Picture Dim For Musicians From Canada
by Kirk LaPointe

OTTAWA — There seems to be little hope the federal government will revise income-averaging changes in the Nov. 12 budget, but Canadian recording industry representatives plan to meet again with federal officials this week to plead their case.

Last month, pop music managers complained that measures in the Nov. 12 budget to restructure the system of income averaging would force them to seek refuge with their clients in other countries (Cash Box, Dec. 19, 1981).

Although the federal government announced modifications to the sweeping budget on Dec. 18, the measures had little effect if any on the gist of the arguments presented by entertainers — that the fluctuating nature of their income is such that it is necessary they have incentives and protection during their prosperous years so they do not face poverty in leaner times.

A meeting late in December failed to resolve the issue, said Canadian Recording Industry Assn. (CRIA) president Brian Robertson.

Instead, industry representatives have commissioned a financial portrait of the “typical Canadian musician” over a period of years that would allow accountants to apply the portrait to the old and new income-averaging schemes to show federal officials that the Canadian performer will be seriously hurt by the new measures.

But if Robertson is being outwardly optimistic, others in the business community have long since given up hope for revisions to the budget. Indeed, many are hoping to weather the storm until another budget is handed down, likely at the end of the year.

Under the new income-forwarding scheme, income-averaging annuity contracts will no longer be purchased. An improved taxation structure and higher tax rebates will offset the elimination of income deferral, according to some officials say (Cash Box, Dec. 19, 1981).

ELVIRA AND BOBBIE SUE — MCA Records recently held a joint party for Elvira and Bobbie Sue at the home of executive J.D. Albonanno. Cash Box vice president, Diane Allen and Richard Sloban of the group, and Lou Cook, president, MCA Records International.

DE-LITEFUL PACT — PolyGram president/chief operating officer Guenter Hensler (i) and black music marketing vice president David Kowey (c) celebrate their company's new deal with De-Lite Records president Gabe Vignorio.

De-Lite Renews Association With PolyGram Label

LOS ANGELES — PolyGram Records and De-Lite Records have signed a pact continuing an association that began four years ago. PolyGram will continue to distribute De-Lite products.

To date, the biggest success of the PolyGram/De-Lite association has been the development of recording group Kool & The Gang. Since the PolyGram/De-Lite association began four years ago, Kool & The Gang has scored with platinum certifications on its last three LPs, “Ladies Night,” “Celebration” and “Something Special.”

Other acts on the De-Lite roster include Coffee, a group whose “Second Cup” LP is scheduled for a March release; R&B artist/producer Leon Bryant and recording group De-Concini.

Commenting on the PolyGram/De-Lite association, PolyGram president/chief operating officer Guenter Hensler noted, “Our relationship has grown and strengthened over many years to the point where it is now much more than just a business association; we consider De-Lite and its superlative artists, family.”

Gabe Vignorio, De-Lite president, added, “The De-Lite/PolyGram affiliation has reached a level that is realized by only a select few in this industry, and our turn around success with Kool & The Gang would not have been possible without this association with the new PolyGram team.

We are confident that our collective efforts will not diminish in our future undertakings, and hopefully we will achieve parallel accomplishments with Coffee, Leon Bryant and Crown Heights Affair. This can only add to the strength of the family.”

Academy Awards Cuts Back On Music Oscars

LOS ANGELES — The award for original score and its adaptation (or best adaptation score) will not be presented at the 54th annual Academy Awards because of an insufficient number of qualified submissions. As a result, only two music awards, original score and original song, will be made this year by the Academy of Motion Picture Arts & Sciences.

The decision not to present an Oscar for original score and adaptation was made by the Academy's board of governors upon the recommendation of the music branch.


Nicknamed “Those Bad Boys From Boston” when their first album came out in 1971, EMI-America recording group J. Geils Band has remained true to that phrase for the more than a decade, staying true to the lowdown blues rock genre than any American band extant. The allegiance to the harmonica-squealing, R&B-tinged boogie has paid off as the band is currently experiencing its highest charting album ever with “Freeze Frame.”

Oh, the album, which is currently at #10 bullet on the Cash Box Pop Album chart, may be a bit more adventurous and '60s pop-sounding than when the group came roaring out of Beantown in the early '70s with “Looking For Love” and “First Look At The Purse,” but the sextet has, for the most part, been true to its original roots.

And its 1981 winter tour, on which it opened several shows for the Rolling Stones, reaffirmed the group's status as one of the rowdiest, nastiest and most electrifying performing bands in rock & roll.

Originally formed as the J. Geils Blues Band in 1967, the group dropped the "blues" into the name and added keyboard player Scott Justman in 1969 and has remained unchanged since.

Led by howling, screeving lead singer Peter Wolf, J. Geils has succeeded by playing its well-oiled blues, rock, country and soul, the group's songs including the corner-stone rhythm section of bassist Danny Klein and drummer Stephen Bladd.

While the name of America's most volatile and hard working bands through the early- and mid-'70s, the band got its second wind when it signed with EMI-America in 1978 and released the gold-selling "Sanctuary," LP.

Capitalizing on the momentum, the "bad boys from Beantown" will release a platinum-certified tour de force, "Love Stinks," which featured such radio hits as "Comeback," "Just Can't Wait," and the jittered lover's anthem of a title cut.

And judging from the chart action on "Freeze Frame" and its irresistible first single, "Centerfold," which is currently at #3 bullet on the Cash Box Pop Singles chart, the J. Geils Band is on a roll that doesn't look like it's going to stop.

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PolyGram Records is proud to be instrumental in the “best picture of the year”

CHARIOTS OF FIRE
music from the original soundtrack by Vangelis

"National Board Of Review
"One Of The Year's Ten Best" Time Magazine • N.Y. Daily News • Newsday • Gannet Newspapers • Newhouse Newspapers • Associated Press • Alter Dark

"One of the most remarkable soundtracks of any film. Vangelis' compositions are as evocative, as perfectly matched, as scores of such films as "The Third Man" and "Zorba The Greek." Chicago Sun Times

"This is an original and breathtaking score." L.A. Times

"Vangelis' score has already been so successful that the soundtrack album is among the top five British surveys." New York Times

"Chariots Of Fire," the most critically heralded motion picture of the year. "Chariots Of Fire," the original soundtrack album by Vangelis, the most honored soundtrack album of this or any other year in memory.

"Chariots Of Fire," a film and musical experience that will carry you away with its majesty.

"CHARIOTS OF FIRE"
featuring the hit single
"Chariots Of Fire (Main Theme)"
Executive Profile:
Dick Griffey: Spotting Talent Is Key To Solar's Successes
by Michael Martinez

LAMONT CRANSTON BAND

After 11 years slugging it out on the Minnesota club and college circuit, the band hit a lull. "We broke up for two months last summer and, as it turned out, it was probably the best thing we did," says guitarist and vocalist Bonner. "When we got back together, we were refreshed, confident."

That confidence shows. "Shakedown" is more sophisticated than anything they've attempted before. "It's a new level," says keyboardist George Mitchell, "and the band is finally realizing well-deserved recognition."

According to Lamont Charlie Bingham, "We broke up because we were tired of playing little gigs at the end of the road. We're tired of the hotels, the food, the atmosphere. All we wanted was to go home, to be with our families."

"I think we have an appeal for everyone, but the children are very important to us," says Bonner. "That's why I have a song like 'Ride.' We've dedicated it to the children. It doesn't pay but the funk is there to stay."

And while Zoem's short range goals consist of spreading its uplifting funk sound in concert and on recordings, its long-range aspirations are "Saturday, Saturday Night" long, the rope plans are rather ambitious.

"We have our own production company (Zoem Productions), which is not only the record company but also does management, lighting, management and our television productions."
SUGARHILL IS FORCED TO RELEASE 7" SH-774 APACHE

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EXECUTIVES ON THE MOVE

Andersen
Smith
Feldman
Galliani

Sansone To Pacific Arts — John Sansone has joined the Pacific Arts Corporation as vice president, business affairs and finance. He is a graduate of Harvard College and Harvard Law School. He has practiced law on the east coast.
Anderson Promoted — B.J. Anderson has been promoted to vice president of marketing for Drake-Chenault Enterprises, Inc. She has been with Drake-Chenault since 1984.
PolyGram Names Feldman — PolyGram Classics has appointed Barry Feldman pop and jazz manager for London Records. Before joining PolyGram, he had worked as ECM Records’ special projects coordinator and as a marketing consultant for Island Records.
Galliani Promoted — Lou Galliani has been promoted to national singles promotion director for Elektra/Asylum Records. He had been E/A’s national promotion director/field operations & information and will continue to be based at E/A’s main Los Angeles office.

Changes At RCA — RCA Records has announced the appointments of William Smith as director, national promotion, west coast, and Phillip M. Quartararo as manager, regional promotion, and that Michael Becce will assume the title of director, national promotion, east coast. Smith comes to RCA Records from where he was national singles director. Quartararo was with A&M Records for six and a half years as local promotion manager.
PolyGram Adds Haggard — PolyGram Records has appointed Martha Haggard, southeastern regional press and artist relations director based in Nashville. She was formerly MCA Records’ manager of press and artist development/Nashville and before that ABC Record’s Nashville publicity coordination.
Levy Appointed At CBS — Benton J. Levy has been appointed director, business affairs for CBS Video Enterprizes. He joined the CBS Law Department in 1976, where he served as a senior attorney in the Broadcast Section and most recently, as a senior attorney in the Records Section.
Wood Johns E/A — James Wood has joined Elektra/Asylum Records as national sales manager, country. Most recently, he was WEA’s sales manager for the Memphis/Nashville area, a newly-established post to which he was appointed last November.

Shanachie Inks U.K.’s Greensleeves For U.S.

LOS ANGELES — Shanachie Records has completed a deal with England’s Greensleeves Records to manufacture and distribute the entire Greensleeves line, making its reggae catalog available in the United States at domestic prices.
The Greensleeves catalog, which includes more than 25 LPs and 40 singles to be marketed by such artists as Black Uhuru, Wailing Souls, Augustus Pablo, Heptones, Scientists and others, will be distributed by Shanachie’s independent distributors, including Release Records, Richman Brothers, Tone, M.U.S, Action, Progress, Old Fogy and House.

MCA Endorses NARM ‘Gift Of Music’ Ad Blitz

LOS ANGELES — MCA Records recently became the latest major record company to announce endorsement of the National Association of Recording Merchandisers (NARM) “Gift of Music” institutional ad campaign.
The NARM ad plan is scheduled to begin May 21 and continues through Father’s Day and be employed on subsequent gift-giving days, like Father’s Day (June 20) and during the July 4th week.
MCA joins 14 other large and small labels that have pledged support of the NARM plan, which calls for record companies to forward to the trade association one half cent from each record sold for use in local promotion. The ad blitz will emulate other giftgiving campaigns used to promote flower or greeting cards.

Strick Named VP, Creative Activities, At UA Music

NEW YORK — Danny Strick has been named vice president of creative activities at United Artists (UA) Music. In this capacity, he will continue to work with young writers and teach them how to develop musical properties. He will be based in Los Angeles.
Strick previously served as UA’s West Coast professional director, where he did some casting and pursuing recording contracts. He has also worked in Chicago and New York in similar positions.
Commenting on the appointment, Harry Charapopoulos, chairman and chief executive officer of MCA, said Strick is receiving this promotion “in recognition of his substantial contributions to the overall creative strength of the company, as well as his achievements in our ongoing writer development programs.”

ABKCO Reports Loss

NEW YORK — ABKCO Industries, Inc. reported revenues of $7,261,329 and a net loss of $1,032,972, or 90 cents per share, for the three months ended Sept. 30, 1981. Operations for the fourth quarter, which ended Sept. 30, resulted in a net income of $171,198, or 14 cents per share, as opposed to a loss of $41,285, or three cents per share, for the same period in 1980. Net income for the first nine months of 1981 amounted to $1,762,337. On Dec. 31, 1980, ABKCO ceased operations of Chips, its independent wholesale distribution division. The ensuing loss of wholesale revenue was reportedly the primary cause of the revenue decline. The firm also reportedly lost money on a Broadway production entitled It Had To Be You.

Jenna Musso

MUSSO NAMED TO PRESIDENT POST AT SCOTTI BROTHERS

LOS ANGELES — John Musso has been named to the post of president of Scotti Brothers Publishing companies and the firm’s recording studios. In his new position, Musso will be responsible for administration, direction and the company’s staff songwriters and the operation of the recording studios.
Musso joined the Scotti Brothers organization four years ago, following more than 20 years with such other labels as MCA, Atlantic and Liberty. Immediately prior to his new position, Musso served as vice president of Scotti Brothers Records.
Commenting on the appointment, Scotti Brothers entertainment chairman Tony Scotti said, “Johnny Musso is one of the finest executives I have ever had the pleasure of working with. His expertise in A&R and sales are a great balance to his administrative abilities. He is perfectly suited to lead the Scotti Brothers Records team into a successful future.”

Rogers’ Firm Sues Over Bootleg Poster

LOS ANGELES — Kenny Rogers Prods. Inc. has filed suit against The Able Art Co. also known as Aardvark Art, and Gerald McGlothlin in U.S. District Court, Northern District of Illinois, for misappropriation of right of publicity and for false designation of origin over a poster of Rogers by American Artists.
The production company sued for injunctive relief, the defendant’s profits and damages of at least $100,000.
The poster, which is an artist’s rendering of Rogers in four action poses, includes two poses, which, the plaintiff’s claim, appear to be based on photographs taken from the Rogers’ album covers.
“We will prosecute this matter vigorously,” said attorney Eric Wurst, whose firm, Milisson, Robbins, Dalgaar, Brothner, Carsons and Wurt, is representing the production company.

Fields Management Set

LOS ANGELES — Judi Barlowe Fields has formed the Judi Barlowe Fields Management set. The new company will represent comedian Harry Anderson, singer Bill Medley and actor Danny Wells.
The firm has announced that upcoming projects for Medley include a new single release and a syndicated cable TV show originating from the singer’s nightclub, “Medley,” that Anderson will be appearing on Saturday Night Live and in Francis Coppola’s The Escape Artist, and that Wells will be continuing his role in the television series The Love Boat and also be entering into a development deal with Viacom Productions for a new television series.

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REVIEWS

NEW AND DEVELOPING ARTISTS

GO-GO'S (L.R.S. IR-9903)
We Got The Beat (2:30) (Daddy-Oh Music) (C. Caffey) (Producers: R. Gotteher, R. Freeman)
The Grammy Awards-nominated Go-Go's continue on their winning streak with this new recording of the cut that started it all for the girls in 1980 as an English single on Stiff. Punchy, to-the-point power pop, the track centers on a finger-popping dance rock beat (naturally enough) and Belinda Carlisle's schoolgirl vocals.

PRINCE (Warner Bros. WBS 50002)
Let's Work (2:56) (Controversy Music - ASCAP) (Prince) (Producer: Prince)
Prince swings into his high falsetto once again and struts through this sex-obsessed dance number with all the squishy vocal panache of a Sly Stone. Sample lyric: "If I could catch you in the raw/I'd make you climb the walls." Undoubtedly, this will get a good workout in the clubs and on B/C lists, and crossover is a strong possibility.

TRIUMPH (RCA JH-13035)
In search of pop mainstream acceptance, Canada's Triumph has gone the route of Journey in developing songs with hooker melodies and harmonies, such as those featured on this cut from the "Allied forces" LP.

EMMYLOU HARRIS (Warner Bros. WBS 49892)
The sweet, traditional-styled country strains of Emmylou Harris stand out once again on this single from the "Cimarron" LP in contrast to much of the diluted crossover fare from Nashville. Rich pedal steel and diddly work beef up the strong flavor here.

CHUBBY CHECKER (MCA MCA-51233)
Running (3:30) (Righightsong Music Inc. - BMI) (J.Russo) (Producer: E. Pace)
Gary U.S. Bonds is no longer alone in the rock com-ebacks sweeps. Add Chucky Checker's name as the "Peppermint Twist" man tackles a tune not unlike some of Bonds' material (or Springsteen's, for that matter) in style and content.

HITs OUT OF THE BOX

THE POLICE (A&M 2390)

ROD STEWART (Warner Bros. WBS 49886)
Tonight I'm Yours (Don't Hurt Me) (3:54) (Riva Music, Inc./WB Music Corp. - ASCAP) (Stewart, Cregan, Savign) (Producer: R. Stewart)

THE DOOBIE BROTHERS (Warner Bros. WBS 50001)
(Here To Love 3:29) (Snug Music - BMI) (McDonald) (Producer: T. Templeman)

MOFFY HATCHET (3:34) (Mister Sunshine Music, Inc. BMI) (S. Holland) (Producer: T. Werman)

CLIFF RICHARD (EMI America A-8103)
Daddy's Home (3:00) (Big Seven Music Corp. -BMI) (J. Sheppard, W. Miller) (Producer: C. Richard)

REVIEWS

NEW AND DEVELOPING ARTISTS

SAMMY HAGAR (Geffen GEF 49881)
I'll Fall In Love Again (3:26) (WB Music Corp./The Nine Music - ASCAP) (S. Hagar) (Producer: K. Olsen)
Hagar has had good AOR success in the past with songs like "Trans AM" and "Red" on the basis of his solid reputation in concert, but recent covers, like his "I've Done Everything For You" by Rick Springfield, have gotten his name out to Top 40. He should capitalize on that with this marching rocker, with its melodic bridge, for AOR and pop.

NOVO COMBO (Polydor PD 2194)
Tattoo (3:45) (Novo Music, Inc. - BMI) (P. Hewlett) (Producer: C. Kimsey)
In contrast to the Police-like pop/reggae of the last single, "Up Periscope," or the sleeper AOR cut, "Citybound (E' Train)," with its quick ska rhythm, this is a straightforward rock love song. Light and catchy enough for broad AM pop play, the tune sports Beatleque harmonies and a memorable melody yet Stephen Dees' vocal is gruff enough for AOR.

CHINA (Epic 14-02611)
The soft, harmony-laden pop of this entry from Canada's China should appeal instantly to the lighter pop and A/C-oriented stations. The melody, arrangements and vocals of co-writers Danny McBride and Chris Kearney, as well as keyboardist Bill King, are solidly in the Doobie Brothers/Cross mold.

CURVES (Liberty A-1446)
Curves has seamlessly interwoven a delightfully bright pop love song, co-written by Smoke's "Chris" Norman and bearing the indelible Chinnichap stamp, with an equally solid original.

PATSY (Roperpy 816A)
Joggin' (3:00) (Roperpy Music - BMI) (P. Maharam) (Producer: P. Maharam)
Danceciscer, jazzcise, aerobicise... and now we have -j-j-joggercise. In a whipper (and supposedly sexy) voice, a lady by the name of Patsy Maharam extols the physical virtues of jogging in "matchin' suits we wear in shades of blue" to a light dance arrangement.

GREG GUIDRY (Badlands Columbia 18-02681)
Guidry's debut for Badlands might best be described as Kool & The Gang meets Michael McDonald, the instrumental intro is reminiscent of Kool's "Too Hot," while the sustaining rhythm and harmonies sound similar to the Doobies and McDonald. It's a tailor-made-for-pop record.

LAKESIDE (Solar JH-13031)
In comparison to the material from the other Lakeside LP "Your Wish Is My Command," the title track from the "Keep On Moving" album is somewhat less adventurous, but still bears the unmistakable Lakeside stamp. The originality in B/C music, with its light, almost jazz-styled vocal cadences.

BRANDI WELLs (WMOT WSB 02654)
Watch Out (3:30) (Framingreg Music - BMI) (B. Wells, N. Martinelli) (Producer: N. Martinelli)
Brandi Wells' singing arrangements and morse code keyboards complement Wells' high-flying, jazz vocals in their sheer distinctiveness on the title cut from her current LP.

PLACIDO DOMINGO AND JOHN DENVER (Columbia 18-02670)
Papaya Love (2:56) (Chappell Music Publishin Co. - ASCAP) (J. Denver) (Producer: M. Okun)
Acclaimed opera tenor Domingo and Denver team up in one of the more unique duets in memory but the experiment works in a very subtle, charming way.

FEATURE PICKS

EMMYLOU HARRIS (Warner Bros. WBS 49892)
The sweet, traditional-styled country strains of Emmylou Harris stand out once again on this single from the "Cimarron" LP in contrast to much of the diluted crossover fare from Nashville. Rich pedal steel and diddly work beef up the strong flavor here.

HUBERT LAWS (Columbia 18-02684)
Theme From Reds (Goodbye For Now) (3:40) (Famous Music Corp/Revelation Music Publishing Corp./Ritling Music, Inc. - ASCAP) (S. Sondheim) (Producers: M. Patish, S. Laws)
Flutemasters Lawless delivers a mellow and just slightly wistful instrumental on the theme from the motion picture soundtrack to Reds by Stephen Sondheim. Easy jazz for pop, A/C.

JOHNNY LEE (Full Moon/Asylum E-47301)
More working man's country pop from Lee, this is a song of survival and a good woman's love.

www.americanradiohistory.com
Jones, Lennon Top Nominees For 24th Grammy Awards

(continued from page 5)

John Lennon

Fantasy”

Christopher

BETTE DAVIS EYES, Kim

GRAM (A&M). LUTHER VANDROSS (Epic/CBS). Dolly Parton,

Richie,

Jackie DeShannon, Songwriters,

Cross, Songwriters, BETTE DAVIS

DUDE,

FANTASY, John

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Songwriters. SHE'S

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Carol Bayer Sager,

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Duo or Group

Stop draggin’

Lennon

Yoko

Lennon/Yoko

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Morgan, Songwriters, 9TO

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The Other Secret Policeman's Ball"

... did anybody notice that Max's Kansas City finally closed? The shutting took place about three weeks ago, following many months of rumors that the famed club was ready to go belly-up… This year's Cerebral Palsy Telethon will feature a live broadcast from the Lone Star Cafe with Don McLean and Lynn Anderson. Also appearing from Gotham will be Kiss, Peter, Paul and Mary and Tom Chapin. Nick Garry, formerly of the Motors, has formed a new, as yet unnamed group featuring former Motor-mate Bob Hendy.... Nigeriasupertar and personal fave Fela Anikulapo Kuti has finally been released from jail. The man frequently referred to as Africa's No. 1 is a musician and an artist who was arrested in Lagos in December and charged with robbing the country's 7-Up bottling plant and stealing a car... Todd Rundgren has won his suit against the British Music Union. Rundgren began a three-year agreement in 1976 with the U.K.'s Musicians' Union... The settlement is expected to clear the way for musicians to do local radio and television broadcasts.

EAST COASTINGS

CHEAP TALK, PATTER & JIVE DEPT. — Much concern at Black Rock last week as rumors spread about further staff cuts at CBS. Speculation ran high that the company's commitment to New York was waning. Some insiders thought that New York that recent cuts at the distribution level included a complete withdrawal from New Orleans are unfounded. A Cresten City source outside the company characterized the charted rumors as false, saying this week on whether RCA and Millennium will exercise this year’s distribution option.

Dave Teig has departed as general manager of Atlantic Studios in New York. FREDового

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FAREWELL SONG — Janis Joplin — Columbia PC 37569 — Producers: Various — List: None — Bar Coded

Named for the last song that the late blues rock legend ever recorded with Big Brother & The Holding Company, this album is a must for anyone who cares about the history of rock ‘n’ roll. It’s the Holding Co. material that’s really of interest here, as Janis and the band are caught in their ‘60s West Coast rock ‘n’ roll glory. A song with the Paul Butterfield Blues Band, “One Night Stand,” is probably the tightest track on the record, but Joplin’s searing, gravel-voiced blues is at its best on live tracks like “Catch Me Daddy” and “Farewell Song.” True blues for rockers.

ARCHITECTURE & MORALITY — Orchestral Manoeuvres In The Dark — Virgin/Epic ARE 37721 — Producers: Orchestral Manoeuvers In The Dark — List: None — Bar Coded

OMD might not ever attain the teen fave level of success that it has garnered in the U.K., but the Paul Humphreys/Andy McCluskey-led band has reached new heights in the employment of pop synthesizer with “Architecture & Morality.” The group stands as one of the wittiest and most appealing denizens of the new rock, and songs like “The New Stone Age” and “Souvenir” prove it. A little darker than past efforts, but the use of keyboard and choir are outstanding.

RODNEY ON THE ROG, VOL. 2 — Poshy Boy CBS 123 — Producers: Robbie Fields — List: 8.98

This is the second in a series of compilation albums featuring Los Angeles-based bands played on Rodney Bingenheimer’s infamous KROQ radion没有任何人想看的的不那么著名的电台。The album further supplies some of the most engaging moments in new wave music. Contains such classics as “Rhythm Stick,” “Sex and Drugs,” and “Sweet Gene Vincent.”

NEW AND DEVELOPING ARTISTS

CARMINE APPICE — Pasha AR 27676 — Producer: Richard Podolor — List: None — Bar Coded

The legendary rock ‘n’ roll stick man delivers a fine, if drum heavy, debut LP for this self-titled work. He has picked a strong young group of straight ahead rockers for the effort, and fans of the most primal rock beat will remember an old friend, and drummers around the world will find something to admire on this disc. For AOR.

RUNAWAY — Bill Champlin — Elektra SE 563 — Producer: David Foster — List: 8.98

This veteran Northern California musician has relocated to L.A. and become one of the city’s in-demand songwriters. He also proves that 15 years of music in and outside the Son Of Champlin have paid him a knock for making heartfelt, straight ahead, horn-filled rock. Elements of the Doobies, Boz Scaggs and Loggins and Messina can be seen in his style, but he has a loose, soulful blues approach that is refreshingly non-glossy. Goodtime West Coast rock from a guy who paid his dues and learned. For AOR.

FINALLY — T.G. Sheppard — Warner Bros. BS 3600 — Producer: Buddy Killen — List: 8.98 — Bar Coded

Still reeling from the great success of his last album, “I Love ‘Em All,” T.G. Sheppard comes back hard and strong with a new album that is even more pop-influenced than the last — which isn’t to say it won’t appeal to country audiences, because it certainly will. Sheppard fans have come to expect quality country pop renditions from the recording artist, and he disappoints no one with songs like “Only One You,” “We’re Walking On Thin Ice” and “All My Cloudy Days Are Gone.”

SATURDAY, SATURDAY NIGHT — Zoom — Polydor LP 1-6345 — Producer: James Gadson — List: 8.98

This eight-man contemporary R&B act from Los Angeles offers up an album of half-party-time funk and half lovey dovey ballads on its debut for the Polydor label. Produced by famed session drummer Carlton Barrett and the album particularly shines on the more rhythmic, in the bump funk side. Songs like the title track and “Raid” stand up alongside anything Kool & The Gang has delivered of late. Strong debut for B/C lists.

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WASN’T TOMORROW WONDERFUL — The Waitresses — ZE/Polydor LP 1-6346 — Producers: Kurt Munkacsly and Chris Butler — List: 8.98

This Akron, Ohio-based sextet came to national attention via a quirky little bit of female titillation called “I Know What Boys Like.” Led by lead guitarist/producer Chris Butler, formerly of Tin Huey, the band’s songs are immersed in the female psyche and are sung ever so teasingly by lead vocalist Patty Donahue. Many of the songs do express the modern day high school viewpoint and are augmented by the band’s herky jerky, new rock jazz style. Best cuts are “No Guilt” and the title.

Saturday, Saturday Night — Zoom — Polydor LP 1-6345 — Producer: James Gadson — List: 8.98

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L.A. 

MCA MCA 5283 — Producers: Randy Scruggs and Waylon Jennings — List: 8.98 — Bar Coded

This teenage British rock band was one of the originators of the twin harmony guitar sound, and between 1969 and now, it has logged a lot of great licks, as well as personnel changes. This live album recorded at various stages of the band’s latter day career (78-80) proves just how volatile a force it has been in rock. The solid mainstream rock classics on this LP are best represented by “Bic’win’ Free,” “Doctor,” and “No Easy Road.” An AOR must.
Dick Griffey: Spotting Talent Is Key To Solar's Success

(continued from page 8)

like I operate; they have a kind of family corporation although they do big numbers every year.

"From where I'm trying to go as an individual and from where I'm trying to take my company," Griffey said, "the relationship with WCI is more complementary to Solar Industry's aspirations.

Aspirations

Since he was a youngster, Griffey aspired for a career in the music business, with his mother, veteran gospel singer Juanita Hines, serving as the initial and deepest inspiration toward that end.

The young Griffey played in several Nashville high school age R&B bands until he enrolled at Tennessee State University where he played football for a time. In 1958 he left school to join the Navy, touring several posts until he settled in Los Angeles in 1961.

In 1966, Griffey renewed his interest in a music career when he and former L.A. Lakers star Dick Barnett opened a nightclub in the Crenshaw district of Los Angeles, where Griffey was responsible for booking talent.

After some false starts as an area promoter of black talent, Griffey hit his stride in 1970 when he claims he was setting out "The last six shows at a year in the Forum.

With a firm reputation behind him, Griffey later teamed with Soul Train creator and producer Don Cornelius as talent coordinator for the show.

It is with Cornelius that Griffey made his first foray into the business of producing records.

At Griffey's urging, the two black entertain ment entrepreneurs formed the Soul Train Gang from the youngsters who came and danced on the show each week. A studio single using sessionists, had already been cut and Griffey shopped the record, a remake of the show's theme tune, "Soul Train 75," to every label.

"We went to every major label in the business and they told us 'hey, you're a great concert promoter and Cornelius is a great TV producer, but what do you know about making records?'"

A friend told Griffey that RCA Records was looking to get into the black music business and with the help of RCA's Mel Iberman Soul Train Records got $5,000 for its single. The record was a top 10 soul chart success but only a moderate success on the pop chart.

Iberman hung with Soul Train and offered the outfit an associated label deal and $200,000 calling for the new company to deliver four LPs.

In addition to the Soul Train Gang, Carrie Lucas, and a group of youngsters named Shalamar, Griffey managed to firmly secure RCA's good blessing with the acquisition of veteran R&B group The Whispers (whom he managed) from the Chess/Janus label, outbidding other labels interested in the group. Griffey ultimately paid $75,000 for their recording contract.

Although RCA had advanced money to the young company, Cornelius and Griffey jotted down the deal in an envelope and Cornelius to ask out of the record business in 1977. The TV producer sold his interest to Griffey, who vowed to continue working with the artists.

Solar Formed

"I believed in the label and I was responsible for signing those artists," Griffey said. "I didn't just want to abandon them with RCA.

"They had very little chance at RCA with me," he continued. "Without me, I left they had no chance."

In 1978, Griffey changed the name of the company to Solar Records and renewed the recording deal, with special provisions that RCA would pay overhead and studio-related costs.

The label president recalls that he made a major coup when new defunct ABC Records dropped a group named Lakeside, another group managed by Griffey from its roster.

ABC's mistake was Solar's gain, according to the record label chief. "I know that there are not going to be enough addresses on a record of this kind to make it appeal to the right people,

"Solar FM was one of those groups that do not have commercial expectations to make it appealing to the market, and providing confirmation where necessary.

"The most successful guy is the one who surrounds himself with qualified people who can do the job without someone telling them how."

"I'm convinced that Solar has that kind of business and creative family right now."

RETURN OF THE THIN WHITE DUKE — Scary Monsters and people who have fallen to earth, fall again to hear that David Bowie is ready with a new album of pop songs for the new year. For fans of his 1979 work, the announcement that he has just finished wakening the theme to Paul Schrader's new film, The Cat People, with techno pop wig Giorgio Moroder. The single is called "Putting The Fire Out With Gasoline," and in time will be issued in two versions, a hard rock and the film version release in March. And finally, Bowie has completed the EP he recorded to accompany his starring role in the film version of Bertolt Brecht's The Bal. RCA will release the record in Britain in March to coincide with the teleplay's air. No U.S. date is scheduled as of yet.

MICK & MUDDY — If you're wondering whatever happened to the film of that blues jam that the Rolling Stones played with Muddy Waters and friends at Buddy Guy's Chicago club in 1975, it is being released on the November 15th date. The show before a hundred or so folk in Chi-town's southside will become part of a Hal Ashby-directed Stones movie.

The hour-long clip was going to be part of the Stones December 1978 concert film but will not be in the picture. The group will not be in the big picture. The Stones rented the club for the evening, so it wasn't exactly impromptu, but a crack film crew, as word has it, caught one smokin' jam. Lead guitar trade-offs between Buddy Guy and Keith Richards are said to be some of the steadier. But we can't wait to see a band consisting of Muddy, Mick, Keith, Buddy, Ron Wood, Ian Stewart and Junior Wells do it after midnight.

URGH: A PROTRUDED MUSIC WAR — On paper or in mind, we suppose, the idea seemed utopian, perhaps even radical. London stage and film impresario Michael White, whose credits have included the Russian Monte Pyton and The Holy Grail and The Rocky Horror Show, decided to take a satchel of 8-inch bands representing almost every conceivable socio-political bent and musical style in the world. From the music spectrum, give each a relatively equal amount of time on screen, cut out the wretched excesses of past performance films with incomprehensible and meandering backstage interviewes, lengthy crowd shots, etc. and keep the focus on the music itself. The result, a 112-minute compilation that moves ceaselessly from the avant garde (Klaus Nomi, Pere Ubu, Genesis's "RBB"). Dave's, The Police, The Cramps, punk rockabilly version of "Tear It Up" with hilarious lead singer Lux Interior, his tight pants threatening to fall to his knees, swallowing the microphone. But these scenes are few and far between, and their effect is diminished by such silly sequences as Gary Numan looking pretentiously and bored at his piano, or the more comprehensible London stage set stage in a modified golf cart. And the movie, while directed by Derek Burbridge in London, Paris, New York and California club and concert locales, falls prey to the same drawback that dogged the original U.K. film, which Urgh! has much in common; it tends to bog down in showing one performer after another without interruption. Unlike The Decline Of Western Civilization, it has no center and very little the viewer can react to, one way or another. But the best known band "Copoland's "creative consultants" (Ian, as head of Frontier Booking, helped with the tour logistics, while Miles provided his prized Police as the commercial ace-in-the-hole to open and close the film), there are a few musical battles between the Police, a full eight of the acts are either I.R.S. or I.R.S. (and A&M) associated. That however, is a small gripe in comparison to the numb feeling one leaves with the film when it concludes.

CLOSER TO HOME — Billy and the Beasters have disbanded. Leader Billy Vera will continue pursuing a career with his keyboardist and horn players, but he has forged his rhythm section. Vera isn't worrying though, he got the Muscle Shoals Rhythm Section to play behind him on his new Jet Wax-produced LP. The Central is not just a good place for rock veterans to get together and jam, it's now a reasonably priced rehearsal during the days. John Mayall and his re-grouped Bluesbreakers and Stevie Ray Vaughan will still beat those big guys at what they do because of the classic trio and fine Shape-loader, and the fine P.A. system in the afternoon. Evan Hoshi has left Epic Records' publicity staff. She can be reached at (213) 936-1566.

GRAMMY ODDITIES — While the nominations for this year's 24th Grammy's presentation were their usual predictable selves, we did manage to find odd choices among the 59 categories this year though. We were most amused by the best new artist category that featured local girls made good the Go-Go's and new romantic dandies Adam and the Ants, both on his new Jet Wax-produced LP. The Central is not just a good place for rock veterans to get together and jam, it's now a reasonably priced rehearsal during the days. John Mayall and his re-grouped Bluesbreakers and Stevie Ray Vaughan will still beat those big guys at what they do because of the classic trio and fine Shape-loader, and the fine P.A. system in the afternoon. Evan Hoshi has left Epic Records' publicity staff. She can be reached at (213) 936-1566.

GOLDEN GOSPEL — Liberty country recording artist Cristy Lane recently received a gold album award for her work in a different genre — gospel. On a direct mail campaign, Lane's "One Day At A Time" LP has sold more than 700,000 copies. The LP will be re-released during March. Pictured celebrating the award are (l-r) Lee Stoller, Lane's manager; Don Grierson, vice president, A&M America/Liberty; Jim Golden, vice president, Management III; and (seated) Lane.
Record Attendance At CES Spurs ‘Best Sales Show Ever’

by Michael Glynn

LAS VEGAS — With total attendance at a record-high 67,749 (Jan. 7-10), and the ongoing national dealer meeting at the Las Vegas Convention Center, it was a huge show. While not enough to overshadow the 71st International Winter Consumer Electronics Show (CES) Jan. 7-10, it was a tremendous sign of the consumer electronics industry. The show of who’s whom was brought to Las Vegas by the Electronics Industry Assn./Consumer Electronics Group (EIA/CEG) since 1967. The president, many of the more than 90 exhibitors that came also considered it one of the most successful shows in terms of sales.

Sony Files For Supreme Court Betamax Hearing

LOS ANGELES — Sony announced Jan. 13 that it will file for a Supreme Court hearing in hopes of overturning the Oct. 19, 1981 decision by the Ninth U.S. Circuit Court of Appeals, which ruled that off-the-air videotaping of TV programs was in violation of federal copyright laws. The Appeals Court had earlier turned down Sony’s request for an en banc review of its decision in the copyright case which dates back to 1972. A number of high-profile entertainers and electronics manufacturers joined Sony in the suit against its, its ad agency, a number of outside legal corporations and a private individual over the manufacture and sale of the Betamax video cassette recorder (VCR)...

“...we feel within 90 days but there’s no telling when, or even if, they would hear the appeal. We’re not sure what the Supreme Court will do, Regan congratulated the Supreme Court. The only plans have been to present corporate communications. The Supreme Court usually hears more than 150 out of some 5,000 cases each year and they’ll have to fit it into what is undoubtedly a very long schedule.”

Although there is legislation currently pending both in the Senate and the House of Representatives that would create a home use exemption for videotaping, the two major organizations are fighting in federal courts and judicial actions as parallel yet separate. “We have to proceed as if there was no legislation pending at this time,” noted Regan. “We will continue to fight for reversal of this decision.”

VSDA Joins NARM

(continued from page 5)

future affiliation with NARM, adding “it hasn’t really been decided where NARM sits in.”

Last week at his company’s headquarters in New York, Jimens told, “Outside of the meeting the VSDA became a separate division of NARM. We simply felt that NARM would best suit set events, bylaws and generally lend a professional organization to a new and growing industry.”

John Marmaduke, president of VSDA and NARM, and his Book/Records/Video noted that this most recent development between VSDA and NARM points to the fact that many retailers have now removed initial doubts about the utilization of NARM as an effective trade body to represent them.

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Harsh Weather Hurts Sales

(continued from page 5)

Cruz, where some retail outlets reported up to five feet of flooding and massive power outages.

Leaking the norm of only having snow once a year, Nashville’s retail community reported up to five or six inches last week, causing several traffic accidents and standing people at jobs and schools.

Most retailers reported that business was very bad and that it was difficult for employees to get to work from their homes.

Store Damaged

Bill Stevens, manager at Discount Records’ Harding Mall shop, reported doing work after the first day of the storm to discover his roof leaking in two separate locations, but no damage had been done to the merchandise.

Stevens further noted that the store was shutdown near the end of the day due to a total drop-off in store traffic. “It was a slow day all around because of the cold, but once the snow started, matters worsened. People were just not concerned with buying records and tapes.

Mary Jones, assistant manager of Camelot Records in the Rivergate Mall, one of the larger parts of town, noted a similar sales pattern, with business off about $800. The following day, she reported that no sales had been made by 1:00 p.m. The store is located in the busiest and largest mall in the city.

Some retailers in traditionally inland regions of the country were not worried because of harsh weather.

J&R Music World’s Jazz Market store in lower Manhattan reported a slow week, but

Imber To Receive ’82 AJC Human Relations Award

NEW YORK — Roy Imber, president of Elroy Enterprises, Inc., the parent organization of Record World and the Times Square Stores record chain, has been named the recipient of the American Jewish Committee’s 1982 Human Relations Award.

Imber will receive the award at a testimonial dinner-dance at the Grand Hyatt Hotel in New York, Feb. 6.

In announcing Imber’s selection, the committee noted that it was made “in recognition of his leadership in the effort to overcome prejudice and bigotry, and for his devotion to the cause of understanding among all people based on the universal acknowledgement of the rights of the individual and the value of human dignity.”

It was added that Imber was also to be honored for his dedication to fair business and employment practices and for his sponsorship of philanthropic ventures, as well as for his industrial and marketing skills.

store manager Debbie Morgan said it was “not as bad as we expected thi

Cruz’s outlet, located on the same block as City Hall, managed to do business despite freezing cold and poor road conditions.

Perhaps the most unusual viewpoint on the bad weather came from Miami. Fl.

based Spec’s store manager Manley wrote down summarized all traffic as “unaffected.” She pointed out that the colder weather has ruined the suntan industry but has had no ill effects on the record business.

Cobia called the problems other retailers are experiencing as “incomprehensible.”

CBS, E/P/A Set Promo Drive For New Appice LP

LOS ANGELES — CBS/Pasha is launching an extensive promotion campaign in support of the debut solo album and 20-city tour by noted rock drummer Carmine Appice.

The promotion drive is being geared toward radio and print, and a special interest company family campaign is also being enacted in order to increase awareness of Appice’s long musical career.

“Carmine has been around since rock’n’roll started and now it today is considered,” said Epic/Portrait/CBS Associated Labels (E/P/A) West Coast director of merchandising Larry Stessel. “He has all the right moves in his Rock’n Roll history as a Petey Townshend or (Jimmy) Page, and we’re treating the release of his album as such.

The Epic AOR department is staging a promotional blitz at the radio level and has already mailed out a special package containing a special audiophile cassette version of the self-titled LP, which shipped Jan. 11, and cassette version of a one-hour interview of Appice by ex-Docky barm

airst Ray Manzarek. A second mailer to key radio stations is already on the way and features an Appice LP, and a historical package featuring classic Appice photos.

Verdict offers of purchase-played keyed on the album include LP flats and 2x3 poster postcards. Print ads will be tied in with Ludwig drumsticks. A package of single-page plays and endorses. Posts ads containing Ludwig endorsement will be featured in such magazines as Creem, Hit Parader, Rolling Stone, and a historical package featuring classic Appice photos.

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We really believe that this LP could become one of the top 10 AOR albums this year and that Carmine could eventually join the ranks of an Ozzy Osbourne or Molly Hatchet with this new product. It’s simply not a whim,” Stessel concluded.
CASH

MERCHANDISING AIDS:

ALBUM BREAKOUTS

I LOVE ROCK 'N ROLL • JOAN JETT AND THE BLACKHEARTS • BOARDWALK NB1-32243
MERCHANDISING AIDS: Poster.

GREAT WHITE NORTH • BOB & DOUG MCKENZIE • MERCURY/POLYGON SRM-1-4034

LOVE IS WHERE YOU FIND IT • THE WHISPERERS • SOLAR/ELEKTRA 1003
MERCHANDISING AIDS: 1x1 Flats, 2x2 Flats.

TRUCE • JACK BRUCE/ROBIN TROWER • CHRYSLIS CHR 1352
MERCHANDISING AIDS: Album Flats, Album Minis, 2x2 Poster, Radio Spots, Ad Mags.

NON-STOP EROTIC CABARET • SOFT CELL • SIRE SRK 5647
MERCHANDISING AIDS: 1x1 Flats.

STANDING HAMPTON • SAMMY HAGAR • GEFEN GHS 2006
MERCHANDISING AIDS: 1x1 Flats, Personality Poster, Die Cut Streamer, Pins.

STAY • RAY, GOODMAN & BROWN • POLYDOR/POLYGRAM Breaking out of: Rose Records/Chicago, Radio Doctors/Milwaukee, Street/St. Louis, P B One Stop/ St. Louis, Stratford/New York, Soul Shack/ Washington, Tower/Sacramento.
MERCHANDISING AIDS: Trim Fronts.

MUSIC PLUS GREET HUNTER — Chrysler's recording act the Ian Hunter Band recently visited video distributor Wood Music Plus store in support of its current LP, "Short, Black 'N' SIDES. "Picture among the band members and Music Plus personnel are Hunter (sixth from the left in the dark glasses) and Lou Fogelman, Music Plus president (far right).

WHAT'S IN-STORE

NARM NOTES — The exhibit center at this year's National Assn. of Recording Merchandisers (NARM) convention, convening March 26 at the Century Plaza Hotel in L.A., will place a synergistic spin on Wood Music Plus store in support of its current LP, "Short, Black 'N' SIDES. " Picture among the band members and Music Plus personnel are Hunter (sixth from the left in the dark glasses) and Lou Fogelman, Music Plus president (far right).

THE PROMOTION THAT REFRESHES — CBS Records and 7-Up will unveil a "$1,000,000 Music Match Up" promotion this spring. Soft drink buyers will have a shot at winning free albums and will receive one dollar off the purchase of $1 selected CBS titles. Bottles of 7-Up and Diet 7-Up with specially tagged game cards will be the vehicle, with winners redeeming their prizes directly from CBS. Record retailers will receive 40 x 50 posters to advertise their tie to the contest.

TEST 'TUBE' MARKETING — MTV, the 24-hour stereo cable channel owned by Warner Amex is distributing display materials nationally through CBS's merchandising division for use in record and hi-fi stores in areas that receive the network. Promotional items include counter cards and posters listing upcoming MTV concerts. The link with CBS Records, which has been mailing out the materials through its "computer-pak" mailing system, is based on the inclusion of several CBS acts in the present concert series, including Blue Oyster Cult, ELO and Garland Jeffreys. Also from the CBS mailing, MTV's affiliate relations department has been coordinating distribution of posters and display cards through mailings to subscribing cable companies. Both companies gave indication that this would be expanded if the experiment is successful, with CBS's director of consumer promotion, Joe Cohen, calling it "an indication to the music industry that MTV has an active interest in cross-promoting in-store."

VIDEO DISC CHAMPS — RCA recently announced the winners of its $50,000 national videodisc display contest for best in-store and window displays. The company awarded $2,000 apiece to four first place winners, $1,000 to 10 second place winners, and $500 each to 32 third place winners. The distributor sales reps for each winner also received a cash prize equal to half of the retailer's award. The first place winners of the contest, designed to heighten retail visibility of RCA disc software during the company's national fall advertising and promotion campaign, were: Western Appliance of Boise, Idaho; Video Dynamics of Mt. Prospect, Ill.; Yardray TV of Greensboro, N.C.; and Cornelii-Stone TV of St. Petersburg, Fla. Commenting on the promotion, Thomas Kuhn, division vice president, RCA "SelectaVision" Videodiscs, stressed a correlation between availability of disc titles and sales of hardware, saying it's "no coincidence that our contest winners all have enjoyed strong sales of videodisc players and discs."

TAPE TALK — Here's one for all you accouterment collectors: BASF has just introduced a series of 'sealable' tapes, T-shirts, polo shirt kits, and "BASF badge" pins. The company's "no coincidence" that its "video maintenance" series have been successful. The BASF logo is screened on the front, and dealer logos may be custom imprinted. Minimum order for each item is a dozen, and may be charged against accrued sold-off advertising funds. BASF also has just introduced a "cross-promoting" package, including a cassette of Smokey & The Bandit II with its Video Maintenance Series. The new packaging is silver in color and black and gold. The package features a "Smokey & The Bandit II" logo and "Video Maintenance" series. The company has also unveiled a new offering in its "video maintenance" series for multiple product display. The free-standing or mountable pegboard racks come packed with a variety of Sonic products, including head cleaners, demagnetizers, bulk erasers, and dicing bars.

Fred Goodman

Cash Box/January 23, 1982
ON JAZZ

EDDIE GETS HIS WISH — In what promises to be the hottest keyboard collaboration since Mary Louis Williams met Cecil Taylor, Latin piano firebrand Eddie Palmieri will realize a long-time dream when he meets McCoy Tyner at Jazz on the Pond on Oct. 26. Tyner was once credited Tyner as one of his major influences, on the instrument, and it would be hard to imagine two more like-minded and styles. Both pianists will appear with their bands, as well as meeting head-to-head, and discussions are under way for the inclusion of saxophonist Alice Coltrane as an added attraction. Columbia jazz & VP president George Butler described his label as “interested” in recording the concert for release as an LP, adding that no deal has as yet been discussed with producers Art D’Lugoff, Jack Hooke and Ralph Mercado. Recorded or not, the concert promises to be an outcalled event.

AWARD WINNER — Warner Bros. recording artist Al Jarreau was among the performers who recently received Record of the Year honors from Stereo Review magazine.

AS YOU CAN SEE — Recording artist Jean-Luc Ponty (r), was recently at Cherokee Recording Studios in Los Angeles with co-producer Art Martini to put the final touches on a new version of Steve Wonder’s tune “As.” That, as well as other new material composed, orchestrated and produced by Ponty, will be the guitarist’s ninth album, “Mystral Adventures,” which is due for national release on Jan. 22.

JAZZ ALBUM PICKS


A re-issue of Reilly’s 1968 “Blue-Bean-Green” album for Carousel, the warmth and expansiveness of this recording make it an excellent choice for reissuing. Accompanied by drummer Joe Coccuzzo and Boston bassist Steve Hall, jazz guitarist Jack Reilly lays down a date as seamless as one might hope for. A debt to Bill Evans is paid with “Waltz For Fall,” but the spritely “Hallowe’en” and shifting “Blue-Bean-Green” show that Reilly is no follower of fashion. Very satisfying.

JAZZ PATTERNS — Joe Henderson and Woody Shaw — Everest FS 363 — Producer: not listed — List: 5.88

Although we suspect this was a live Joe Henderson date when it was recorded, trumpeter Woody Shaw is given leader status. Beyond the inclusion of Shaw, Henderson also proves his taste in musicians with the inclusion of pianist George Cables, bassist Ron McCreage and drummer Lenny White. Henderson is a powerhouse on this one.


A very tasty quartet date. Despite the title, Donaldson is hardly a forgotten man; rather, he is one of the alto’s most accomplished practitioners, and this LP proves it authoritatively. Pianist Herman Foster is resourceful and creative, while bassist Geoff Fuller and drummer Victor Jones provide a solid yet swinging bottom.


One of the hardest working units around these days, this studio session offers listeners a fine chance to get acquainted with the Rodney/Sullivan band. The group splits its attention between standards and material penned by drummer Jeff Meyer, with the leaders alternating between sax/trumpet and double-trumpet leads courtesy of Sullivan’s multi-instrumental capabilities. Outstanding tracks are “Dial-A-Brew” and “You Leave Me Breathless.”

JAZZophonics:

WE SUGGEST:

THE DUDE (JIMMY JONES): AAM SJP-3721

SOMETHING ABOUT (ANGELA BOFILL): CBS FS 37570

53°N (THE GEORGE BENSON COLLECTION): CTI CT 37495

14/13: LITTLE PEACE (JAMES EARL KLUGH): CBS FS 36790

17/14: ENDLESS FLIGHT (DOLLY PARTON): RCA CN 37314

13/16: THE MAN WITH THE HORN (LEROY JENKINS): PACE 39700

19/12: REFLECTIONS (GIL SCOTT-HERON): A&M AL 9566

9/11: SOLO SAXOPHONE II (JOE PERRY): ELEKTRA FS 37490

7/6: FREETIME (LEROY JENKINS): A&M FS 37387

25/22: ANTHOLOGY (THE DUKE PENDRAG) (LIBERTY 37494)


19/17: TENDER TOGETHERNESS (LYLE MAYS): PACIFIC FS 3657

14/21: BELO HORIZONTE (JIMMY JONES): WARNER BROS. FS 3619

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**AIR PLAY**

GAZIN' AT THE CRYSTAL BALL — No revolutions will occur in radio in 1982, and current trends will continue for the most part, although satellite-fed networks are expected to grow by leaps and bounds. Such was the consensus of a Cash Box survey of radio program suppliers, consultants, network officials and program directors. "We don't look for any revolution happening," said Kent Burkhat, the Atlanta-based radio consultant who recently launched the Satellite Music Network (SMN). "We'll continue to see the black/urban format do well, and we'll see AOR hold its strength. Country will increase a bit, and MOR will continue its fragmentation." Not unceremoniously, Burkhat and his partners in SMN last fall introduced two new formats for the web — one B/C and the other MOR. Both Toby Arnold and Pat Shaugnessy, respective presidents of Arnold Agency and TM Pros, of Dallas, reported marked increased in clientele for their Unforgettable and TM-O programming packages. "The way I see it is that the aging of America is going to pull radio into targeting for an older demographic," says Arnold. "This older demographically-targeted programming may be a radio saving grace." Such is the prophecy of syndicator Al Ham, whose Music of Your Life format is sold only to AM stations. (Cash Box, Oct. 3, 1981). Echoing that sentiment is James Kelford, president of Drake-Chenault. "What we're seeing is a need for AM radio programming," he says. His firm reportedly has a programming plan in the works. "It will be closer to a special than a major format, but it is targeted for 40." Consistent with these ideas is the predicted rise of talk radio this year. Rick Sklar, ABC Radio's programming maven, predicts that talk radio will this year become the dominant force on the national level and is putting his money on it as well. "I think national talk will be big," he says. "There are not that many good personalities available, and it will be salvation for AM stations." Sklar is, of course, involved in getting ABC's Superadio talk and music formats off the ground. Both Sklar and Frank Cody, director of affiliate relations at NBC — The Source, feel that network radio is due for a comeback in 1982. "I think that economics will create the need for quality programming in the smaller markets," says Cody. "But, you won't see network radio dominate national programs as you did during the 1950s." AOR is expected to continue to prosper in 1982, but no edicts exist about its direction was arrived at in this survey. One view, offered by consultant Leo Abrams of Atlanta, goes that Superstar stations, is that AOR will fragment into one format where groups such as AC/DC, REO Speedwagon and Styx will flourish and another will appeal to older listeners through the music of Yes, the Police and Asia. Furthermore, Abrams predicts a rebirth of progressive rock on the radio.

**STILL SOUPSY — MCA recording artist Soupsy set for Sept. start on WYSP/Philadelphia in support of his latest LP, "Still Soupsy After All These Years."** Picture: the snug-looking, 30-something Fedro, promoter manager, MCA, and Steve Feinstein, WYSP music director. (Try telling KROQ/L.A. or WBCN/Boston that it ever died.) On the other hand, Dave Garlanger, associate consultant with John Sebastian, believes AOR will become the next mass appeal format. "I'm looking for it to take commanding shares as (Boston station) WCOZ did," he says. "I think this experience shattered everyone's concept of how well album rock can do." Regarding tight playlists, there was also disagreement. "I don't know how any station can say it's "snapped off,"" said WNEW/New York. "I think the problems they're having in the record industry have a lot to do with it, but the future probably belongs to those groups who are consistent, such as the Rolling Stones." And Larry Berger, PD at WPLJ/New York, was quick to add that his station has been loosening its playlist gradually and expects to continue to do so. "We were playing more new music in 1981 than we did in 1979 or 1980," he asserts. "But whether it continues or not is what station management will decide."

**STATION TO STATION — On the anniversary of John Lennon's violent death, progressive rock outfit WBCN/Boston began circulating petitions to have his birthday (Oct. 9) declared an international holiday and "day of peace." The station has been asking its listeners to send in self-addressed stamped envelopes requesting petition blanks and, reportedly, has already received a few hundred back. The station also wants to bring this campaign to other cities via radio stations. "We want to spread this the only way we know how which is through radio," WBCN general manager Tony Berardini told Cash Box. "We've gone to all the trades and all the tip sheets," he explained. "We'd like to get this thing moving on the national scale, too, by perhaps getting in touch with the program directors. You just can't walk in and give them the pettions.""

**WKTU/N.Y., KLOS/L.A. Top Music Stations In Fall Arbs**

(continued from page 5)

needed a change, going to urban contemporary and changing its call letters to WKRS. It hired Barry Mayo from B/C station WGGC/Chicago and named him assistant PD. In addition to changing the station's sound, Mayo brought some community-involvement techniques he had learned in Chicago to the station, which apparently paid off in the Fall book. Following along in this pattern in Los Angeles, AOR fared somewhat dubiously in New York this time around. While ABC O&O WPLJ/Woody's unique country format cornered a 2.5 share on the FM station and 4 on the AM for a 2.9 total time, this is down from the last such period where ABC/WPLJ/Woody's had a 3.0 AM/2.9 FM sum. The station's same-time share, KHJ remained steady at 1.8. On the other hand, in New York, country for- matting WNEW-New York's dominant FM station went under. While FM station WKHH held onto its 1.5 share, AM country music leader WK policing a drop to 1.3. The adult contemporary format gained

**Kakoyiannis Named VP/GM At WNEW**

NEW YORK — Mike Kakoyiannis has been named vice president and general manager of Metromedia's WNEW-FM/New York, replacing Mel Karamzin, who had left the station to become president of Infinity Broadcasting. Kakoyiannis comes to the post after serving as the station's general manager since 1976. He also briefly worked as general sales manager for WNEW-A.M. Kakoyiannis began his career with Metromedia in 1972 as an account executive for Metromedia Sales.

**ABC Radio Webs Pact Scientific Atlanta Corp.**

NEW YORK — The ABC Radio networks last week signed a contract with Scientific Atlanta for the marketing of satellite-fed stations to the network's radio affiliates. Each of the 1,800 stations affiliated with either the ABC Contem- porary, Entertainment, FM Information or New Rock or Direction webs will own its own receiving dish.

**Temple Named To NBC Radio Division VP Post**

NEW YORK — Bill Temple was named vice president of administration and finance for NBC Radio Division. He will be responsible for overseeing the division's sales, business affairs and personnel department.

Temple returns to NBC after 11 months as vice president of non-commercial marketing at RCA Selectvision, a post he held since May 1979. Temple left RCA in April 1978 to form his own entertainment business consultancy, vacating his post as NBC Television stations division vice presi-dent of administration. Temple began his career in 1966 in NBC's department of business affairs.

**The INIMMEDIACY OF RADIO COVERAGE** — Please send all radio-related releases to Air Play, Cash Box, 1772 Broadway, N.Y., N.Y. 10019

larry riggs
### Billboard Hot 100 Singles Chart - January 23, 1982

#### Top 10

**1. Can't Go for That** (No Can Do) - Daryl Hall & John Oates - 11 weeks

**2. Physical** - Olivia Newton-John - 17 weeks

**3. Centerfold** - The J. Geils Band - 12 weeks

**4. Waiting for a Girl Like You** - Foreigner - 16 weeks

**5. Let's Groove** - Earth, Wind & Fire - 17 weeks

**6. Hard My Heart** - Quarterflash - 15 weeks

**7. Turn Your Love around** - George Benson - 14 weeks

**8. Trouble** - Lindsey Buckingham - 14 weeks

**9. Comin' In and Out of Your Life** - Barbra Streisand - 11 weeks

**10. Leather and Lace** - Stevie Nicks (with Don Henley) - 14 weeks

#### PRIME MOVER

**36. Love Is Alright Tonight** - Rick Springfield - 6 weeks

**38. Key Largo** - Bette Midgley - 12 weeks

**44. My Kinda Lover** - Billy Squier - 14 weeks

**51. Mirror, Mirror** - Dianne Ross - 10 weeks

**52. Open Arms** - Journey - 2 weeks

**58. Under Pressure** - Queen & David Bowie - 12 weeks

**60. I Can Help With Me** - Sheena Easton - 9 weeks

**62. Sea of Love** - Del Shannon - 8 weeks

**63. More Than Just the Two of Us** - Journey - 11 weeks

**64. Let Me Love You Once** - Greg Lake - 17 weeks

**65. Take My Heart** - Kool & the Gang - 11 weeks

#### Top Breakouts

**30. Power for the Week End** - Loverboy - 1 week

**31. Week End** - Loverboy - 1 week

**32. Week End** - Loverboy - 1 week

**33. Week End** - Loverboy - 1 week

**34. Week End** - Loverboy - 1 week

**35. Week End** - Loverboy - 1 week

**36. Week End** - Loverboy - 1 week

**37. Week End** - Loverboy - 1 week

**38. Week End** - Loverboy - 1 week

**39. Week End** - Loverboy - 1 week

**40. Week End** - Loverboy - 1 week

**41. Week End** - Loverboy - 1 week

**42. Week End** - Loverboy - 1 week

**43. Week End** - Loverboy - 1 week

**44. Week End** - Loverboy - 1 week

**45. Week End** - Loverboy - 1 week

**46. Week End** - Loverboy - 1 week

**47. Week End** - Loverboy - 1 week

**48. Week End** - Loverboy - 1 week

**49. Week End** - Loverboy - 1 week

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**77. Week End** - Loverboy - 1 week

**78. Week End** - Loverboy - 1 week

**79. Week End** - Loverboy - 1 week

**80. Week End** - Loverboy - 1 week

**81. Week End** - Loverboy - 1 week

**82. Week End** - Loverboy - 1 week

**83. Week End** - Loverboy - 1 week

**84. Week End** - Loverboy - 1 week

**85. Week End** - Loverboy - 1 week

**86. Week End** - Loverboy - 1 week

**87. Week End** - Loverboy - 1 week

**88. Week End** - Loverboy - 1 week

**89. Week End** - Loverboy - 1 week

**90. Week End** - Loverboy - 1 week

**91. Week End** - Loverboy - 1 week

**92. Week End** - Loverboy - 1 week

**93. Week End** - Loverboy - 1 week

**94. Week End** - Loverboy - 1 week

**95. Week End** - Loverboy - 1 week

**96. Week End** - Loverboy - 1 week

**97. Week End** - Loverboy - 1 week

**98. Week End** - Loverboy - 1 week

**99. Week End** - Loverboy - 1 week

**100. Week End** - Loverboy - 1 week

### Advertisement

**Bringing the talents of Dick Clark to your station.**

#### “The Nation Presented Heard on A Weekly”
### Audio Chart

#### Top 100 Singles

**January 23, 1982**

#### Last This Week

<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>60</td>
<td>&quot;Toniight 'm Yours&quot;</td>
<td>Rod Stewart</td>
<td>1</td>
</tr>
<tr>
<td>61</td>
<td>&quot;When All Is Said And Done&quot;</td>
<td>ABBA</td>
<td>2</td>
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<tr>
<td>62</td>
<td>&quot;The Hits Like a Heart&quot;</td>
<td>The Police</td>
<td>18</td>
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<tr>
<td>63</td>
<td>&quot;Umbrella&quot;</td>
<td>The Pointer Sisters</td>
<td>30</td>
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<tr>
<td>64</td>
<td>&quot;Feels Like a Number&quot;</td>
<td>Bob Seger &amp; The Silver Bullet Band</td>
<td>17</td>
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<tr>
<td>65</td>
<td>&quot;The Feeling&quot;</td>
<td>Peabo Bryson</td>
<td>15</td>
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<tr>
<td>66</td>
<td>&quot;You're Magic (I Need You)&quot;</td>
<td>Earth, Wind &amp; Fire</td>
<td>13</td>
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<tr>
<td>67</td>
<td>&quot;The Best That You Can Do&quot;</td>
<td>Christopher Cross</td>
<td>12</td>
</tr>
<tr>
<td>68</td>
<td>&quot;Here I Am&quot;</td>
<td>Air Supply</td>
<td>9</td>
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<tr>
<td>69</td>
<td>&quot;Southern Pacific&quot;</td>
<td>Neil Young &amp; Crazy Horse</td>
<td>6</td>
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<tr>
<td>70</td>
<td>&quot;I'm So Young&quot;</td>
<td>David Bowie</td>
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<tr>
<td>71</td>
<td>&quot;This Is the End&quot;</td>
<td>The Bee Gees</td>
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<tr>
<td>72</td>
<td>&quot;The Best&quot;</td>
<td>Kraftwerk</td>
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<tr>
<td>73</td>
<td>&quot;Living in the Heart of This Town&quot;</td>
<td>The Doobie Brothers</td>
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<tr>
<td>74</td>
<td>&quot;I'll Be There&quot;</td>
<td>The Isley Brothers</td>
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<tr>
<td>75</td>
<td>&quot;There's No Place Like Home&quot;</td>
<td>The Carpenters</td>
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<tr>
<td>76</td>
<td>&quot;The Best of What's Around&quot;</td>
<td>The Eagles</td>
<td>1</td>
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<tr>
<td>77</td>
<td>&quot;The Best of Me&quot;</td>
<td>Journey</td>
<td>1</td>
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<tr>
<td>78</td>
<td>&quot;The Best Love of My Life&quot;</td>
<td>The Four Tops</td>
<td>1</td>
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<tr>
<td>79</td>
<td>&quot;The Best Time of My Life&quot;</td>
<td>Bruce Springsteen</td>
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<tr>
<td>80</td>
<td>&quot;The Best of You&quot;</td>
<td>Dire Straits</td>
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**Contact:**

Mutual Broadcasting System

**Clearance Information:**

Call 703-685-2050

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**Dick Clark’s National Music Survey**

BY MUTUAL BROADCASTING SYSTEM AND MORE THAN 520 TOP RADIO STATIONS.

REVIEW OF TOP HITS COMPARED BY CASH BOX
### 1 MOST ADDED

<table>
<thead>
<tr>
<th>LP Chart Position</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Mediums</th>
<th>Track(s)</th>
<th>Notes</th>
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<tbody>
<tr>
<td>3</td>
<td>AC/DC</td>
<td>For Those About to Rock We Salute You</td>
<td>Atlantic</td>
<td>ALL REGIONS</td>
<td>KMET, WAAF, WAPI, WLWQ, KZQZ, KZLO, KNXK, WOGR, WCCO, WMMS, WKSJ, KZQZ, KBRE, WAAF, WCCO, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td>Let’s Evil, Venom.</td>
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<td></td>
<td></td>
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<td>Good in all regions.</td>
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<tr>
<td>90</td>
<td>Bryan Adams</td>
<td>You Want It, You Got It</td>
<td>Warner Bros</td>
<td>ALL REGIONS</td>
<td>KSFX, WYSP, KZQZ, KBRE, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td>Tired,</td>
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<td>197</td>
<td>Peter Cetera</td>
<td>Full Moon</td>
<td>Atlantic</td>
<td>ALL REGIONS</td>
<td>WABC, WHFS, WPRR, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td>Night</td>
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<td>1 FOREIGNER + 4</td>
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<td></td>
<td>Good in all regions.</td>
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<tr>
<td>23</td>
<td>Genesis</td>
<td>Abacab</td>
<td>Atlantic</td>
<td>ALL REGIONS</td>
<td>WABC, WHFS, WPRR, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td>Another, Reply.</td>
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<tr>
<td>24</td>
<td>The Go-Go’s</td>
<td>Beauty And The Beat</td>
<td>I.R.S/AAm</td>
<td>ALL REGIONS</td>
<td>WABC, WHFS, WPRR, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td>Lips, Beat, This Town.</td>
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<td>Good in all regions.</td>
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<th>Track(s)</th>
<th>Notes</th>
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<tr>
<td>13</td>
<td>The Cars</td>
<td>Shake It Up</td>
<td>Elektra</td>
<td>ALL REGIONS</td>
<td>KMET, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, WMBL, WCLQ, WTSN, WCCO, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
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<td>20</td>
<td>Quarterflash</td>
<td>Geffen</td>
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<td>ALL REGIONS</td>
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<tr>
<td>114</td>
<td>Soft Cell</td>
<td>Non-Stop Erotic Cabaret</td>
<td>Sire</td>
<td>ALL REGIONS</td>
<td>WABC, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
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<tr>
<td>14</td>
<td>Rod Stewart</td>
<td>Tonight I’m Yours</td>
<td>Warner Bros</td>
<td>ALL REGIONS</td>
<td>WABC, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
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<tr>
<td>155</td>
<td>Survivor</td>
<td>Prelude</td>
<td>PolyGram</td>
<td>ALL REGIONS</td>
<td>WABC, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
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<td>64</td>
<td>Triumph &amp; Allied Forces</td>
<td>RCA</td>
<td></td>
<td>ALL REGIONS</td>
<td>WABC, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
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<td>66</td>
<td>Bob Welch</td>
<td>Bob Welch</td>
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<td>ALL REGIONS</td>
<td>WABC, WAAF, WMMS, WKSJ, KZLO, KSJT, KZQZ, KBRE, PREFERRED TRACKS:</td>
<td></td>
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</tbody>
</table>

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**www.americanradiohistory.com**

**LISTED ALPHABETICALLY BY ARTIST**
Gospel Music Assn. Sets Theme, Agenda For Upcoming Seminar
by Susan Coker
NASHVILLE — Gospel Music Week, sponsored by the Gospel Music Assn. (GMA), has been set for Feb. 28-March 3 at the Opryland Hotel here. The theme for the week is "A New Dimension — A Wider Vision — A Deeper Education — A Higher Purpose.

A series of seminars have been scheduled for March 1 and 2, with the main focus to be on merchandising and marketing of gospel music and artists.


A full day of church music workshops will be held under the direction of Johnny Mann/Johnny Mann Singers is scheduled for March 2. Choral music packets will be provided by Word Inc., M.S.I., and the New Life Music Company, Hope Publishing Company, among others.

An all day of seminars will be held on the 1st and 3rd of March. For more information, contact the GMA.

New Releases Highlighted At Int'l Word Sales Meet
NASHVILLE — The Benson Company held its first international marketing and sales conference recently on Paradise Island in the Bahamas, which was sponsored by representatives of various companies associated with the Benson Company, as well as Benson's Regional Record representatives, and regional managers.

During the meeting, company representatives were informed that they would no longer have access to any of the Benson product created by Benson or its various associates, thus allowing the staff to concentrate fully on the marketing and sales of recorded product only. This new development is in keeping with one of the Benson Company's goals announced for 1982 — to allow more creative and active promotion on the part of the sales staff.

Following a series of company policy meetings, a three day itinerary was given to all the labels distributed by the company for presentation of upcoming product releases. These labels participating included: Refuge, Lamb & Lion, HeartWarming, Paragon, Star Song, Impact, NewPax, Pilgrim/America, Hope Song, Milk & Honey, Home Sweet Home, New Dawn and GreenTree.

Gentry McCreary, Benson's new international black music marketing manager, who will also be general manager of Benson's in-house black gospel label, and D.R. Rogers, general manager of and artist on Hope Song Records, introduced the marketing representatives to the history of black gospel music during the meeting.

Two definite goals set by the company were to have the album "Alleluia: A Praise Gathering for Believers" certified platinum through special promotions. The album has already sold more than 850,000 units. Among the artists giving the album were "Dallas Holm Pray...Live" certified gold.

During the conference, the Benson Company announced the launch of the Winter Market Representative of the Year for his work in the Georgia and northern Alabama territories.

Bill Robinson was named Benson's Regional Record Marketing Manager of the Year. He made the award in a presentation to the group, the country for the company. Others recognized included Mark Hollingsworth, promotion and marketing representative in the Chicago area and Loren Baiman, Merchandiser of the Year.

Lorenz Corp., Brentwood Music, Truine Productions and Sound of Nashville will be represented at this conference.

A "Hot Seat" forum is scheduled for March 3, which will give participants an opportunity to ask questions of leaders answered by music industry publishers.

Registration Fee
Included in the registration fee, which is $125 for members and $150 for non-members, will also be sponsored breakfasts, lunches and nightly gospel music concerts featuring gospel artists from those planning to attend only the Dove Awards presentation and banquet, tickets for the meetings, transportation, and parking.

For registration information, contact the Gospel Music Assn., P.O. Box 23201, Nashville, Tenn. 37202 or telephone 615-242-0303.

Benson Holds Int'l Sales Conference In The Bahamas
WACO — With its entire sales staff, the East and West Coast A&R departments, regional promotion directors and marketing and promotion departments, as well as seven foreign distributors in attendance, Word Records and Music recently held its annual sales and promotions meeting here at the Big Tree Hotel.

Foreign distributors included representatives from Canada, England, Australia, South Africa, New Zealand and Holland.

The sales conference was highlighted by a presentation of upcoming product releases, including an album titled "Miracle" by B.J. Thomas, and a performance by some of the label's artist roster, including: B.B. King, The Oak Ridge Boys, Russ Taylor, Bobby Jones and New Life, Dana Scallion and Thomas.

exact Address
The keynote speaker for the conference was Word's newly promoted executive vice president, Stan Moser, who commented, "Three years ago we had the largest roster in the business. Now, we have pared down our outside arrangements, concentrating only on the South. By pressing that button, Stan Moser, the challenge for 1982 is to "take care of the existing family of artists," adding that rather than build on an already existing roster, the company will put all of its efforts into enlarging the current markets.

"Our new venture into video, church films and regional promotion is indicative of the push towards a greater artist development approach to artists rather than quantity," he said. "A very significant point that can be made is that for the first time our marketing staff is equal to our sales staff in numbers. We are looking forward to a major push for excellence in '82, a push for quality and not numbers."

During the award's dinner, Denny Bray was presented the first annual Gospel Music Assn. Artists' Achievement Award, and Gil Sypher won the first annual President's Award, given for "total excellence in the industry. The Special Achievement Award was presented by Word vice president of sales Roland Lundy to John Moore, Sypher's regional manager. Additional awards presented included the Pacer Award, given to Paul Davis and the Region of the Year, awarded to Denny Bray, Nortevee and Davis from James High's Southwest region.

ALBUM REVIEWS
SO MUCH TO BE THANKFUL FOR — Dynamic Dixie Travelers
The Dynamic Dixie Travelers show how dynamic a group it really is on this album, which showcases its special blend of traditional quartet and contemporary gospel sound. Highlights include such soul-sisters as "Jesus Is My Everything," "Heaven Bound" and the title cut. Although the quartet shines as one, the vocal artistry of Levert Allant should be recognized.

NEVER LET ME GO — Michael James Murphy — Milk & Honey
From the strength of the title cut through the sensitivity of "Foreign" to the contemporary flow of "Give a Little Bit of Your Love," Michael James Murphy convinces the listener he has mastered the variations of gospel music. Wayne Boosahda's production further enhances this LP, which features everything from synthesizers to saxophones to convey its musical message.

YOU Haven'T SEEN ANYTHING YET — Bridge — Brentwood Records R-5018 — Producer: Billy Crockett — List: 7.98
Whether singing the uptempo "I'm Blessed" or the tender "His Toehc," Bridge displays a unique understanding of choral harmony. With majestic voices lifted high, the sincerity of Bridge touches the hearts of listeners. The depth of each voice is apparent in such cuts as "I Know Where I'm Going" and the title cut, as the group shows us what we haven't seen yet.
COUNTRY

Country Music Campaign Waged By Warner Bros.

LOS ANGELES — "Deep In the Heart Of Country," a major marketing, advertising and promotions campaign, Warner Bros. Records plans for its new and established country artists, will begin at the end of January. Artists to be featured in the campaign include Johnny Cash, Emmylou Harris, T.G. Sheppard, Frizzell and West, Con Hunley, Gail Davies and newcomer Gage Morris.

The first phase of the campaign will involve a variety of merchandising aids along with extensive advertising focused on four LPs. They include Anderson's "I Just Came Home To Count The Memories," Harris' "Cimarron," Sheppard's "Finally!" and Frizzell and West's "The David Frizzell And Shelly West Album."

Merchandising aids will consist of header cards featuring Harris, Sheppard and Frizzell and West along with 24x26 and 18x24" advertising pieces planned in the campaign is a specially designed logo that has shipped to radio, retail and WEA branch personnel.

"Deep In The Heart Of Country" sampler LP will ship Feb. 10, containing fourteen cuts by the featured artists, WEA local and regional staffs in addition to key retail outlets. And radio and retail advertising pieces planned. Not wanted artists will also be available for selected country radio giveaways.

Running from March through April will be the second phase featuring the above programs, plus cover blow-up postcards for the artists who are featured. The "Deep In the Heart Of Country" artists will also be part of the ongoing campaign.

Cedarwood Enters Agreement With Leonard Publishing

NASHVILLE — The Cedarwood Publishing Co. here has signed a three-year print deal with the Leonard Publishing Co. of Birmingham, Ala. The agreement, which covers reprint rights to Cedarwood songs for sheet music, folios, educational editions and sheet music point outlets, will greatly increase the visibility of Cedarwood's catalog, according to Bill Denny, president of the company.

Cedarwood's catalog is assembled in the educational field, which is an area Cedarwood has never been exposed in before," said Denny. "The company also has new merchandising ideas in the pop and country areas that interest us greatly."

Keith Mardak, executive vice president of the Leonard company, said the company published owner's manuals for 90% of the organs sold in the United States and added that Cedarwood songs would "lend themselves well to such books." The 30-year-old firm increased its sales volume by double-digit percentages on pop publishing about two years ago, according to Mardak, and has seen a big response in sheet music, personality books and piano/vocal/folios in that field. Additionally, Leonard has developed a series titled Back Pocket Lyrics, a pocket sized publication containing rhyming words and chords to songs on hit albums.

The arrangement is the first across the board with a major sheet music company for Cedarwood, which has about 7,000 songs in its affiliated catalogs.

Denny also represents the music of publishers, including Chappell, Hill and Range, RSO, MPL and the Entertainment Customs of the U.S. Navy, as well as songs by Paul McCartney, Tom T. Hall, Johnny Cash, Pink Floyd, Elton John and others.

THE STORYTELLER AND THE BANJO MAN T. Hall, the man known as "the storyteller" to his fans, are in Nashville recording a duet album with producers Randy Scruggs and Tom Thompson. Earl Scruggs' birthday just happened to fall during the recording sessions so all involved took time out to enjoy some cake. Pictured are (l-r) Randy Scruggs, Hall, Earl Scruggs and Thompson.

STATION PROFILE

WQYK-FM/St. Petersburg Bolsters Ratings Via Female-Oriented Format

by Tom Roland

NASHVILLE — Since the Suncoast Stereo Corp. purchased WQYK-FM/ St. Petersburg in the summer of 1977, the firm has worked steadily to transform what Rod Brosig, vice president and general manager for the station, termed a "toilet" into a respectable country outlet that leads its market in audience share of 25-54 adults.

Brosig indicated that the transmitter equipment was awful, the facility was awful, and the format was worse. The general attitude here, with the exception of a couple of guys on the sales department and a lady that is still our office manager, was "hide, here comes the boss, if he doesn't see us we won't get fired." There was a survival instinct here.

Brosig hired Joe Patrick, a jock from Fort Lauderdale who had never been a program director before, as PD, pulled a sales manager from WGM-A/Fort Lauderdale and designed a format that would appeal initially to female listeners aged 20-40. (Patrick is now program director for WNOE/New Orleans).

Brosig notes that, according to Arbitron, WOYK's female listeners tune in to the station an average of 14 hours and 50 minutes per week, while the male listener, who is a key to the station's success, is listening for an average of 12 hours and 20 minutes per week. Young female listeners tune in at a level of 7,000 songs an hour on a format that includes stations such as WQZK-FM in St. Petersburg, WQYK and the same format of music in the listener. "We're getting in 19 records an hour."

The station also has assembled an oldies library that Brosig hails as "the envy of the industry." It stretches back to include early material by Ernest Tubb, Faron Young, Bob Willis and the Texas Playboys, Hank Thompson, Hank Snow and Red Sovine, and, while the station tries to give the file plenty of airplay, the format doesn't

(Continued on page 28)

Presley's Estate Set At $31 Million; Tual To Appeal

NASHVILLE — The late Elvis Presley's estate was recently valued by the Tennessee Department of Revenue at $31 million, a level that would give the state $2.8 million in state inheritance taxes. Representatives for Lisa Marie Presley, daughter of the late singer, indicate that they will contest the state's figure's.

Blanchard Tual, attorney and legal guardian for Presley's daughter, felt the $31 million dollar valuation that included income made by the estate following Presley's death in August 1977. Tual holds that the estate is not subject to an inheritance tax on revenues accumulated following Presley's death. The valuation includes estimates on the 13-acre Graceland estate and other profitable property in addition to the movie, recording and television royalties.

An original estimate by the Internal Revenue Service last year valued the total estate at $25 million. The IRS is seeking $14.5 million in federal inheritance taxes, a similar case currently being processed in U.S. Tax Court. The Presley estate may file an appeal of the decision with the Tennessee Board of Equalization or within the state's court structure.

Fricke Added To Bill For '82 Alabama Tour

NASHVILLE — Columbia's Janie Fricke will join RCA's Alabama on the first phase of the group's 1982 Mountain Music Tour, which will include 30 dates. Following a Jan. 8 date at the Grandville, S.C. Memorial Auditorium, the tour will continue throughout the Southeast, Midwest and Midwest regions of the country and include major venues in Asheville, N.C.; Montgomery, and Birmingham, Ala.; Atlanta, Ga.; Chattanooga, Tenn.; and Jackson and Biloxi, Miss.

DeWitt Replacement Sought By Statlers

NASHVILLE — The Statler Brothers announced last week that member Lew DeWitt has suffered a relapse from a severe stomach disorder and that the three remaining members — Harold Reid, Phil Balsley and Don Reid — are currently in the process of auditioning singers to temporarily replace DeWitt so that the group can fulfill concert and television commitments. Some appearances this month will be postponed, but the group hopes to resume its touring schedule in late January.

PO' FOLKS KIND OF TOAST — Songwriter/performer Bill Anderson has signed an administrative deal with the OAS Music Group of Nashville. Anderson, BMI vice president Frances Preston and OAS co-directors Steve Singleton and Dane Bryant recently got together at the Po Folks Restaurant in Nashville, another of Anderson's business deavors, to listen to some of the songwriter's new material. Pictured (l-r) are: Anderson, Preston, Singleton and Bryant.
**TOP 75 A L B U M S**

**1.** FEELS SO RIGHT (Ally AES 1-A4200) 1 44

**2.** WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) (Columbia C2-37542) 2 18

**3.** FANCY FREE (MCA-5209) 5 33

**4.** STILL THE SAME OLD ME (Epic FE 31704) 6 8

**5.** JUICE (Capitol ST 12136) 10 45

**6.** ESPECIALLY FOR YOU (Columbia MCA-5110) 7 27

**7.** THE PRESSURE IS ON (Warner Bros. BSK 3555) 8 13

**8.** GREATEST HITS CHARLEY PRIDE (RCA ARL 1-4151) 8 13

**9.** BIG CITY (Merle Haggard) 3 12

**10.** CIMARRON (Emmylou Harris) 14 5

**11.** LIVE BARBARA MANORELLI (Warner Bros. BSK 3603) 11 21

**12.** THERE'S NO GETTIN' OVER ME (RCA ARL 1-4060) 9 21

**13.** BY THE SIDE OF THE ROAD (Warner Bros. BSK 3613) 12 22

**14.** HOLLYWOOD, TENNESSEE CRYSTAL SKYLINE (Columbia FC 7,928) 13 18

**15.** BET YOUR HEART ON ME JOHNNY LEE (Mercury M-564) 15 14

**16.** KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty 7-079) 17 65

**17.** FIRE & SMOKE EARL THOMAS CONELY (RCA ARL 1-4135) 20 7

**18.** MR. T CONWAY TWITTY (MCA-5204) 18 29

**19.** MIDNIGHT CRAZY MAC DAVIS (Columbia 6-395) 19 14

**20.** GREATEST HITS JIM REEVES & PATSY CLINE (RCA ARL 1-4172) 21 8

**21.** WITH LOVE JOHN CONWAY (MCA-5213) 22 26

**22.** GREATEST HITS OAK RIDGE BOYS (MCA-5150) 27 43

**23.** HURRICANE EDDIE RABBIT (RCA ARL 1-4132) 26 7

**24.** NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464) 24 15

**25.** SHARE YOUR LOVE KENNY ROGERS (Liberty 4-1078) 25 38

**26.** STRAIT COUNTRY GEORGE STRAIT (MCA-5248) 29 15

**27.** ROWDY HANK WILLIAMS JR. (Epic/Curb 6E-3305) 36 45

**28.** I AM WHAT I AM GEORGE JONES (Epic FE 3664) 28 69

**29.** SEVEN YEAR ACHE ROYAL CASH (Columbia C3-38955) 38 44

**30.** I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. BSK 3599) 48 10

**31.** DESPERATE DREAMS GLEN DAVID (Epic SRM1-6045) 31 12

**32.** GOOD TIME LOVIN' MAN RHYNE MIDDLETON (Warner Bros. BSK 3739) 32 23

**33.** MY HOMES IN ALABAMA (Columbia ARL 1-3664) 33 81

**34.** YOU DON'T KNOW ME MICKEY GILLEY (Epic FE 37416) 34 31

**35.** GREATEST HITS ROY ALBAMA (RCA ARL 1-3722) 35 45

**36.** GREATEST HITS ROY ALBAMA (Mercury SD-13110) 41 48

**37.** URBAN CHIMPUNK (RCA ARL 1-4027) 37 31

**38.** HABITS OLD AND NEW HANK WILLIAMS JR. (Epic/Curb 6E-278) 40 3

**39.** HIGH TIME DOTTIE WEST (Liberty LT 5114) 39 5

**40.** ELVIS PRESLEY'S GREATEST HITS VOL. 1 (RCA ARL 1-2347) 42 2

**41.** I LOVED 'EM ALL T.G. SHEPARD (Warner/Curb BSK-3538) 43 2

**42.** I'M COUNTRYFIED MEL MCDANIEL (Capitol ST-12116) 30 46

**43.** KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1 (Liberty LT-1112) 47 10

**44.** TOWN & COUNTRY MAY PRICE (Dimention CL-3003) 49 19

**45.** FRAGILE--HANDLE WITH CARE CRYSTAL KELLY (Warner Bros. BSK-3555) 49 6

**46.** WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144) 7 1

**47.** CHRISTMAS KENNY ROGERS (Liberty LOO-5151) 18 8

**48.** WAITIN' FOR THE SUN TO SHINE BUCK OWENS & LEE ROY SELFO (Epic FE 37591) 46 6

**49.** STARDUST WILLIE NELSON (Columbia JC 32000) 51 186

**50.** CHRISTMAS WISHES ANNE MURRAY (Capitol SN 63237) 23 10

**51.** CARRYIN' ON THE FAMILY NAME DAVID FRIZZELL & SHELLEY WEST (Viva/Warner Bros. BSK-35555) 49 6

**52.** GREATEST HITS WARREN JENKINS (RCA ARL 1-3327) 50 143

**53.** RODNEY CROWELL (Warner Bros. BSK-3567) 72 15

**54.** CHRISTMAS AT GILLEY'S MICKEY GILLEY (Epic FE 37585) 54 6

**55.** THE BEST OF EDDIE RABBIT EDDIE RABBIT (Epic AEA 618-235) 55 56

**56.** ONE TO ONE EO BRUCE (Epic MIA-114) 56 38

**57.** SOME DAYS ARE DIAMONDS JOHN DENVER (RCA ARL 1-4055) 57 25

**58.** TAKIN' IT EASY LACY J. DALTON (Columbia FC 37537) 58 25

**59.** ASK ANY WOMAN CON HUNLEY (Warner Bros. BSK 3617) 59 7

**60.** MEL & NANCY MEL TILLIS & NANCY SINTRA (Epic FE 5496) 62 10

**61.** LOVIN' HER WAS EASIER TOWN & THE GLASBROthers (Elektra Sn-542) 52 14

**62.** YEARS AGO STATLER BROTHERS (Mercury/Poligram STM-1-0003) 53 18

**63.** RODEO ROMEO LEE BANDY (Columbia FC 37568) 63 9

**64.** HORIZON EDDIE RABBIT (Epic FE 6-278) 68 19

**65.** LIVE HOOT AXTON (Jeremiah Jos2002) 71 36

**66.** FAMILY TRADITION HANK WILLIAMS JR. (Epic/Curb 6E-159) 66 7

**67.** NOW OR NEVER JOHN SCHNEIDER (Scott Bros./JOS AARZ 7400) 64 32

**68.** PRETTY PAPER WILLIE NELSON (Columbia JC-36189) 67 4

**69.** KING OF THE ROAD BOSSANOVA (Warner Bros. BTK-3244) 69 8

**70.** THE VERY BEST OF MEL TILLIS MEL TILLIS (MCA-3774) 70 9

**71.** MORE GOOD'UNS JERRY CLOVER (MCA-5215) 74 22

**72.** THE PURSUIT OF D.B. COOPER ORIGINAL SOUNDTRACK (Polygram/Poligram MIA-1-0344) 60 4

**73.** SURROUND ME WITH LOVE CHET ATKINS (Warner Bros. BSK-3568) 61 35

**74.** LIGHT OF THE STABLE EDDIE AARON (Warner Bros. BRM-5461) 65 4

**75.** HOT HEART REBA MENTEN (Mercury SM1-6027) 73 6

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**The Hit Single. WHEN A MAN LOVES A WOMAN**

**by Jack Grayson**

From The Soon To Be Released Album, WHEN A MAN LOVES A WOMAN KOA 15/51

Executive Producer: Wes Sanborn
Produced by: Bernie Vaughn and Jack Grayson

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Cash Box/January 23, 1982

25
**ALLANSON AND EVERETTE — RCA artist Leon Everette and Liberty's Susie Allanson recently recorded their first duet on the Jimmie Rodgers Show, which was taped at the Palomino Club in North Hollywood. Everette, who is a former member of the country group, has recorded his current single, "Midnight Rodeo," and will be featured on the upcoming Country Music Association Awards show.

**HITs OUT OF THE BOX**

One of the most significant developments in the country music scene this week has been the release of the new album by the Oak Ridge Boys. The album, titled "The Oak Ridge Boys: The Story," is a collection of songs that have been popularized by the band over the years. It features a mix of traditional country ballads and modern country hits, and is expected to be a big seller. The lead single, "Die a Little," is already a hit on country radio.

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**ALBUM REVIEWS**

**SOUTHERN COMFORT — Conway Twitty — Elektra E1-60055 — Producers: Conway Twitty and Jimmy Bowen — List: 8:98**

Twitty's long-awaited album, "Southern Comfort," has been widely praised by critics and fans alike. The album features a mix of traditional country ballads and contemporary country hits, and is expected to be a big seller. The lead single, "Die a Little," is already a hit on country radio.

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**NEW AND DEVELOPING ARTISTS**

**CLIFFORD RUSSELL and MARY LOU TURNER (SugarTree ST 0501)**


**GEORGE JONES (Epic 1-40296)**

Same Ole Me (2:48) (Silverline Music — BMI) (P. Overstreet) (Producers: B. Sherrill) (Ray B. Shooter) (Producers: B. Shooter, R. Turner)

**GEORGE STRAIT (MCA-51268)**

If You're Thinking You Want A Stranger (There's One Coming Home) (2:55) (Jack and Bill Music div. of Welk Music Group — ASCAP) (B. Mevis, D. Willis) (Producers: B. Mevis)

**CONWAY TWITTY (Elektra E-47302)**


**EARL THOMAS CONLEY (RCA PB-13055)**


**FEATURE PICKS**

**DAVID FRIZZELL & SHELLY WEST (Warner/Viva WBSS0007)**

Another Honky-Tonk Night on Broadway (2:49) (Peso Music/Wallet Music — BMI) (M. Brown, S. Dorfl, S. Garrett) (Producers: S. Garrett, S. Dorfl)

**LARRY GATLIN AND THE GATLIN BROTHERS BAND (Columbia 18-02698)**

In Like With Each Other (3:15) (Larry Gatlin Music — BMI) (L. Gatlin) (Producers: L. Gatlin, S. Gatlin, R. Gatlin)

**BRENDA LEE (MCA-51230)**


**JESSY COLTER (Capitol P-40573)**

Holdin' On (2:22) (Waylon Jennings Music — BMI) (Colter, McDavid, Jennings) (Producers: S. Scruggs, W. Jennings)

**RODNEY CROWDEW (Warner Bros. WBSS0008)**

Victim Or A Fool (2:57) (Cookel Music/Granite Music Corp. — ASCAP) (R. Crowell) (Producers: R. Crowell)

**DON HAYES (Adamas AD-101)**

Divorce (2:45) (Chappell Music — ASCAP) (C. Black, R. Burke) (Producers: B. Kennerson, W. Whitaker)

**VINCE ANTHONY (Midnight Gold MG-160)**

Call Me Friend (3:50) (Midnight Gold Music — BMI) (V. Guzzetta) (Producers: G. Guzzetta)

**WAYNE WORLEY (Royal American RA-162)**


**ROBBIE ALLEN (Jennie JR-008)**

Goodbye Sunshine (2:40) (Pro-Can — BMI) (R. Allen) (Producers: R. Allen)

**PEGGY FORMAN (Dimension DMS 1027)**

That's What You Lovin' Does To Me (2:56) (Almarie Music — BMI) (J. Shofner) (Producers: R. Pennington)

**DAVID HEAVENER (Brent DH 079)**


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\*Cash Box/January 23, 1982*
COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. BOBBIE SUE — THE OAK RIDGE BOYS — MCA — 64 ADDS
2. I.LITE — LORETTA LYNN — MCA — 39 ADDS
3. ANOTHER SLEEPLESS NIGHT — ANNE MURRAY — CAPITOL — 36 ADDS
4. TENNESSEE ROSE — EMMYLOU HARRIS — CAPITOL — 29 ADDS
5. BE THERE FOR ME BABY — JOHNNY LEE — FULL MOON/ASYLUM — 22 ADDS
6. A COUNTRY BOY CAN SURVIVE — HANK WILLIAMS, JR. — ELEKTRA/ CURB — 21 ADDS
7. CRY ME A RIVER OUT OVER YOU — RICKY SKAGGS — EPIC — 21 ADDS
8. NEW CUT ROAD — BOBBY BARE — COLUMBIA — 20 ADDS
9. EVERYBODY LOVES A WINNER — DICKEY LEE — MERCURY — 17 ADDS
10. LUSTFUL LADY EYES — STEVE MANTLETT — PICAP — 16 ADDS

MOST ACTIVE COUNTRY SINGLES

1. MOUNTAIN WOMAN LOVE — CHARLIE PRIDE — 67 REPORTS PRIDE
2. SHE LEFT LOVE ALL OVER ME — RAZZY BAILEY — RCA — 57 REPORTS
3. BLUE MOON WITH HEARTACHE — ROSANNE CASHE — 53 REPORTS
4. THE VERY BEST IS YOU — CHARLY MCCLAIN — EPIC — 48 REPORTS
5. DO ME WITH LOVE — JANIE FRICKIE — COLUMBIA — 47 REPORTS
6. IF YOU'RE WAITING ON ME (YOU'RE BACKING UP) — THE KENDALLS — MERCURY — 42 REPORTS
7. YOU'RE THE B.E.S.T. THIS OLD HEART EVER HAD — ED BRUCE — MCA — 38 REPORTS
8. ONLY ONE YOU — T.G. SHEPARD — WARNER/CURB — 37 REPORTS
9. BIG CITY — MERLE HAGGARD & THE COUNTRY BOYS — 37 REPORTS
10. MIS'RY RIVER — TERRY GIBBS — MCA — 35 REPORTS

WQYK-FM/St. Petersburg Bolsters Ratings Via Female-Oriented Format

(continued from page 2)

go overboard on the oldies as the station is concerned with “audience fatigue.”

WQYK has also taken painstaking measures to assure maximum audio quality. “A record on our radio station,” boasts Brosig, “Through FM, sounds better than it was played on a guy's set at home, and we've heard that comment over and over. We've very, very concerned about quality and audio processing, and when we went back into the library and stared pulling out those old records by Faron and some of those guys, we had a heck of a time trying to get the audio quality up to par.

The station also makes a major promotional effort. In addition to the usual use of billboards and bumper stickers, WQYK recently spent $26,000 on a TV campaign, “There's a Little Bit Of Country In Everybody,” in just a few days. Last Halloween, the station sponsored a concert at the fairgrounds with “people nobody had ever heard of at the time,” including Roy Head, George Strait, Lee Greenwood, Kippen, and a few local acts. The show brought 26,000 people and a traffic jam that spread itself two miles in length. Except for one ad in the Clearwater Sun, a suburban newspaper, the only publicity for the event was through the Tampa-St. Petersburg station. The station has also produced a unique “super sticker,” a window sticker designed for the back window of a pickup truck. Six inches high, 26 inches long, the sticker, which costs 57 cents per unit to manufacture, bears a slogan, “Proud To Be Country,” which also appears on the station's license.

While WQYK showed an audience increase in its last book of 65%, it is not the country outlet in the Tampa-St. Petersburg market, a market that covers three counties. WSUN-AM, in the marketplace since 1927, when combined with WQYK, boasts a listenership larger than the combined populations of Shreveport and Macon, Ga.

Said Brosig concerning competition between the two stations, “It's keen. We've always been competitive since we flashed the toilet and got off this operational.” Whereas WQYK emphasizes the music, WSUN is heavy with news and information. “They have an entirely different concept in radio broadcasting,” continued Brosig, “They try to be a full-service radio station, which is excellent, and it's very commendable — it's also very expensive to do. They're the oldest radio station in the United States, they have the largest audience of 65% people of anyone in the United States — WSUN used to be owned by the city, and the call letters stand for Why Stay Up North? It was a Chamber of Commerce promotional thing back in those days of the '20s and '30s when those people were taking those train trips down here. The heritage of the station is antiquity: their audience, primarily, is made up of an- tioned by establishing them at those old people number something like 800,000.

Currently, WQYK's lineup includes program director Pete Porter, who came to the station in 1981 from WJJD/Chicago, music director Bill Payne, attained man Jeff Ryan, night personality Mike Carson and late-night mainstay Doc Edwards. Dave Banks, who held the morning slot of 99 on the FM dial, left the station Jan. 14 for a position with an adult/contemporary outlet in his hometown of Philadelphia.

Jim Halsey Co.

Relocates Office

TULSA — The Jim Halsey Company here has moved its Tulsa office to 225 South Main Street, 74135. The telephone number remains the same.

THE COUNTRY MIKE

EARLY A.R.B REPORTS SHOW COUNTRY SLIPPING IN NEW YORK — The advance numbers for the full quarter (24-Dec. 19) show country slipping in New York. WYKE-FM, dropped from a 2.8 share in the summer book to a 2.1 audience this last survey period, while WKKH-FM held steady at 1.5. While many feel that the book signals the end of popularity for country music in New York, several other factors may have aided in the decline. (1) Ad changes — the formation of a new promotion company, (2) music director Pam Green's the unenviable task of handling both the PD and MD roles through the book at one of the nation's largest country outlets. (2) WKKH's signal tower is located atop the Empire State building, along with 11 other stations. As a result of the location, the station's new MD, the Empire State facility is undergoing renovation, and only three of the 11 stations that use the building gained in their ratings, as they were forced to operate at 50% power. On the L.A. side of the continent, KLAC slipped again to 2.7, down from a 2.9 share, while KLZL-FM closed the gap, moving a half-share up to 2.5. KHJ-FM made its seasonal move down to 2.1. Total market share of country in L.A. climbed from a 6.2 to 7.4.

PERSONALITY PROFILE — Mark Thomas studied sociology and speech at John Carroll University in Cleveland while gaining valuable on-the-air experience with college radio station, WUAC-FM a Top 40 station. Upon graduation in 1975, Thomas found part-time employment with WCGR/Cleveland doing the weekends at the country station. Approximately a year later he moved to South Bend, Ind., to take over the night shift for WJNK. Then in 1977, Thomas headed further north to do the afternoons with KWWG-FM, another country station in Saguin, Mich. Late in 1977 he was hired as operations director for WNRR/Ann Arbor, Mich. until Ernie Wien, who began at WCYF/Detroit in June of 1981 as assistant PD and music director. On Jan. 12, Thomas was elevated to the position of program director for the Detroit country powerhouse.

HISTORY OF COUNTRY MUSIC POSTPONED — According to James Kellford, president of the country industry's special History of Country Music Association, a presentation due to be postponed.

SEMINAR URGES STATION INVOLVEMENT — The Country Radio Seminar agenda committee is presently working towards an annual conference that will include record company, and promotional aids to be used in the Feb. annual workshop. Solicited materials include videotape spots and slides, printed matter and/or any other station promotional materials such as bumper stickers, T-shirts and ballons.

SANDERS PURCHASES WNOX — Mack Sanders of Nashville recently purchased Tennessee's oldest radio station, WNOX/Knoxville. The sale is subject to FCC approval. In making the announcement, Sanders stated, "I am very proud to add one of America's most prestigious facilities to our broadcasting chain. WNOX has as much history as any radio station in this country, being the station board for the legendary artists as Roy Acuff, Chet Atkins and many more. I am looking forward to being directly involved with the civic and business leaders of Knoxville. Sanders is presently applying the FCC to increase WNOX's power to 50,000 watts. Sanders stated, "We are constantly looking at other markets and radio stations. I would think it is entirely probable that we will announce other major market purchases in time. The Sanders chain also includes WJRB/Nashville and WVOK/Birmingham, Ala., all programming modern country music.

WKH HOSTS ANNUAL TOUCH-A-THON — Coinciding with the opening of the Great Lakes Recreational Vehicle show, Jan. 6, WKH/Cleveland hosted the third annual Touch-A-Thon. Forty listeners hung on to a 1982 Ford Bronco to see who would win the star that the other. This year's winner was Linda Nyari who held on for 77 hours, four minutes.

END UNITED PACTS EAST MAN

Eastman Radio recently formed a new division to sell time on satellite networks. Its first client is United Stations, an Atlanta-based network that began broadcasting country music via satellite sometime next spring. Pictured at the signing were (l-r) Nick Verbalis, president, United Stations; and Bill Burton president, Eastman.

COUNTRY RADIO

www.americanradiohistory.com

Cash Box/January 23, 1982

PROGRAMMERS PICKS

Dave Matthews KCKN/Kansas City Be There For Me Baby — Johnny Lee — Full Moon/Asylum

David Teeer WYDE/Birmingham Bobbie Sue — Oak Ridge Boys — MCA

Cathy Hahn KLAC/Los Angeles Sweet Yesterday — Sylvia — RCA

Bob Grayson WIST/Charlotte Bobbie Sue — Oak Ridge Boys — MCA

Dan Williams WCMS/Norfolk Through The Years — Kenny Rogers — Liberty

John Buchanan KNIX/Phoenix Country Boy Can Survive — Hank Williams, Jr. — Elektra/Curb

Rhubarb Jones WLWI/Montgomery A Country Boy Can Survive — Hank Williams, Jr. — Elektra/Curb

Ron West KBSO/San Diego Another Sleepless Night — Anne Murray — Capitol

John Marks WSAI/Cincinnati Now I Lay Me Down To Cheat — David Allan Coe — Columbia

Marc Hahn KTM/Salinas Be There For Me Baby — Johnny Lee — Full Moon/Asylum
**BLACK CONTEMPORARY**

**TOP 75 ALBUMS**

<table>
<thead>
<tr>
<th>Albums</th>
<th>Weeks On Chart</th>
<th>1/16 Chart</th>
<th>Weeks On Chart</th>
<th>1/16 Chart</th>
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**NEW WORLD** — Philby World Records, a new label owned by Peter Pelullo, has signed its first acts, a self-contained R&B group named Search and Norwood B. Young. Picture are (l-r) Henry "Lightnin" Neal, band cellist Ray Thiel, T.G. Conway, production director and producer, and Buddy Turner, national A&R director.

**THE RHYTHM SECTION**

**BIRTHDAY WISHES** — So. Enough mainstream journalists finally got interested enough in the noise over Martin Luther King Jr.'s birthday becoming a national holiday that they decided to invite Stevie Wonder, a major proponent of the birthday effort, to speak at a National Press Club luncheon. The National Press Club is attended by some of the nation's most regarded print and electronic news scribes with headquarters in Washington, D.C. The program is being formally organized by the State and District of Columbia observance King's birthday. Several radio stations carried coverage of the Washington march live by satellite via WLBR (Inner City Broadcasting) in conjunction with KJLH-FM/Los Angeles and National Public Radio.

**MULTI-TRACKING** — Michael Jackson recently returned from England where he was writing and recording with Paul McCartney for the ex-Beatle's next LP. Fitting the coin, McCartney will also provide writing and recording for Jackson's next solo Epic LP, which will go into production under the guidance of millimeter Quincy Jones next month. It will be the team of Jones and Jackson that created the multi-million seller "Off The Wall." LP. 

**FINDING GOLD IN HARD TIMES** — Warner Bros. artist George Benson has managed to achieve a feat that many in the industry will not be able to emulate during the first half of 1982. Benson, who has made a habit of releasing aplenty balanced R&B, jazz/pop music of mass appeal, has managed a gold award for his double-set "best of LP. The "George Benson Collection." "It is Benson's sixth consecutive gold-selling LP (all the LP's have also been certified platinum) and the third double album certified gold.

**CAMERON CAN-CAN** — Paris' hottest discos got a taste of Salsoul artist Rafael Cameron's soul as he recently visited the city of romance. Cameron, in the city to support his "Funtown U.S.A." single from his "Cameron In Love," performed at local clubs and for radio with the sole aid of tapes from the LP's instrumental tracks. Word has it that listeners couldn't tell the difference between Cameron's dubbed live show and the disc mix.

**CARRY ON JOHN** — The U.S. will be treated to a 26-date concert tour by Britain rock diva Joan Armatrading. The tour is scheduled to start Jan. 20 in Portland, Ore. and end Feb. 21 in Boston. Armatrading, who will be out in support of her latest A&M LP, "Walk Under Ladders," will also support the tour, a multi-marathon package, to be Gary Sanford of Joe Jackson's band (guitar), bassist Jeremy Meek from Live Wire, trumpet Justin Hildreth and Dean Klaflenh on keyboards (both from Lena Lovich's band), and girlfriend Lorraine Hildreth on backup vocals.
V103 – ATLANTA – SCOTTY ANDREWS, PD

WINW – BALTIMORE – CURTIS ANDERSON, PD

WINW – BLOOMINGDALE – GRANDAR BROWN

WINW – BURLINGTON – BUDDY FRANK

WINW – DALLAS – CURTIS KELLY

WINW – BIRMINGHAM – STAN GRANGER

WINW – MIAMI – GEORGE JONES, PD

WINW – NEW ORLEANS – BARRY RICHARDS, PD

WINW – WILMINGTON – TIM FULTON

WNLW – DALLAS – GEORGE WALTERS

WNOH – CHICAGO – JAMES FOSTER

WNYC – NEW YORK – JIM REID

WOKB – ORLANDO – BILLIE LOE, PD

WONN – FORT WORTH – DAVE JOHNSON

WQEX – DETROIT – JOHN EDWARDS, PD

WQCB – CHICAGO – PAM WELLS, PD

WQCB – CHICAGO – PAUL WELLS, PD

WQCB – CHICAGO – PAM WELLS, PD

WQCB – CHICAGO – PAM WELLS, PD

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WQCB – CHICAGO – PAM WELLS, PD

WQCB – CHICAGO – PAM WELLS, PD
**INTERNATIONAL DATING LINE**

**Canada**

OTTAWA — From several-weeks late-put-indulgence-knows-no-deadline dept., my favorite discs of 1981 were (in order): "Hot Piano" by Steely Dan; "S这一切 you're so me" by Boston; "Peyton Farcy, Ducky's Midnight Rout-ers, Luther Vandross, The Rolling Stones, Gang Of Four, Stevie Nicks, Garland Jef-ferson, etc." by Soft Cell. Canada has been to separate Canadian from inter-national, and in 1981, there were more non-Canadians than good music to come from this country. Among them: second albums from Rough Trade, Bryan Adams, and Elvis Costello. Overall, the year has been a burgeoning generation of high-caliber rockers, while Rush and April Wine showed that the old guard can still rattle a few sabres. Red Rider shouldn't be overlooked, either, when July-ballooning comes up this month and next. When will England call Canada pay attention to Dianne Tell? When will Eastern Canada pay attention to Doug and the Slugs and Payolas? When will everyone stop saying "take off, eh?"...? It bears repeating, but the Jon and Vangelis disc, "The Friends of Mr. Cairo," continues to sell well and is hovering on the Top 30 this week. Paul Fox reports that Dire Straits guitarist Mark Knopfler is featured on a song on the Jon and Vangelis disc due this spring. The initial printing of the Encyclopedia of Music in Canada (selling briskly during the Christmas season at $65 each) has been depleted. A second printing of the 1,100-page tome (likely to cost about $100) is due out shortly.

**Italy**

MILAN — Many foreign artists will attend the 33rd edition of the Sanremo Festival, scheduled for Jan. 28-30. A special concert will take place on Jan. 30, in which the presence of guest stars like Phil Collins, Marianne Faithfull, Adam & The Ants, George Benson, Stevie Nicks and others.

C&M announced the recent signing of a contract for the British company Mute Records for the license of its records in Italy. First releases will be a new album by the Depeche Mode, called "Speak & Spell," and for those who have received the Jon and Vangelis/"A View Of Life" album. The company was previously distributed by Panarcord.

Ginger Baker, rock group Cream drummer and architect of the Bakerloo line, signed a worldwide recording agreement with C&M. He just finished his new LP in Milan (after six years of work). It includes nine compositions by himself. The album will be out on the market in February.

A new label, Digital Immagini Sonore, will be born in Siena. Managing director is Silvio Melli. Among the recording artist, there is the Italian pop group Monitor.

**INTERNATIONAL BESTSELLERS**

**Cash Box/January 23, 1982**
## CASH BOX Top 40 Albums

### January 23, 1982

<table>
<thead>
<tr>
<th>No.</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks On Chart</th>
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<tr>
<td>1</td>
<td>35 JUICE</td>
<td>JUICE PRINCE</td>
<td>Capitol ST-3126</td>
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<td>2</td>
<td>ESCAPE</td>
<td>Journey</td>
<td>Atlantic SD 16999</td>
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<td>3</td>
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<td>TATTOO YOU</td>
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<td>MEMORIES</td>
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BUSINESS CARD
NAMES: EMPTY

MISSISSIPPI

WAGNER: PARSIFAL
JANACEK:
WEILL
Bonynge cond.
Sutherland, Marilyn
SUTHERLAND
in
Valley Stream.
want them mastered
tridges,
recorded audio and video tapes
EXPORT ONLY. All
Philharmonic Orchestra/Chorus
Battle, Ernesto Palacio. Michel Gacin, Producer
donga,
Soloists: Jiri Zahradnicek,
Winding,
Ray
Colonial
RECORDS
Moll, Jose van Dam, Siegmund Nimsgern,
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AROUND THE ROUTE

by Camille Compasio

Two major international conventions taking place over the next couple of weeks will be attracting American tradeest in large numbers to London and Germany. The shows, of course, are the annual ATE (Jan. 18-21) which was moved to Birmingham, England this year; and the IMA (Jan. 21-24) at the Fair Grounds in Frankfurt. Hope the "copiers," which were so prevalent in '81, especially at the ATE, are not in evidence this year.

Stern Electronics, Inc. will be well represented at the aforementioned overseas shows — both in terms of product and executive personnel.

Company president Gary Stern, Amusement Game Division president Stephen Kaufman and Seeburg president Larry Siegel will all be in attendance. At ATE the new VNC phonograph will be premiered for the European audience in the Hazel Grove display, while Stern's pin and video line will be exhibited by London Coin. Among the new products included in the lineup will be the "Jungle" video, licensed from Konumi Ind., and "Armored Car," an in-house developed video game — which are both

(continued on page 47)

'82 Notre Dame Seminar Set

CHICAGO — The annual AMOA Notre Dame Management Seminar will be held March 5 and 6, at the University of Notre Dame campus in the Center for Continuing Education. Housing will be provided at the nearby Morris Inn.

The program is geared specifically to operators and managers of operating companies, with attendance limited to 70 persons. This year's seminar topics will include "Developing Effective Marketing Strategies in the Music and Games Industry," conducted by Dr. John Malone, whose presentation will focus on developing a marketing plan to cultivate new locations, "What Every Operator Needs to Know about Financial Analysis," which will also feature Dr. Malone; "Motivating and Directing Your Employees," conducted by Dr. William Sexton, who will examine the effects of wage, salary, commission and bonus packages on employee motivation and other effective techniques for influencing employee productivity and morale, and "Tax Considerations for Operators (What Should You Ask Your Tax Accountant)," conducted by Dr. James Whalenbach.

The registration fee for the seminar is $140 for AMOA members and $175 for non-members. Reservations for attendance must be made direct with the Center for Continuing Education, University of Notre Dame, Notre Dame, Indiana. Accommodations for housing may be arranged by contacting the Morris Inn, Notre Dame, Indiana 46556 or by phoning (219) 234-0141. Deadline for reservations is Feb. 20.

Advance Seminar

A MOA's Notre Dame Advance Management Seminar has been scheduled for April 2 and 3, also at the university. This seminar will be devoted to an examination of the results of a Cost of Doing Business Survey commissioned

(continued on page 48)

ITC Ruling Backs Midway Fight To Protect Copyrights

CHICAGO — On Nov. 16, 1981, an administrative law judge of the International Trade Commission, in an 86-page opinion, issued a Recommended Determination to the Commission that Section 337 of the Tariff Act of 1910 was being violated by the unauthorized importation and sale of copies of "Pac-Man" video games in the United States, according to Midway Mfg. Co. After a contested hearing in Washington that lasted for more than a week, the judge found that the articles complained of infringe Midway's copyright and common law trademark in Pac-Man. The judge further found that this infringement had "the effect or tendency to injure substantially, causing immediate and substantial harm to an efficiently and economically operated industry in the United States.

(continued on page 49)
You’ve never played like this before!

First pin. Then video. Now

Hyperboll

the next evolution in games.

Williams
ELECTRONICS, INC.
Where only Defender has dared to go

You've journeyed through the brave new world of Williams with Defender. You've held the power of the control panel in your own hands. You've planned long-range strategy attacks with the Scanner. Ventured into the heat of battle against the alien Baiters, Landers, Mutants, Swarmers and Pods. Resorted to Smart Bomb and Hyperspace as your two escape options only when all else failed you!

You've found Defender to be the most technically advanced video game ever created. The diagnostic testing, resolution, modularity, dependability and fully independent sound system all bearing the distinctive mark of Williams.

This has been your experience with Defender. This . . . and much, much more . . . will be yours with Stargate!
Stargate will transport you to a whole new dimension in video games! Not only will the skills you learned with Defender be challenged and refined, but new strategies must come into play if you are to be victorious in rescuing the humanoids from the clutches of the aliens and in entering the Stargate! Your ability to react quickly and with on-target precision will be tested against the evil Yllabian Space Guppies, Dynamos, Space Hums, Firebombers and their Fireballs, Phreds, Big Reds and Munchies! If you succeed in maneuvering your ship into the Stargate, you’ll be instantly translocated to that part of the planet where the humanoids are being abducted! To open up spectacular scoring possibilities, rescue 4 humanoids, re-enter Stargate and you’ll Warp 3 Waves ahead in space and time, setting off dazzling special effects and racking up high points!

If you must destroy everything in your path or risk self-destruction, activate the Inviso anti-matter cloaking device and become invisible and invulnerable! Inviso time plus a new ship and a Smart Bomb are earned with every 10,000 points you score!

If all 10 humanoids in a Wave are abducted, the universe will explode into smithereens, leaving deadly mutants on the attack! Survive till Wave 5 and the universe will be restored, the humanoids safe... but you’ll be the target of an Yllabian Dog Fight! There’ll be no landers to abduct the humanoids, but all the other aliens will have stronger and larger forces concentrated against you! It will be an outer space battle reaching the outer limits of aggression and will call up your last ounce of determination and courage!

Technically, Stargate establishes a new, higher plane of sophistication. Diagnostic testing not only includes Defender’s comprehensive systems of ROM, RAM, CMOS RAM, sound, switch, color RAM and test patterns, but is enhanced even further to give you more detailed bookkeeping totals and complete game adjustment capabilities including the awarding of ships, pricing selection and personalized attract mode messages. The potential for higher earnings is built-in with the option of 1 coin play with 3 ships or 2 coin play with 7 ships. Now, too, 40 all-time high scorers and 6 daily high scorers can be registered as an extra play incentive.

With Defender you thought you had seen it all. WITH STARGATE YOU HAVE!
Transcending space, time and all other video games!

1 or 2 player UPRIGHT:
Height: 70"
Width: 26"
Depth: 30"

1 or 2 player COCKTAIL TABLE:
Height: 37½"
Width: 30"
Depth: 27"

For the service back-up that keeps you out-front, call Williams toll-free at 800/621-4765. In Illinois, call toll-free at 800/972-7898.

Williams ELECTRONICS, INC.
3401 N. California Ave., Chicago, IL 60618
Cable Address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
Cash Box / January 23, 1982

Pictured as the new PJ Pizzazz location in Garden Grove, Calif.

Sega’s PJ Pizzazz Unit Expands With Opening Of New Garden Grove Outlet

LOS ANGELES — The Sega Centers division of Sega Enterprises, Inc. recently opened its newest PJ Pizzazz Fantastick Family Fun restaurant and entertainment complex in Garden Grove, California.

The PJ Pizzazz concept combines a unique family dining experience with exciting in-store entertainment. Sega is expanding its Chadwick Joins Banner Specialty

CHICAGO — John Chadwick has been appointed branch manager of Banner Specialty Company’s Baltimore office and showroom, announced company president Max Kruk. In his new position, Chadwick will be responsible for all day-to-day administrative functions for the Baltimore office. He will report directly to Ed Kucharski, regional vice president. Banner Specialty Company has executive offices in Lakewood, Pa. Chadwick has been in the coin machine business for the past 6 years and is among the industry’s leading distributors. The firm also maintains offices and showrooms in Philadelphia and Pittsburgh.

Chadwick is a graduate of George Mason University and has completed graduate studies at Virginia Tech. Prior to joining Banner, he served in several executive capacities for a Frederickburg, Va., vending company. Before that, he owned and operated his own restaurant following several years as a professional educator.

Married and the father of two, Chadwick is a resident of Frederickburg, Va.

Taito Adds New Dimension To ‘Qix’

CHICAGO — Taito American Corporation’s highly-successful “Qix” video game can now be made even more exciting, challenging and profitable, through the technological efforts of the company’s research and development staff, which has developed a new tournament program for the game. The new concept allows the operator to set parameters for the appearance of bonus markers, which gives the accomplished player the ability to obtain an additional marker and gain higher scores, while giving the operator more profit from an already popular game, as pointed out by Taito’s sales manager Mike Von Kennel.

“We’ve increased the challenge especially for tournament play with the addition of tournament chips that can be easily installed by an operator,” Von Kennel explained. “The new feature will keep the operators’ earnings up.”

With the new program, bonus markers appear in the upper right-hand corner of the screen when a player fills 85 to 100% of the screen. The percentage is set by the operator. Von Kennel noted Bonus markers appear for as many squares as the player can fill. He also declared that an accomplished Qix player can get as many as nine markers in addition to bonus normally achieved through skillful play.

“No Limit”

“Really, there is no limit to scoring potential,” Von Kennel said. “Qix fans are anxious to explore whole new dimensions to this intriguing game.”

He further pointed out that, other than providing a more brilliantly colored screen in silver and burgundy, the 16 Rams that comprised the tournament chip package have not changed the playing features that have already proved so popular with operators and Qix players alike. “But with the tournament chip package,” he added, “profits can be upped considerably.”

Qix was introduced at the AMOA show in Chicago and the factors reports that the game has thus far brisked all sales records for the Elk Grove Village company.

Stern Expands Its Wats Line Service

CHICAGO — Stern Electronics, Inc. has established a toll-free service “hotline” for operators and distributors of Stern’s coin-operated pinball and video games in the state of Illinois.

The addition of the Illinois Wats Line, (800) 572-1445, completes the company’s continental U.S. network of toll-free service assistance. Stern’s service “hotlines” are open during business hours, seven days a week and are manned by engineering department personnel who provide callers with service information and general assistance.

Outside of Illinois, operators and distributors must continue to call (605) 621-6424.

THE JUKEBOX PROGRAMMER

TOP NEW POP SINGLES

1. SWEET DREAMS AIR SUPPLY (Arista A-5065)
2. TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-5057)
3. WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic R-21004)
4. SEA OF LOVE DEL SHANNON (Network/Elektra N-47851)
5. LOVE IS LIKE A ROCK DONNIE IRIS (MCA-51222)

TOP NEW COUNTRY SINGLES

1. YOU’RE THE BEST BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA-51210)
2. MOUNTAIN OF LOVE CHARLEY PRIDE (RCA P-1014)
3. BLUE MOON WITH HEARTACHE ROSANNE CASH (Arista A-5067)
4. THE VERY BEST IS YOU CHARLIE MCLAIN (Capitol R-21004)
5. SHE LEFT LOVE ALL OVER ME RAZZY BAILEY (RCA P-10207)
6. MISTY RIVER TERRY GIBBS (MCA-51225)
7. BIG CITY MERLE HAGGARD (Capitol R-21005)
8. SWEET YESTERDAY SYLVIA (Famila Motown 160210)
9. LIES ON YOUR LIPS CRISTY LANE (MCA P-1452)
10. TENNESSEE ROSE EMMY LOU HARRIS (Warner Bros. W-6909)

TOP NEW B/C SINGLES

1. DON’T YOU KNOW THAT LUTHER VANDROSS (Epic E-10065)
2. DONT GO TO VERNON BURCH (Elektra/Polygram N 18-02659)
3. LET ME SEE IF YOU FREE THE FOUR TOPS (Motown/Polgram ABM-2144)
4. IF YOU THINK YOU’RE LONELY NOW BOBBY WOACK (Beverly Glen 2000)
5. NUMBERS KRAFTWERK (Warner Bros. W-4675)
6. LET’S STAND TOGETHER MELBA MOORE (EM America P-18104)
7. THAT GIRL STEVE WONDER (Famila Motown 160210)
8. MIRRO R, MIRRO DIANA ROSS (RCA P-10321)
9. LITTLE LIES AND CONNECTION (Capitol P-5076)
10. MAMA USED TO SAY JUNIOR (Mercury/PolyGram 76132)

Monordial Expands Its Sales Staff

CHICAGO — Anthony P. Yala, general manager of Monordial International Corp. of Springfield, N. J., announced the appointment of another new sales representative, Thomas S. R. Rice, as part of the firm’s current expansion of this department.

Rice will cover the state of Connecticut and lower Westchester Counties (New York) for the company.

John Chadwick
‘Pac-Man,’ ‘Rally-X’ Copies Are Seized

CHICAGO — Midway Manufacturing Co. has announced that it filed a civil action against Time Electric Services and other defendants in Seattle, Wash., on Nov. 24, 1981, for alleged infringement of its copyrights in the Pac-Man and Rally-X video games. On Nov. 30, the U.S. District Court for the Western District of Washington issued a temporary restraining order, expedited pretrial discovery and impoundment orders against the defendants. On Dec. 3 and 7 the U.S. Marshal conducted the impoundments.

Midway announced that it filed a civil action against all infringers of the copyright and trademark rights to its video games “Galaxian,” “Pac-Man,” “Rally-X,” “Gorf,” “Wizard of Wor,” “Omega Race,” “Gauntlet” and “Bosconian.” According to Midway’s counsel in Chicago, the defendants may be liable for damages, operating profits, reasonable attorneys’ fees and costs.

Notre Dame Seminar

(continued from page 37)

Atari To Host ’82 ATE Exhibit

SUNNYVALE — Atari will have its own exhibit stand at the 1982 Amusement Trades Exhibit (ATE), which is scheduled for Jan. 18-21 at the National Exhibition Centre in Birmingham, England. The firm has annually participated in the noted international event but this is the first time it will be sponsoring an exhibit of its own.

Atari has also planned a number of special activities during the three day convention and will be distributing brochures and sales literature on all current equipment, as well as various promotional items earmarked for the international crowd of convention goers.

The popular “Tempest” video game will be among the main attractions at the Atari stand. In addition, representatives of the firm’s market research team will be conducting a Telus Survey, which will be expanded in scope from the one they did last year to include more interviews with show attendees.

Mondial Expands Its Sales Staff

(continued from page 34)

Mondial, and will be working out of the Danbury, Connecticut area. He may be reached at (203) 743-9171.

In announcing the new appointment, Yuda stated that it is “in keeping with Mondial’s policy of giving operator customers personalized service.” He noted further that Riley’s extensive technical background will be of great assistance to Mondial’s operator customers in Connecticut and Westchester.

Riley brings to his new position extensive experience in vending, game and music route management. His appointment at Mondial is effective immediately.

The above photo shows the impoundment seizures of alleged illegal copies of Midway’s Pac-Man and Rally-X games from Galactic Madness Inc., Vancouver, Wash., under the supervision of the United States Marshal.

THANKS COACH — Ray Meyer (l), coach of De Paul University’s Blue Demons basketball team, is pictured with Ron Crouse, director of marketing for Williams Electronics, Inc. in De Paul’s game room. In the background are a lineup of Williams video and pinball games which Coach Meyer reports are highly popular not only with the Demons but the entire student body. “They offer the kids quality entertainment, escape from pressures and a chance to take a break and just have fun,” said Meyer. “Everyone loves the challenge and excitement of a good game.”
GET YOUR

QIX

from

TAITO

*pronounced "kicks"
Trillions upon trillions of configurations!

**SPARX**

**SPIRAL DEATH TRAP**

**MARKER**

**THE FUSE**

**THE QIX**

TO DRAW STIX

PRESS

FAST OR SLOW
How your players can get their Qix™... before Qix™ gets them!

Qix is a video game unlike any you’ve ever seen in design and challenge! And Qix stays unique play after play, player after player, because there are as many strategies as there are possible configurations... and there are trillions upon trillions of configurations that can be plotted on the screen! With this kind of fresh, new appeal, you’ll want to make sure that your players get their Qix!

The object of the game is to box in Qix, the whirling Qix so that it doesn’t hit the line of a box before the box is completed! As the game progresses, the 1 Qix divides itself into 2! Separating them with lines or boxes earns 2X Bonus value! Separating them a second time scores 3X Bonus value, etc.!

**SPARX™**
The player must avoid the 2 Sparx that travel along the Stix or they’ll destroy his Marker! The Sparx stop their mad chase only when the Marker is caught or the screen is filled by at least 75%! Just when the player feels he has them outsmarted, the Sparx begin to multiply and become even more dangerous and aggressive Super Sparx!

**FUSE**
If the player stops or doesn’t complete a box, the Fuse will light, shoot up the Stix and destroy his Marker!

**SPIRAL DEATH TRAP**
The Fuse will deliver a burning fate to the player who makes a wrong turn and boxes himself into a Spiral Death Trap!

How you’ll get QIX™... in our brand new cabinet!

It’s a special service-priority cabinet and it’s just what the operator ordered!

Specifically designed for easy access and service as well as for maximum security, it houses a revolutionary new electronic system. This system allows for more on-monitor audit and test screens, flexibility and realism of configurations and innovative special effects like the ominous bellowing sounds in Qix that are twice as menacing in Taito stereo.

The cabinet has front-door programmability and audit functions with swing-down monitor mounting and logic boards on a hinged back door to simplify service. These logic boards are fully compatible with the “Taito Tech™” Signature Test System for board troubleshooting. Removeable cover glass features an illuminated instruction card and the easily accessible control panel has a replaceable polycarbonate overlay which resists marring. The lift-out molded cash box is surrounded by solid steel housing with lockable steel lid and has the capacity for the highest earnings... the kind that Qix is sure to bring in!

These are just a few of the new features that make the new Taito cabinet ideal for service, security and sophisticated technology. And that make it ideal for any location!
Get your QIX™ from TAITO

... and thrill to high earnings too!

1 or 2 player upright: Height: 170 cm (67”); Width: 61 cm (24’’); Depth: 76 cm (30’’); Crated Weight: 126 kg. (280 lbs.)

Also available in Trimline™ and Taito America’s new cocktail table.

For technical service, call the hot line toll-free (except in Illinois): (800) 323-0666.
TAITO AMERICA CORPORATION • 1256 Estes Ave. • Elk Grove Village, IL 60007 • (312) 981-1000 • Telex 25-3290
MANUFACTURERS EQUIPMENT

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

CINEMATRONICS
Tailgummer (3/80)
Rip Off (3/80)
Star Castle
Armor Attack (5/81)
Star Quest (10/81)

EXIDY
Bandido (1/80)
Tailgummer 2 (2/80)
Laser Quest (2/80)
Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)

GAME PLAN
Introtrac (2/81)
Tank Battlin (3/81)
Killer Comet (4/81)
Megattack (9/81)
King And Balloon (10/81)
Invader II (10/81)

GDI
Red Alert (10/81)

GOTTLEIB
No Man's Land (12/80)
New York (New York City)

GREMLIN/SEGA
Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Transquilizer Gun (6/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)

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

NINTENDO
Donkey Kong (9/81)

ROCK-OLA
Warp-Warp (9/81)

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

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

TAITO AMERICA
Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Trineline (2/81)
Crazy Climber (3/81)
Crazy Climber Trineline (3/81)
Zarcon (5/81)
Zarcon Trineline (5/81)
Colony 7 (7/81)
Zarcon 7 Trineline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Mini-Myle (8/81)
Qix (10/81)
Qix Trineline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)

UNIVERSAL USA
Cheeky Mike (5/80)
Magic Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)

U.S. BILLIARDS
Quasar (4/81)

WILLIAMS
Defender (12/80)
Stargate (10/81)
Make Trak (10/81)

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

CENTURI
Rip Off (9/80)
Targ (10/80)
Route 16 (4/81)
Pleades (7/81)

ELCON
Diversions booth size (9/81)

GOTTLEIB
New York, New York (3/81)

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

MIKRON
Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (10/80)
Galaga (11/81)

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

TAITO AMERICA
Space Invaders II (2/80)
Polaris (12/80)
Space Invaders II (10/80)
Gorf (10/80)
Zarcon (5/81)
Qix (10/81)

WILLIAMS
Defender (4/81)

PHONOGRAPHs
Centuri 1001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola Grand Salon II Console (11/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Romeo 85 (10/80)
Rowe Jewel
Saratoga (12/80)
Stern/Seeburg Phoenix (11/80)
Stern/Seeburg Da Vinci (7/81)
Stern/Seeburg VMC (11/81)
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Attleanta
Wurlitzer Silhouette

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

Cash Box/January 23, 1982
INDUSTRY NEWS

AROUND THE ROUTE

(currently in test in the U.S. Also on display will be Stern's upcoming new piname, "Dragon Fist," which should be ready for U.S. delivery very shortly, according to Kaufman. The factory will exhibit a "mission" group at the IA Expo show, in the Sielli Electronics of Germany display. A team of Stern technicians will be on hand to attend people's request for information, the company's "No. 1 pinball game manufacturer." Stern will be featuring a new six-player game, "Candy Bar," which was released at the 1981 Chicago Coin-op Show. Stern also has a new product in the works, "Aunt Sue," which is due to be released later this year.

New Equipment

Pac-Man's Side-Kick

"We've developed a fun and challenging follow-up piece in "Kick-Man," noted Stan Jarocki, vice president of marketing for Midway Mfg. Co. It's a great sidekick to "Pac-Man." players will get a kick out of "Kick-Man," high stepping video recreation with colorful

time," according to Jarocki, provides a completely new diagnostic package that's easy to use with the flick of a switch inside the cash box door. With this system, there is no need to climb and crawl into the back of the machine to perform many valuable tests. Once the self-test switch is on and the "lift" switch activated, the game will go through a series of color patterns. The ROM or RAM are malfunctioning, the screen will give a written message as to the location of the problem. A diagnostic menu appears on the screen, and by following the instructions indicated, the operator can conduct many valuable test functions including sound, player input to test switches and devices, bookkeeping with time and score reports, and machine setup.

The new model is available in standard arcade, Mini-Myle and cocktail table models.

Pick Your Pool

"Tri-Pool," a new coin-operated electronic video game, is currently being marketed by Gametech Inc. of suburban Schiller Park, Ill. The factory announced that the game is available for immediate delivery.

Tri-Pool contains one of the industry's largest computer memories, which permits player selection of any of three myriadly different game patterns, namely, straight pool, nine ball, or snooker.

A unique feature of the game is the "phantom spot ball" which is used to line up shots and deliver amazingly precise ball action and control. One or two can play Tri-Pool and players can select left or right English, forward or back spin, or centerball striking the cue ball.

In addition to the variety of spins attainable, the cue ball may be struck by the player's choice of speed to faithfully simulate live pool action. To speed up the game and increase the excitement the player must execute his shot within 20 seconds.

Scoring is similar to conventional pool table rules, although "lucky" pocketed balls add bonus points and all pockets become electronically smaller as the game progresses. Corrected within five seconds of expiration will extend play until the game is completed.

Tri-Pool is available in both standard upright and cocktail table models.

ITC Ruling Backs Midway Action To Protect Copyrights

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ITC Ruling Backs Midway Action To Protect Copyrights

Midway filed its complaint with the ITC on April 17, 1981, seeking a temporary and permanent exclusion order to prevent imports of the Galaxian game. Midway had named 35 respondents in its complaint, and, thereafter, 20 additional respondents were added on Sept. 21. After the issuance of the Recommended Determination, the Commission heard arguments with respect to the temporary exclusion order on Dec. 11, and a decision is expected this month.

Midway said it intends to continue the vigorous enforcement of its copyrights and trademarks against infringers by seeking exclusion orders against the importation and sale of copies of its video games, as well as by bringing actions in the federal courts.

Time Spotlights Video Game Industry

LOS ANGELES — The cover story of the Jan. 18 edition of Time magazine is a feature entitled "Games That People Play" and consists of an eight page in-depth article spotlighting the video game boom. The story also features sideburns on R&B and home units.

ASCAP, BMI Agree On Cable, Juice Fees

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music Incorporated (BMI) have reached voluntary agreement on the distribution of compulsory license fees for cable through 1981 and on compulsory license fees for jukeboxes through 1982.

These fees are paid by cable and jukebox operators for the right to perform copyrighted works in accordance with the 1976 copyright act. This agreement reportedly resolves any differences between the two competing licensing agencies in proceedings over royalty payments now underway in the Copyright Royalty Tribunal (CRT). No details of the agreement were disclosed.

VIDEO BREAK — International tennis star Pam Shriver spent time between matches at last year's Wells Fargo Tennis Tourna- ment of Champions in Rancho Bernardo, Calif. playing Sega-Gremlin's "Space Fury" and "Space Odyssey" video games.