EDITORIAL

Opportunity Beckons

Every year, when Super Bowl Sunday rolls around, the eyes of the nation are focused on the National Football League. Same goes for the World Series and Major League Baseball, the Kentucky Derby and horse racing, the Indianapolis 500 and auto racing and the Oscar ceremonies and the motion picture industry. During those special moments, the spotlight is centered on stage beacons.

Why doesn't the music industry realize this? The Grammy Awards annually recognize the top achievements of the year in the industry. To the public, the Grammys reflect what those in the industry judge to be the top efforts among their peers.

If the industry thinks enough of the Grammys to award them in the first place, why aren't the commercial opportunities properly exploited? Motion picture studios reap a bundle of extra profits annually with Oscar awards (and even nominations) by maximizing the marketing opportunities presented by having product judged "the best." With a national broadcast over a major network a given, why can't the music industry use the occasion to generate excitement and momentum in the marketplace with carefully planned marketing campaigns?

The Grammy Awards are a natural. Each time they roll around, the attention of the public is focused on the music industry — anxious to see what those in the industry feel were the top achievements of the year. With such a captive audience available, why are the tremendous opportunities present dismissed so easily?

• Dealers run fewer sales due to drop in label support (page 5).
• Elektra/Asylum, Alfa bow $6.98 list new artist links (page 5).
• Retailers capitalizing on Grammy Award nominations with "do it yourself" promotions (page 5).
• Score to Ragtime is nominated for two Oscars (page 5).
• Smokey Robinson's "Yes It's You Lady" and "Old Enough" by Lou Ann Barton (new and developing artist) are the top Cash Box Album Picks (page 7).
• The J. Geils Band's "Freeze-Frame" and "I Know What Boys Like" by The Waitresses (new and developing artist) are the top Cash Box Singles Picks (page 9).

TOP POP DEBUTS

SINGLES

75  FREEZE-FRAME/FLAMETHROWER — The J. Geils Band — EMI America

ALBUMS

54  MESOPOTAMIA — The B-52's — Warner Bros.

POP SINGLE

CENTERFOLD  The J. Geils Band  EMI America

NUMBER ONES

B/C SINGLE

THAT GIRL  Stevie Wonder  Tamia/Motown

COUNTRY SINGLE

ONLY ONE  T. G. Sheppard  Warner/Curb

JAZZ

COME MORNING  Grover Washington, Jr.  Elektra

Cash Box

The International Music Record Weekly

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**Alphabetized Top 100 Singles (Including Publishers and Licenses)**

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<th>No.</th>
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**Exclusively heavy sales activity this week**
Ownership Of Vid Rights Heats Up As Contract Issue

by Michael Glynn

LOS ANGELES — Label ownership of video rights to material by acts under recording contracts has been a grey area that is increasingly becoming the focus of contention. While neither the labels nor the artists themselves can predict just how important this right will be, it is widely assumed that the prospect of music video programming is good, if not presently lucrative. It is generally acknowledged by suppliers that the increasing demand for video division to their organizations in recent weeks, joining such firms as Shep Gordon's Alive Enterprises (Cash Box, Feb. 7) and Vanna White's new line of Bertelsmann-owned PolyGram acts the PolyGram act the line launched under the label's new LP called "Neonatic" by drummer Yoshiko Takashii. The $6.98 line will be applied to other selected E/A and Alfa releases in the future.

LOS ANGELES — Elektra/Asylum and Alfa Records became the latest labels to debut reduced price lines this year with the release of albums at a list of $6.98. The first E/A LP with the new list price is the just-released six-song "Television Theme Songs" by Grammy-winning composer-producer Mike Post, with Alfa's entry a new LP titled "Neonatic" by drummer Yoshiko Takashii. The $6.98 line will be applied to other selected E/A and Alfa releases in the future.

Two Music Oscars

Ragtime Score Nominated For Two Music Oscars

by Michael Martinez

LOS ANGELES — The Randy Newman soundtrack from the Paramount film "Ragtime" last week nabbed nominations in both music categories for the 54th Annual Grammy Awards, including best original score and best original song, "One More Hour." During a press conference last week, the Academy of Motion Picture Arts and Sciences revealed nominees for its January awards ceremony, which will be presented to winners March 29 at the Dorothy Chandler Pavilion in Los Angeles live on ABC-TV.

Joining Ragtime as nominees in the best original score category were the Various soundtrack from the Ladd Company/Warner Bros. picture "Chariots of Fire," the Dave Grusin soundtrack from the Lucasfilm/Lucasfilm/Pictures-Raiders-The Lost Ark" and the new North's soundtrack to "Dragonslayer," a Paramount film.

On the original song category was the Vangelis/"Chariots of Fire" achieved the most success as a soundtrack record, as the PolyGram distributed LP has reached $50 on the Cash Box Top 100 Albums chart. The "Main Theme from Chariots of Fire" is currently $32 bullet on the Cash Box Top 100 Single list.

Nominated along with Ragtime's "More One Hour" in the best original song category is Dori Pothier's "Arthurs Theme." 

PLATINUM DIAMOND — Columbia recording artist Neil Diamond was recently awarded with his eighth consecutive platinum album for his current effort, "On The Way To The Sky," which features the hit single "Yesterday's Song." Presented at the presentation are (left to right): George Chalas, director, national promotion, West Coast, Columbia; Randy Anderson, vice president/general manager, Columbia; Diamond, and Ron Oberman, vice president, merchandising, West Coast, Columbia.

Radio Networks Form Association To Ture Clients

by Larry Riggs

NEW YORK — In an effort to attract more advertising dollars to network radio by presenting a unified front, Thomas Burchill, president of the RKO Radio Networks, Edward R. Murrow, former president of ABC Radio Networks, last week formed the Radio Network Assn. (RNA). Joining RKO Radio General Manager Roosevelt William, the association's new president is CBS Radio Network and the NBC Radio Network.

"We've set the goal to sell the medium of network radio," said McLaughlin. "In 1981, network radio cleared over $200 million in gross revenues, and that's only a small part of the total potential." 

The new organization is planning to use computerized central mailing lists, special reports, ad and promotion activity analysis of network clients and prospective clients to enhance their efforts

Retailers Take Lead In Grammy Promotions

by Jim Bessman

NEW YORK — Despite the lack of an industrywide promotional campaign and concentrated label support, record retailers have found a way to capitalize on the considerable media attention surrounding the upcoming 24th annual Grammy Awards promotion. It's called "do it yourself." 

"We end up doing our own stuff," said Ralph Bergman, president of the 130-store Record Bar web, which plans a chainwide promotion on Grammy-winning product. Bergman's comments were echoed by most dealers contacted by Cash Box on the eve of the Feb. 24 Grammy telecast. Nearly all of those surveyed felt the industry in general is missing out on a golden opportunity by not mounting a major promotional push tied to the National Academy of Recording Arts & Sciences' Grammy Awards show, the record industry's equivalent to filmdom's Oscars.

Many retailers were especially critical of the major labels for not developing merchandising campaigns designed to either support further the label's ongoing and/or the retailer's efforts.

"What's happened to the Grammy Awards?" asked Ben Karo, head of New York's King Karo chain. "It's like we've been told, "You guys never hear a word" from label reps regarding Grammy sales lines. I don't even think they know what's going on."

"We basically, we think the record business is sitting on its hands," said Joe Bressi, vice president of purchasing at Stark Record & Tape Services, Inc., which operates 120 Camelot stores. "This is our World Series!" According to Chris Hopson, director of advertising for the Sacramento, Calif.-based Tower Records chain, manufacturers should be the catalysts for Grammy sales promotions. "I've never seen any real excitement from manufacturers," he said. "They don't even know there's a show."

Praise For NARAS

While most dealers were critical of the lack of label support for the forthcoming awards broadcast, they were equally praiseworthy of the Grammy promotions. "NARAS has really tried," according to Bressi. "They were very cooperative in sending us posters and other (display) materials."

At present, NARAS assembled a limited number of promotional kits for dealers, available on request. The kit includes a limited edition poster, a large flyer for window or wall display and two bright yellow browser strip headings.

Cash Box/February 20, 1982

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Bach, Rossi Promoted To New Executive VP Positions At WEA

LOS ANGELES — Russ Bach and George Rossi have been named the positions of executive vice president, marketing, development, and executive vice president, marketing, respectively, for WEA Corp. Bach, formerly senior vice president, marketing development, and Rossi, formerly vice president, sales-promotion administration, will assume the new positions immediately.

Bach will continue with his duties in marketing development, with an emphasis on the development of the Warner Home Video division. Rossi will be responsible for marketing of WEA distributed product.

Bach entered the music industry in 1960 in sales and promotion with James H. Martin. In 1965, he joined Liberty Records in promotion, eventually moving to branch manager, then regional manager. He joined WEA in 1973 as Los Angeles branch manager, where he went on to win "WEA Branch Manager of the Year" at the distribution company's first national convention later that year. In 1978, he was promoted to the position of vice president, marketing development, with the responsibility for Warner Home Video sales added in 1980. A 26-year veteran in the music industry, Ross began his career in 1956 with Decca Records. He worked for David Rosen Inc. for nine years (starting in 1959), then moved on to become New Jersey branch manager for ABC Records and Tapes.

Rossi then joined WEA Corp. when it was formed in 1971, starting as Philadelphia branch manager. In 1974, he was promoted to New York regional branch manager, then moved to Los Angeles branch manager (following Bach) in 1977. He was named vice president, sales-promotion administration, in 1980.

Commenting on the promotions, WEA Corp. president Henry Droz said, "Both Russ and George have played vital roles in the success of our company. We look forward to their future contributions in helping us maintain, without disruption, our capacity to meet the challenges of tomorrow's changing marketplace."

"In addition to recognizing their past contributions to the company," he added, "these two appointments have been made so that we may fulfill the company's responsibility to the future growth and development of our labels, artists and customers."
THE WAITRESSES (Polydor/PolyGram PD 2196)
I Know What Boys Like (3:11) (Merovingian Music/Cn Ch Music-BMI) (C. Butler) (Producers: K. Minnicker; O. Butler)
If the Waitresses’ sly, teasing number seems familiar to some, it’s because it’s been released twice before, first on a sampler of Akron bands in 1983 and then again last year on ZE/Antilles. A cult fave on many progressive rock outlets, it could see mainstream pop success now. Third time lucky?

THE CHURCH (Capitol 5087)
The Unguarded Moment (3:09) (Webelock Music Corp.-ASCAP) (S. Kilbey, M. Parker) (Producers: C. Gilibe, B. AP)
Jangling guitars, a la the early Rickenbacker sound of The Byrds and The Beatles, meshes with the deep, accented vocals of church lead singer Steve Kilbey on this Sydney, Australia quartet’s debut single. The thoughtful lyrics work nicely with the joyous rock beat for a distinctive AOR pop piece.

SUN (Capitol 5092)
Slammed Dunk The Funk (4:20) (ASCAP) (B. Byrd)
(Producers: B. R. Fleming; B. Byrd)
Capitol releases this sinewy funkler from the forthcoming “Let There Be Sun” LP just as we move into the thick of the National Basketball Assn. race. Sun leader Byron Byrd handles the rap play by play “like this” and makes this most mellow track as the band goes for a B/C chart score. Look for black club play on this as well.

BRUCE SUDANO (Millenium JH-13104)
Sudano wrote this dramatic ballad of a family torn apart with wife Donna Summer (she recorded it as well) and captures just the right emotion with a fairly simple piano arrangement.

MAC DAVIS (Casablanca/PolyGram NB 2346)
Midnight Crazy (3:12) (Songpainter Music-BMI) (M. Davis) (Producer R. Hall)
Davis leaves the country for a few minutes to try his hand at some suave pop rock. Not an unqualified success, but it does contain lines like “It’s midnight, baby/Capote’s on the Carson show/He ain’t my thing and outside it’s raining/T here ain’t no place we can go.”

BOBBY VINTON (Tapestry TR08)
Not surprisingly, favorite Polish-American son Vinton has responded to the current crisis with his own musical message, a pop polka stressing that Poland will endure.

MARIE OSMOND (Elektra E-47430)
I’ve Got A Bad Case Of You (2:40) (Rick Hall Music-AFCAP) (W. Aldridge, T. Brasfield) (Producer: R. Hall)
This is about as close to a torch song as Marie Osmond has gotten in her career, although it’s not slow or smoky. Something like Oliva Newton-John’s earlier material, it’s light mass pop appeal material, which could go A/C or country, too.

BONNIE RAITT (Warner Bros WBS 50022)
Keep This Heart In Mind (3:19) (Home Groen Music, Inc./Dats All Music-BMI) (F. Marrone) (Producer: R. Fraboni)
Raitt turns to a pop blues once again on the first single from her new “Green Light” LP, “getting expert backup from the Bump Band, featuring ex-face Ian McLagan and Ricky Fataar.

GRAM PARSONS (Warner Bros WBS 50013)
Return Of The Grievous Angel (3:54) (Wait And See Music-BMI) (G. Parsons, B. Brown) (Producer: G. Parsons)
The late legend of country rock comes back to us in the form of this previously unreleased release of (seque to?) his classic “Grievous Angel,” with Emmylou Harris on harmony. A must for collectors and adventurous country pop, outlets.

WILLIE NELSON (Columbia 18-02741)
Always On My Mind (3:33) (Screen Gems — EMI Music Inc./Rose Bridge Inc. — BMI) (J. Christopher, W. Thompson, M. James) (Producer: C. Manahan)
Nelson’s big new Chaps Moman-produced ballad is pop-oriented as anything he’s done, and radio is proving it. Look for major crossover play to build on pop, A/C and country.

JOHN DENVER (RCA JH-13071)
Shanghai Breezes (3:12) (Cherry Lane Music Publishing Co., Inc.—ASCAP) (J. Denver) (Producers: J. Denver, B. Wyckoff)
Light, lifting Denver fare for lovers separated by distance but not feeling, it has the slightest touch of exotic Orient in the flute, but the melody is simple and instantly memorable.

THE JACKS (Cleveland Intl’/Episcopic P. Wolf, S. Justman) (Producer: S. Justman)
**Flamethrower (3:54) (Center City Music-AFCAP) (S. Justman) (Producer: S. Justman) (pop, BB/C)**

STEVIE NICKS (Modern MR 7401)
THE J. GEILS BAND (EMI America 9742)
* Freeze Frame (3:43) (Center City Music-ASCAP) (P. Wolf, S. Justman)
** (pop, BB/C)

THE JACKS (Epic 14-02720)
Working Day And Night (4:18) (Miran Publishing Inc.-BMI) (M. Jackson) (Producer: M. Jackson)
** (pop, BB/C)

4 OUT OF 5 DOCTORS (Nemperor/CBS ZS 02716)
Never Say Die (3:27) (RightSong Music Inc./Pebas Music — BMI) (C. Everett) (Producer: G. Jixman)
The prognosis for 4 Out Of 5 Doctors, as far as pop radio play is concerned, improves significantly with this ultra-melodic new single from the “Second Opinion” LP. The Washington, D.C. band weaves influences in from the Beatles to the Beach Boys, and perhaps a little 10cc, here.

KOKOMO (Columbia 18-02719)
A Little Bit Further Away (3:29) (Frank Collins Music-BMI) (F. Collins) (Producers: L. Graham, J. Mack)
Along with AWB, Kokomo was one of the most soulful white electric bands to come out of the British Isles in the early-to-mid 70s. Happily, it has returned with much the same line-up that appeared on its last recording in ’76, the four-part vocals remaining and Frank Collins and Tony Beard added.

JIM STEINMAN (Cleveland Intl’/Epic 14-02695)
Lost Boys And Golden Girls (3:58) (Neverland Music/Lost Boys Music — BMI) (J. Steinman)
(Producer: J. Steinman) (pop, BB/C)

GINO VANNELLI (Arista AS 0664)
The Longer You Wait (3:36) (Black Keys Music-BMI) (G. Vannelli) (Producer: G. Vanelli, J. Vannelli, R. Vannelli)
Singleton Named Creative Unit VP At Motown Label

LOS ANGELES — Raymona Singleton has been named to the post of vice president and operations director for the creative division at Motown Records. In her new position, Singleton will be responsible for “all creative matters regarding the label and its artists,” according to the label.

A veteran of 20 years in the music business, Singleton has served with Motown since its inception. In addition to a variety of managerial positions with the record label, Singleton also helped in the formation of Record One Music, Motown’s publishing company.

Through such a varied background, Singleton has worked with a number of prominent artists — including Stevie Wonder, Smokey Robinson and the Miracles, the Temptations, Rick James, Mary Wells, Marvin Gaye, the Four Tops and Diana Ross and the Supremes — as well as Motown’s writers, producers and musicians.

Commenting on the appointment, Motown president Jay Lasker said, “Ms. Singleton, with her obvious talent and wealth of knowledge on Motown, and we’re extremely pleased that such a valuable and multi-faceted person will be heading the creative division.

Baccigaluppi Named To Nautilus VP Post

LOS ANGELES — Richard Baccigaluppi, a 20-year veteran of professional sound and high fidelity marketing, has been named vice president of sales and marketing for Nautilus Recordings of Pierno Beach, Calif. Baccigaluppi will direct all marketing and sales efforts for Nautilus’ SuperDisc and SuperCassette lines, including work with the company’s national field sales force and dealer group.

Prior to joining Nautilus, Baccigaluppi held a variety of technical, sales, and sales management posts in audio, having recently served for several years as national sales manager for loudspeaker manufacturer Infini-Systems of Chatsworth, Calif.

PolyGram Names Punt

NEW YORK — Dankert J. Punt has been named executive vice president of the PolyGram group. He assumes responsi-
bility for finance and administration. He is succeeding Karl-Heinz Busacker, who recently retired, in the role of executive vice president of the Philips Group of Companies in West Germany. Punt was most recently executive vice president for finance and administration of the Philips Group of Companies in Australia.

EXECUTIVES ON THE MOVE

Solomon
Graf
Minger
Greenberg

Solomon Appointed At CBS — Elise S. Solomon has been appointed as a senior attorney in the Records Section of the CBS Law Department. Prior to joining CBS she was associated with the law firms of Well, Gotshal & Manages and of Fried, Frank, Harris, Shriver & Jacobson, New York City.

Chrysalis Promotes Graf — Chrysalis Records has announced the appointment of Patty Graf to promotion coordinator. She has been with Chrysalis for two years and is responsible for dealing with secondary stations in the country.

Minger Promoted — Darryl Minger has been promoted to associate tour press director for Elektar/Asylum Records. He was an account executive with the Howard Bloom Organization from 1976-80 and served as the post of the New York-based public relations/advertising/marketing firm of Minger, Allen & Patton in 1980-81.

Changes At WEA — The WEA New York sales office has changed with the appointment of Philip Van Poole as a field merchandise for the local records and tape retail market. He has worked for WEA in the New York branch mailroom, and then as an inventory clerk. Also announced was the appointment of Nancy Pollick as a field merchandise for the Miami record and tape retail market. She replaces Marc Weiselberg who recently was appointed a WEA video sales representative for Miami. Prior to her joining WEA, she had been with PolyGram for three years.

Greenberg Named — Bonnie Greenberg has been appointed director of business affairs, for MCA Records. Prior to joining MCA in April of 1980, she worked for ABC Records in its legal department.

Evers and Mupo Join PAJR — Palo Alto Jazz Records has named Al Evers and Don Mupo to label posts. Evers has assumed the duties of national promotion director at the label’s offices. He was president of the Berkeley Agency. Mupo takes over as national sales and marketing director. He was west coast marketing for GT/Creative Records and also was with ASCAP.

Melnick Named At CBS — Saul Melnick has been appointed national sales manager for CBS Video Enterprises. He joined CBS Video Enterprises in 1980 as national accounts manager.

Changes At Erect — Erect Records has announced the additions of Ron Cain Jr. and Kevin Kurry to its executive staff. Cain was appointed national director of secondary R&B promotion. Previously, he was an independent promoter and Top 40 promotion.

He comes from Minnesota where he was the general manager of KSMR, a local radio station.

Scruggs To Blanton/Harrell — Melinda Scruggs, formerly of Word Records, has joined the artist management firm of Blanton/Harrell Productions in Nashville, where she will serve as an executive assistant. In her new post, Scruggs will be in charge of coordinating all artist relations, recording projects and publishing functions.

LoFrumento Named At ASCAP — John A. LoFrumento has been appointed controller of the American Society of Composers, Authors and Publishers. Prior to joining ASCAP, he served as vice president and controller of the Travelers Cheque Division of the American Express Company.

Greenzeig Named At Showtime — Stuart M. Ginsburg has been named director of public relations for Showtime. Before joining Showtime, he was director of national publicity for Atlantic Records. From 1971 to 1978, he worked for RCA Records as manager of press and information.

Bochanty Named At VHD — Terry Bochanty has been named national sales manager for VHD Programs, Inc. He comes to VHD Programs for Discison Associates, where he served as sales executive for the southwest region.

Smith Named At Watermark/ABC Radio Enterprises, Inc. has announced that Ralph Smith has been promoted to vice president and general manager of Watermark/ABC Radio Enterprises. He was formerly vice president of finance and administration.

Ruben Joirs Gershman — Pamela J. Ruben has joined Michael Gershman Communications as a publicist. She was most recently west coast bureau chief at Fairchild Publications’ Energy User News. She has also been a general assignment correspondent at Portland’s afternoon daily, the Oregon Journal.

Hearn Named VP, Marketing, For Sparrow Records

LOS ANGELES — Bill Hearn has been appointed to the post of vice president, marketing, for Sparrow Records. In his new position, Hearn will be responsible for all merchandising and promotion activities, corporate public relations, artist development and record/tape manufacturing.

Hearn, who joined the company after a six-month hiatus, held the position of director of marketing services before he left. In his new post, he will report directly to B. R. Hearn, Sparrow president.

Commenting on the appointment, B. R. Hearn said, “This appointment coincides with Sparrow’s general corporate restructuring, a reflection of our company’s growth. Bill has been largely responsible for the growth that we have looked forward to future expansion together.”

Lee Hartstone, Integrity Head, Dies At 62

LOS ANGELES — Lee Hartstone, co-founder and chairman of the board of Integrity Entertainment, the parent company of the 135-store Wherehouse and Big Ben record retail chain, died Feb. 3 while undergoing a heart operation. Hartstone was recognized as one of the leaders in the retail field during his 50-year career in the business.

Starting with his father’s Robert’s Krey Music stores in Boston prior to World War II, Hartstone had a long career that spanned much of the industry. In addition to his work as a retailer, over the years, Hartstone was involved as an executive with London Records, as well as a variety of positions in independent distribution, rack jobbing, one-stop operation and sales of video software.

Along with Ben Bartel, Hartstone formed Integrity Entertainment in 1969 and opened six Wherehouse stores in Southern Californi-a in 1970. In the intervening years, Integrity’s retail blossomed into the 135-store chain it is today. In addition, in recent years, Hartstone was also an innovative leader in marketing video software, introducing such concepts as an “adult-only” store for X-rated videos along with the standard array of product for a Wherehouse store.

Hartstone is survived by his wife, Marcia; two daughters, Jane Ellen and Judy; a son, Roger; and two brothers, George and Fred.

MAP Is Announced

LOS ANGELES — Music Artist Promotions (MAP) was recently formed by Tommy De Vitto, a former Four Seasons member and president of Gold Sound Records. The new firm was formed to handle national promotion and distribution for small, independent labels.

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24 TRACK RECORDING with Dolby A

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That’s Right $24.00 per hour

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Cash Box/February 20, 1982
JAZZ ALBUM PICKS

BAMBOO — John Neptune with Arakawa Band — Inner City IC 6077 — Producers: Yujio Hashimoto and Shoichiro One — List: 7.98

The follow-up to Neptune’s much-touted “Shogun” LP, “Bamboo” continues to explore the fusion of jazz with traditional Japanese folk instruments. Armed with several bamboo flutes of varying sizes, Neptune demonstrates admirably that there’s no reason why a Japanese musician shouldn’t borrow ideas as liberally as their jazz-loving Japanese counterparts do. The result is a very appealing and melodic sound that should draw a diverse audience.

THE NEW YORK MONTREUX CONNECTION — Various Artists — Columbia CF 37592 — Producers: Mike Berniker and Jim Fishel — List: none — Bar Coded

This live recording from the Koöl Jazz Festival in New York and the Montreux Festival in Switzerland features the Heidt Brothers, McCoy Tyner, Arthur Blythe, Paquito D’Rivera and Phil Woods. The New York side is devoted to a summit meeting of the three altoists, with the Swiss side spotlighting the Heidts and Tyner. Most outstanding performances are by Woods and Slide Hampton, who guests with the Heidts.


Art Ensemble of Chicago trumpet Lester Bowie has always managed to combine his sense of adventure with a generous dose of self-deprecatory humor. "The Great Pretender" finds Bowie on familiar ground utilizing unique tone colors to paint a lively landscape. What other contemporary musician would even consider recording "It’s Howdy Doody Time"?

BORN AGAIN — Chuck Rainey — Hammer and Nails HNS 1949 — Producers: David Ackerman — List: 7.98

Bassist Chuck Rainey has staked his career on his ability to be a sympathetic and creative sideman. "Born Again" is more than just a new label for Chuck Rainey. It once more demonstrates his versatility as a musician, while showing a depth of conception as a leader. Coaxing a full sound from a small group, Rainey makes his own bass the melodic tool of the album, creating a uniquely beautiful and commercial-sounding sound. A few all-star percussionists, including Paulinho Da Costa, Dornum Romaro and Crunchell Bennett, add spice.

TOP 30 ALBUMS

1. THE MOTHERS OF INVENTION - "We put the Big Band back into Rock 'n' Roll!"
2. Lenny Breau - "The Jazz Guitar"
3. The Modern Jazz Quartet - "The Jazz Messengers"
4. The Jimi Hendrix Experience - "Electric Ladyland"
5. Miles Davis - "Bitches Brew"

BREAKING NEWS!

Jazz pianist and composer Wayne Shorter has been named the recipient of the 2015 NEA Jazz Masters Award. The award is given annually to an individual who has made a significant contribution to the field of jazz. Shorter is known for his work with Miles Davis, Weather Report, and his own groups. He has also received numerous Grammy Awards and has been inducted into the Rock and Roll Hall of Fame. The award ceremony will take place on February 14th at the National Endowment for the Arts in Washington, D.C.
Ed Cramer: BMI's President Looks Eagerly To The Future

(continued from page 8)

On his home turf, Cramer’s commitment to confronting the future has resulted in BMI’s utilization of a broad computer system. He points proudly at the numerous advantages automation has given the organization.

“When we started considering automation, there was no model to follow,” said Cramer. “BMI was one of the few rights organizations in the world did what we did. In fact, there was really no model to follow, whether it involved music or performing arts. We weren’t sure what was technically known as data-based systems. So much so, that we’ve been used as a showplace by IBM. BMI.

“It wasn’t easy,” he continued, “but we’re most proud of this. I recognized in 1968 that something had to be done. At that time we had an elaborate card system. If you had two writers and a publisher, you had to make out four cards for each song—one for each writer, one for the publisher, and one for the title. And hopefully after those cards were placed in the right order, someone would physically take them out to look up something. I just said, ‘That can’t work.’ I had very little technical training, so I couldn’t do it, certainly not one of the major firms, and we paid a lot of money to come up with a proposal. And that solution was that we ought to get bigger files. And I said, ‘To hell with these people—I know it can be done.’”

Happy With System

Working closely with IBM and Helmut Gutenberg, head of BMI’s data processing department at the time, BMI went ahead with its program of computerization. Although the process has been difficult, Cramer, now 56, is more than happy with the end result.

“It’s now in its third generation,” reported Cramer, “and I’m pleased to say that other countries’ performing rights organizations have now developed similar systems. But I still think ours is the best, if only because we had a great deal of lead time and plenty of opportunity to refine it as we went along. The company now has over 1,000 employees, and our headquarters in New York is available in a matter of seconds in our Nashville and Philadelphia offices. Any BMI employee, whether a writer or publisher to visit any of our offices and get an instantaneous reading, not only on his catalog, but on the performance of each of his songs in the past year, in the past 10 years, and to-date earning records and history. It’s really spread us out; we could run this business from anywheres.”

Cramer’s pleasure over the computer system should in no way suggest that BMI is a cold, mechanized organization. One of the greatest pay-offs of automation is that it has freed BMI personnel to work directly with clients.

More Time Available

“The staff is able to answer questions very quickly,” added Cramer. “They spend less time at the facsimile machine digging into the records on the one-to-one relationships. In this office there are people who are always out working with the writers.”

Although BMI is eager to change with the times, Cramer feels that change can be accomplished quickly within the organization’s original corporate-like structure.

“If you look at BMI theoretically, and not how it actually works, you can see that it’s very old-fashioned,” he said. “BMI was formed in 1940 by most of the radio broadcasters because of a dispute with ASCAP (American Society of Composers, Authors and Publishers). There were anti-trust decrees with ASCAP, so the broadcasters had to come up with something to set up a competing organization. If you look at that, you say, ‘it must be a company union.’ ”

Today,” he continued, “of the original 600-odd stockholders, we only have about 300 today. We’ve got rid of about 30 of them every 20 years. It’s worth nothing to them in the sense that they get no financial benefits. No one really gets anything out of that. BMI stockholders pay the same licensing fee that everybody else does.”

Strong Corporate Structure

“And suddenly enough, this animal that started out as a creature of the broadcasting industry has developed into an entity that is technologically involved in an enormous amount of fear in its relationship with licensees,” he added. “There’s a big value in having the corporate structure as it is. Almost all performing rights organizations in the world are co-ops, with the board of directors made up of writers and publishers. BMI is different. None of our board members are writers or publishers, and again, I know that sounds strange. But when you look at it, you see that it’s not at all strange, because these people are totally objective. You can’t do this business and make a profit, only if you have a strong board. They’re very demanding. But there are no profits—the only profit is that we’re all in there. That’s why it’s a strange animal. I know it’s one of the reasons that we operate at about $12 million a year less in overhead than our principal competitor. Ever since we’ve done exactly the same amount of work or more. It’s why we’re able to make big jumps.”

Cohen Named To Executive Staff

FOR CBS GROUP

NEW YORK — Elton Cohen has been named director of finance on the staff of the deputy president and chief operating officer of CBS Records Group. He will report to William F. Cramer, vice president of operations and finance on the same staff.

Cohen will be responsible for coordinating worldwide finance and analysis of CBS Records, CBS Records International, CBS Songs and CBS Masterworks. In addition to coordinating financial planning from the group perspective, Cohen will handle special projects.

Cohen joined the CBS Records finance department in 1971 as a staff accountant. A year later, he was named manager, financial analysis, and was promoted to director of mid-western business affairs in 1973. In 1979, he next moved was to the directorship of financial analysis at Columbia Records in 1981.

CBS Profits Decline

(from page 6)

million from a 1980 total of $16.6 million, while operating revenues fell to $95.4 million from 1980’s $42.4 million. Much of the brunt was taken by the CBS Musical instruments division, which was hard hit by heavy dollar spending. Nevertheless, Gabriel Industries reported a record year and its specialty stores division reported a strong performance.

In contrast, CBS/Broadcast Group more than made up for any losses incurred by other divisions as network operating revenues increased 13% to $9.1 billion over $1.4 billion in 1980. The profits reportedly stemmed from the network’s successful auction of the bidding for network television and other operating divisions.

In a related development, the directors of BMI voted to approve the record date for determining shareholders entitled to notice of, and to vote at the annual meeting of BMI shareholders, to be held April 21 in Boston, Mass.

EAST COASTINGS

WORDS ON PAPER, BOOKS IN WORDS — Books on popular music are gaining an ever-increasing share of publishers’ mass-market lists. From pocketbook to coffee table tomes, the book industry is finding a new formula for living the rock life. It’s only fitting that this explosion be extending into fiction, with works like Tony Parsons’ recent Platinum Logic, which suggests that you’ve got to be a real sleaze if you want to compete in this business. At the release of National Book Award winner Jerry Kosinski’s new novel, Pinball, which deals with the search for a recluse rock star. The camera-shy protagonist is a fanatically successful singer who has taken his离经叛道 Columbia Records chief Goddard Lieberson, and to whom Kosinski has in part dedicated the novel. The scenario focuses on a washed-up classical composer who is about to default back the South Beach, knocking out a living as a bar musician until he’s hired by a show-business manager to take over the role of the recluse rocker. Unbeknownst to the composer, he has known Goddard Streisand in the past, and finding him is something of a challenge. It’s never really a problem. Along the way, Kosinski drops a few bits about the record industry, although he never really tackles its machinations. Seeing that classical records don’t make as much money as pop records or that rock stars have a right to a 12-hour day from themselves have their audences aren’t exactly impressed. Perhaps that’s why the climax proves to be something of a silly affair. Seeking somehow to reconcile the pop and classical temperaments, Kosinski goes to great length to demonstrate that the composer’s rock star is not only a cheap and easy way to make the eggs all. As his protagonist puts it towards the close of the novel, the point “I gather, is that genius and chaos somehow can be reconciled only through sex, and that sexual promiscuity, bycombating isolation, timidity, and emotional routine, can easily engender creativity.” Not exactly news to those who have accepted rock ‘n’ roll at its face value.

WESTCHESTER THEATER STRUGGLES BACK — Continued revelations concerning widespread financial scandal rocked the Westchester Theater Center in N.Y. over the last few years, culminating in indictments against individuals connected with the office of the president of Warner Communications, Inc. Now, with a new and new management, the New Westchester Theater Center in the Tri-State concert circuit. The facility is managed by Bobby Schiffman and Billy Miller, whose agreement with the Lincoln Savings Bank, which owns the building, is giving them a real shot at offering bands “100% of the box office receipts less costs incurred.” Higher prices for concerts are part of the plan. Everything is considered, Miller said. “People from this community are willing to pay a little more to see the best the business has to offer, especially at so convenient a facility.” Since their salaries are paid by the bank and the theater has no union contracts, the duo maintain that a group ticket to shows on a Saturday night can earn more money than if they sold out Madison Square Garden... Recent successes at the theater have included The Kinks, Meat Loaf, Southside Johnny & the Asbury Jukes and the Marshall Tucker Band. Schiffman and Miller can be contacted at (914) 631-3313.

FROM THE NEWS DESK — Grace Jones’s spouse, Jean-Paul Goude, has been busily solling off recording footage for a new book. The book, which is being published by Warner Communications, is about the project features concert footage from London, Detroit and Washington, D.C., to help round it out, Goude recently set up shop on a downtown pier, where he photographed 12 Grace Jones look-alikes. The author is all washed-up classical composers are not showing. Goude is hoping to release the film to theatrical showing in the spring... Maureen Tucker, who played with the original Velvet Underground, is to release a book in the fall... Ed Sullivan’s recent concert album has been retitled “Me And The Boys” (like in the NRBO song, and he’ll tour with Shakin’ Stevens back-up band... Word from England is that John Lennon has finally convinced Paul McCartney to be a guest on his “Desert Island Disc” program. Guests are asked to pick the eight albums they wouldn’t mind being stranded on a deserted island with. Among McCartney’s choices were a song by his father entitled “Waking In The Park with Elsie.” John Lennon’s “Beautiful Boy” and Benjamin Britten’s “Courty Dances From Gloriana” will also appear... But the Geils Band will be on the Joe Franklin Show this Friday night. The appearance will include the first airing of the George Jett... First release on the new Columbia affiliated Delta label will be Coney Island’s own “Porch Swing.”

Who says labels can’t afford to pander to the whims of their groups anymore? Nashville country singer was so miffed that he wound up leaving their camp after their label.Bitton will... Songbird Dolly Parton will soon be seen off her own line of fashion and beauty products with headquarters in N.Y. and L.A. In announcing the new company, “Everything Beautiful,” Parton contended that she is a natural leader in fashion, because I deliberately set out to develop a fantasy image which was right for my career. I’ve always been very concerned with the proper care of my complexion and the application of a makeup, and the last 4 weeks I’ve released a re-discovered recording of “Let It Be” by Joe Cocker. The tape was unearthed as a tape, and the label is interested in hearing from anyone who knows the idiom...
A COUPLE REAL TOMATOES — While actress Linda Blair was signing autographs at the 1982 Winter CES, to promote the release of her film Hell Night on Media Home Entertainment, she met a guy with a hairy red tomato promoting MHE’s horror/comedy Attack Of The Killer Tomatoes. The price by their profit margins) can retail for $299.95. ‘We wouldn’t be surprised to see the new model for less than $300 itself when it reaches dealers’ shelves sometime this month.”

SOUND VIEWS — Warner Communications records group executive vice president Stan Cornyn has a busy slate of speaking engagements on the convention circuit in March. Cornyn, considered by many to be one of the most thoughtful and articulate statesmen of the record industry, will be making another appearance at the annual National Assn. of Recording Merchandisers (NARM) convention in late March, speaking out for a blank tape levy, but before that he will attend the International Tape Disc Assn. (ITA) Audio Video Up-date 1982, at the Sheraton Hotel in Las Vegas. He will present “The Status Of The Recording Industry Video” during a March 1 afternoon Home Video Workshop.

VIDEO SOFTWARE NOTES — ABC Video Enterprises, Inc., through its ABC Video sales division, will be licensing its films as well as performing arts programming produced for its ARTS cable service to Thorn-EMI Video Programmes for distribution in overseas markets. It was disclosed last week. The distribution deal, according to reports, is supposed to be one of the largest on record. Whether is releasing six new features, including The Hound Experimental, Terminal Island, Flesh and Blood and The John Landis-directed Schlitz. The company is also re-releasing, and releasing for the first time, several films of the decades such as Never Ever, which is a sequel to the classic American Film Institute film Night Must Fall, The Texas Chainsaw Massacre and Sawdust and Tornadoes. The contract is for a six-year period, with options for additional releases.

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Retailers Take The Initiative For Grammy Sales Promotions

"Grammy Nominations" and the other "Grammy Winners." NARAS also distributes album stickers to the record companies for winners and nominees at cost, and publishes the final lists of nominees. But it leaves dealers to themselves when it comes to promotions. "The academy doesn't have a budget to get into promotion activity," said Christina Adell, NARAS national executive director.

So far, A&M Records appears to be the only label to make a concerted merchandising materials, as it has done for past Grammy-nominated A&M acts like the Concerters and the Captain & Tennille.

Warner Bros Records is also trying to get a Grammy campaign together. Jim Wagner, national merchandising manager, said the company has been trying since last November to come up with a store poster to promote its nominated artists, but that the designs submitted so far included so many nominees that only a limited number could be used, "Nothing." Wagner is now trying to narrow the scope of the poster down to the top five categories.

Wagner recalled that a poster had been created for the Grammys once before in the mid-'70s, only to be rejected because the work was "out of style." But only as a day-after, post-awards promotion based on strong advance assumptions that the song would win. Also currently under consideration at Warners is some type of merchandising piece to highlight Grammy winners after awards are made.

The only other label activity involves the usual institutional ads congratulating the winners, as well as album-stickerering.

In the absence of a unified promotional campaign within the record industry, A&M decided to go out on its own in support of its winners.

At Tower Records, Hopson said his outlet was considering putting all the winners together on sale. Tower also congratulates winning artists by in-store appearances.

John London of Peaches reported that his stores display and identify nominated product, and also provide Grammy information in the absense of any record company campaign.

Our Nominees

Fairly Advantage

However, like Shapiro, Scher believes it is unfair for labels that do not have home video services to get out of the act or otherwise, to try lying up artist rights.

"The labels" all say they have video divi- sions, but beyond departments that over- see the production of promotional clips, there really aren't that many," said Scher, "and the ones that do — like RCA, CBS, and Warner Bros — have to put their money where their mouths are.

Some labels are already. According to EMI VP, MM, M, Magnificent- Capitol is presently developing Little River Band and Billy Squier video programs, among others. CBS/Island is releasing a concert tape by CBS/Epic recording act the Charlies Daniels Band. And, although managers and artists are negotiating more heavily for outside arrangements, labels are still attempting to protect what they feel are their rights.

The best analogy is motion pictures," summarizes contract attorney Jeff Ingber of Ziffren, Brittenham, Builen and Ingber. "Unless the record company agrees (the act) can't do it. It's like a sync (synchronization) right for a film. Ninety- nine percent of the artists don't want to grant it, if they feel the compensation is fair.

"For a long time it wasn't considered such as issue, but as time goes on, I think the negotiations will be much harder fought.

New FASB Rules Help Stem K-Tel Losses

NEW YORK — Revised results for K-Tel In- ternational, Inc.'s first quarter reduced its net loss after tax to $775,000 or 23 cents per share, from $1.1 million or 39 cents per share in the same quarter of 1981. The company previously reported a loss for the quarter, which ended Sept. 30, 1981, was $1,501, 000 or 45 cents per share.

Warner Music, A&M's joint venture with CBS, showed profits in the first quarter, its first profitable quarter ever, bringing its earnings to $1.6 million.

WCI Music Totalis

than quadrupled to $287 million. Knickerbocker Toy, another component of the divi- sion, helped out with a 49% revenue in- crease.

Warner Amex, WCI's joint venture cable TV operation, showed a 17% increase in taxable subscriber revenue, reaching $1 million by the end of 1981. Said that Music TV, a component of Warner Amex, which currently reaches 20 major markets, will be ordered by cable systems serving over 3,000,000 subscribers.

Warner Amex' profits recently raised the cash dividend 47% to an indicated annual rate of $1 per common share. This new rate begins with a dividend payable Feb. 16, 1982, a one-time dividend was declared last year in which WCI has raised its common dividend. The new rate is nearly four times the amount paid in 1976.

X-RAY VISIONS — Ex-door member and current X producer Ray Manzarek celebrated his birthday in February. Marking his 40th year in the music business, he was tending rehearsal sessions for his X upcoming album on Elektra/Asylum, as well as putting together his first solo project in over six years. Described by one insider as "ad- diction" and "a lot of good heavy rock," Manzarek's project is said to be "a live, concerty vibe" mixed with "classic rock" overtones. The disc, comprised entirely of instrumental numbers, includes some classic covers with new arrangements, along with a lot of the material Manzarek originally composed for The Doors.

The album is due in stores around the end of the summer.

CANT STOP THE GO-GO'S — After winding up a whirlwind tour at Phoenix, Arizona's Gila River Inn, the Go-Go's have returned to Los Angeles to get some well-deserved rest before launching back into the studio and lay tracks for a second LP, due out in fall. Richard Gotteher is slated to produce again, this time in L.A. rather than N.Y. The girls have most of their material written and have been rehearsing heavily with their manager, Night Train, and, more than likely, their classic remake of The Capitols' "Cool Jerk." On March 2, RS is unleashing the group's first picture-disc single, "We Got the Beat." "Our Lips Are Sealed," the second single, is due in late March. "I want to take the band in a different direction this time," said Nielsen, "something like a dance-pop rock group." BOYS ON FILM — Christene F. A German movie about decadent teens featuring David Bowies concert footage, is due in theaters soon. Also set for screening is Green Ice, starring Ryan O'Neal and soundtracked by Rolling Stone Bill Murray. Jack Lager...for his epic cinema Kaki, based on the Goral Vidal novel about a hip messiah. So far the Glimmer Twin has Sir Alec Guiness set to co-star and Hal Ashby tapped to direct him. Yet, although he has a screenplay ready to shoot and about $8 million in cash raised so far, the film is expected to run over $15 million. Consequently, Mick told the crew he doesn't expect to get it into any major theaters.

HIGH ROLLERS — For one weekend only, Feb. 19-21, astral band Jefferson Starship and the Beach Boys' Sahara Tahoe gambling temple. Traditionally, casinos avoided showcasing rock 'n roll acts, but this policy appeared to work in the Vegas area has featured such counterculture stalwarts as Frank Zappa and the Grateful Dead up the past few months. Speaking of the Starship, guitarist Craig Chaquico showed up at a San Francisco area high school to sit on a panel discussing careers in the music industry. Chaquico warned a group of students that were waverers of trusting the band's manager with a ma- jor credit card. "We keep making all this money, but somehow we never managed to see any of it."

WAX FAX — Trash Records is releasing a solo album by Maureen Tucker, former percussionist with the Velvet Underground. Tucker plays guitar, bass, drums, harmonica, synthesizer and sax on the LP, in addition to handling the vocals. BAM magazine's fifth annual Bay Area Music Awards, also known as the Bammys, will be given out on March 3 at San Francisco's Civic Auditorium. Performing at the fest will be hometown boys The Tubes and the Tower of Power horn section. Newly named presenters include Herb Alpert, Stone Temple Pilots, and Greg Kihn. All seven members of Madness are in Hollywood doing a commercial for Honda automobiles. In the video blurb, the entire ska ensemble piles into a compact CVCC car. A documentary motion picture about late rock star, Bob Marley, is slated to be released this spring. (Warner Bros.) "Endless Love" (Motown) will benefit the March of Dimes with an entire weekend of dual fine-outings. After its release..."The Jerks" go out to those recording artists celebrating their birthdays this week, including former Monkee Peter Tork, Eric Andersen, Melissa Manchester, Sonny Bono, Smokey Robinson and Yoko Ono. The Police pledge to proceed with "Outlandos d'Amour" and turn to making more records until 1983. Les, lead singer, has been working on the album ever since last spring, when it was due to the airline's...Ohio's own Michael Stanley stopped in the City of Angels while on a West Coast concert swing. He returns home to begin his next LP, which promises to include the curve of the Clapton material, the debut of a baby girl, Madeline, to Vivian and Allan Greenberg. Viv's an administrative assist- ant for PolyGram Television, and Allan is associate director of business and legal af-fairs at PolyGram Records...Rod Stewart and Ray Manzarek were in San Francisco last November, was forced to cancel a set of northeastern dates due to severe bronchitis and laryngitis. Complaining of "severe chest pains and coughing," Stewart requires complete bed rest and medical treatment for 10 days before his doctors say it is safe...GONE BUT NOT FORGOTTEN — The sensual Alex Harvey, once described as Great Britain's "oldest living punk," died of a heart attack on Feb. 4. Harvey, who started playing professionally in 1954 when he was just 19, recently formed a new R&B band that was set to begin a U.S. tour. Promotions for their new project, "A Vacation," were under way..."London Boys" solds of loyal fans the world over.

ALL YOU NEED IS LOVE — New and old romantics alike will be treated to quite a few concerts and events this month. For one, the Hollywood Club Lingerie Phil Specter protegee Darlene Love will usher in the heartthrobbing holiday with such classic tunes as "He's A Rebel," "Da Doo Ron Ron" and "Today I Met (the Boy I'm Gonna Marry)." She'll be on a double-bill with one of L.A.'s other famous bands, The Heaters.

jeffrey reyness

Points West

FRIDAYS GET FLASHED After appearing on ABC-TV's Fridays, Geffen Records is giving the group a 45-weekly with the debut of the concert show's cast. Picture are (l-r) Maryedith Burrell and Melanie Chartoff, Fridays, Ringo Starr and the group, and Brandice Kemp, Fridays.

CASH BOX/Febraury 20, 1982
MIND IF I SMOKE? — Comedian George Carlin (l) recently dropped by a taping session of Westwood One's "Dr. Demento show to match svips with the veteran radio comic. Demento's show air every Sunday on AOR stations in 150 markets nationwide. Spots to stations carrying the quiz. Listeners are urged to call the station to receive prizes as The Book of Rock Lists and subscriptions to a video game magazine for the correct answer. It is hosted by WNEW-FM/New York program director Richard Neer, Dick Clark's Rock Roll and Remember, the latest syndication offering from Un- ical Broadcasting Stations Inc. For Trade association information, call 1-800-331-8700. (Cash Box, Feb. 19, the Four Toppers, Feb. 26, Rod Stewart, March 5, and Kim Carnes March 12. The Rod Stewart show will air on ABC Radio Network's contemporary hits block, KMET/Los Angeles and KSHJ/St. Louis, bringing the total to 120 stations nationwide. The show, which features two short-form features, two hour program on barter basis also offers promotion material for ABC's new program "The Source". The Network has initiated a study into the extent of the Cuban interference in the U.S. and has passed a resolution stating that, whereas we recognize that this illegal interference has been going on for 13 years and what we're trying to resolve the problem, the FAB encourages the United States Government to construct and operate a radio jamming capability to be used in the Cuban operation," said Matt Liebowitz, special counsel to the FAB. "This is different from Radio Marti because we would only want this as a temporary measure to give the Cubans incentive to negotiate, and Radio Marti is not con- sidered a jamming capability tool." Radio Marti is the proposed high-powered AM station that would broadcast the Voice of America direct to Cuba from the United States. The FAB's resolution states, "We're only proposing this to give Cuba incentive to negotiate, and we're anx- ious for a negotiated settlement," said Liebowitz. Liebowitz said that he now plans to take this resolution to appropriate arms of the Federal Government. "We're having a meeting with the Florida Congressional delegation March 2, and we're seeking congressional assistance from the State Department and the White House. The NAB's strategy on this issue is going to be somewhat similar to what we're going to do with respect to the extent to which Cuban interference affects U.S. stations. At this time, nobody really knows the extent of the Cuban interfer- ence," said Michael Raus, Southern Region manager at the NAB. "At the Region 2 conference in Rio, Cuba said that it was going to change the frequencies of 48 of its stations in a block, and the conference would not allow that, so they walked out. (Cash Box, Dec. 26, 1981). What we want to know is how much this block change is going to affect U.S. stations," Raus estimated that the study would be complete by March and that the NAB would present the information to the FCC and the State Department. In a statement, the FAB's assertion that the Cuban interference is "a matter of concern," said Richard Sabo, vice president of the ABC FM Network. He originally came to ABC from the position of creative services vice president at WNEW/New York. Sabo Named VP, ABC Radio Webs NEW YORK — Walter R. Sabo, Jr. has been named vice president of the ABC Radio Networks. He will be responsible for providing guidance to affiliates of the six ABC Radio networks, effective March 1. Sabo returns to ABC Radio from a three- year tenure at NBC Radio, where he was exec- utive vice president, FM radio. Between 1975 and 1978, Sabo served as vice president of the ABC FM Network. He originally came to ABC from the position of creative services vice president at WNEW/New York. Verne Exits NBC For Post At LIN NEW YORK — Dick Verne, president of NBC Radio, will leave the network, leaving his post to assume the position of group vice president of LIN Broadcasting Company owning five AM and five FM stations. LIN Broadcasting owns WIL-AM and WMIL-FM in Milwaukee, KSL-Radio and WRK/Otter, ABC Radio Networks, Inc. is a full-service company owning five AM and five FM stations. LIN Broadcasting owns WIL-AM and WMIL-FM in Milwaukee, KSL-Radio and WRK/Otter, ABC Radio Networks, Inc. is a full-service company owning five AM and five FM stations. LIN Broadcasting owns WIL-AM and WMIL-FM in Milwaukee, KSL-Radio and WRK/Otter, ABC Radio Networks, Inc. is a full-service company owning five AM and five FM stations.
CASH BOX ROCK ALBUM RADIO REPORT

# 1 MOST ADDED

<table>
<thead>
<tr>
<th>LP Chart Position</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Release Date</th>
<th>Chart Position</th>
<th>Added to Stations</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>UFO</td>
<td>MECHANIX</td>
<td>CHRYSALIS</td>
<td>ADDS: KMET, WBAB, WROQ, WMMS, WLIR, WKLS, WCCC</td>
<td>Positions</td>
<td>Moderate breakthroughs in West and Midwest; fair in others.</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>BRYAN ADAMS</td>
<td>YOU WANT IT, YOU GOT IT + A&amp;M</td>
<td>ADDS: None</td>
<td>HOTS: KSJO, WLIR, KZAM, WNEW, WKLS, KSHE, WOR, WMMS, WKES, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Moderate breakthroughs in West and Midwest; weak in others.</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>ALDO NOVA</td>
<td>PORTRAIT/CBS</td>
<td>ADDS: KOME, WLBM, WLIR, WAXX</td>
<td>HOTS: None</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>PETER CETERA</td>
<td>FULL MOON/WARNER BROS.</td>
<td>ADDS: None</td>
<td>HOTS: KSJL, WLIR, KZAM, WNEW, WBAB, WROQ, WKLS, KSHE, WOR, WMMS, WKES, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>CHUBBY CHECKER</td>
<td>THE CHANGE HAS COME + MCA</td>
<td>ADDS: WHFS, WMKN, WNEW, WOR, WKLS, KSHE, WROQ</td>
<td>HOTS: None</td>
<td>Positions</td>
<td>Just shipped.</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>FOREIGNER</td>
<td>4 + ATLANTIC</td>
<td>ADDS: None</td>
<td>HOTS: KOME, KNKN, WABX, WRWX, WLIR, KLIR, WNEW, WMMS, WMKN, KNK, KNK, KMET</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
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<tr>
<td>7</td>
<td>GENESIS</td>
<td>ABACAB + ATLANTIC</td>
<td>ADDS: None</td>
<td>HOTS: KOME, WCOZ, KZEL, WBNW, WKLS, WLIR, KSHE, WOUR, WMMS, WQG, WDMN, KBPI, WAXX, WQG, WKLS, KLIR, WNEW, WMMS, WKES, WQG, WMNN, KBPI, KMET</td>
<td>Positions</td>
<td>Weak in Midwest; fair in others.</td>
<td></td>
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<tr>
<td>9</td>
<td>SAMMY HAGAR</td>
<td>STANDING HAMPTON</td>
<td>GEFFEN</td>
<td>ADDS: None</td>
<td>HOTS: KOME, WLBM, WCOZ, KNKN, KSJO, WLIR, KLIR, KSHE, WSHG, WBNW, WMMS, KZEL, WCOZ, KNKN, WBNW, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Good in all regions.</td>
</tr>
<tr>
<td>10</td>
<td>HUEY LEWIS &amp; THE NEWS</td>
<td>PICTURE THIS + CHRYSALIS</td>
<td>ADDS: KBPI, KZEL, WBNW, KSHE, WSHG, WBNN, WMMS, KZEL, WCOZ, KNKN, WBNW, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Weak in Midwest; fair in others.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>THE CARS</td>
<td>SHAKE IT UP</td>
<td>ELECTRA</td>
<td>ADDS: None</td>
<td>HOTS: KOME, KZEL, WABX, WBNW, WMMS, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Moderate breakthroughs in East and West; fair in others.</td>
</tr>
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<tr>
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<tbody>
<tr>
<td>12</td>
<td>WHFS</td>
<td>WBAB</td>
<td>KNAC</td>
<td>HOTS: WMMS, WHFS, WBNW, WMMS, WQG, WDMN</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
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<tr>
<td>13</td>
<td>WPLR</td>
<td>WBAB</td>
<td>KNAC</td>
<td>HOTS: WMMS, WHFS, WBNW, WMMS, WQG, WDMN</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td>WHFS</td>
<td>WBAB</td>
<td>KNAC</td>
<td>HOTS: WMMS, WHFS, WBNW, WMMS, WQG, WDMN</td>
<td>Positions</td>
<td>Good in all regions.</td>
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<tbody>
<tr>
<td>15</td>
<td>MERCURY/POLYGRAM</td>
<td>ADDS: KOME, WLBM, WCOZ, KZEL, WBNW, WMMS, WQG</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>16</td>
<td>MERCURY/POLYGRAM</td>
<td>ADDS: KOME, WLBM, WCOZ, KZEL, WBNW, WMMS, WQG</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>17</td>
<td>MERCURY/POLYGRAM</td>
<td>ADDS: KOME, WLBM, WCOZ, KZEL, WBNW, WMMS, WQG</td>
<td>Positions</td>
<td>Good in all regions.</td>
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<tr>
<td>20</td>
<td>HUMAN LEAGUE</td>
<td>DARE</td>
<td>VIRGIN/A&amp;M</td>
<td>HOTS: WMMS, WHFS, WBNW, WMMS, WQG</td>
<td>Positions</td>
<td>Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>BRYAN ADAMS</td>
<td>YOU WANT IT, YOU GOT IT + A&amp;M</td>
<td>ADDS: None</td>
<td>HOTS: KSJO, WLIR, KZAM, WNEW, WKLS, KSHE, WOR, WMMS, WKES, WQG, WDMN, KBPI, KMET</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
<td></td>
</tr>
<tr>
<td>22</td>
<td>OZZY OSBOURNE</td>
<td>DIARY OF A MADMAN</td>
<td>JET/CBS</td>
<td>ADDS: WHFS, WMKN, KLIR, WNEW, WSHE, WMMS, KNK, KMET</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
<td></td>
</tr>
<tr>
<td>23</td>
<td>PRISM</td>
<td>SMALL CHANGE</td>
<td>CAPITOL</td>
<td>ADDS: WBNW, WBNW, WBNW, WBNW, WBNW</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
<td></td>
</tr>
<tr>
<td>24</td>
<td>THE ROLLING STONES</td>
<td>TATTOO YOU</td>
<td>ROLLING STONES/ATLANTIC</td>
<td>ADDS: None</td>
<td>HOTS: KOME, KZEL, WABX, WBNW, WMMS, WMMS, KNK, KMET, WBNW, WMMS</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
</tr>
<tr>
<td>25</td>
<td>ROD STEWART</td>
<td>TONIGHT I'M YOURS</td>
<td>WARNER BROS.</td>
<td>ADDS: None</td>
<td>HOTS: KZEL, WBNW, WLIR, WBNW, WMMS, WMMS, WMMS, WMMS, WMMS, WMMS, WMMS, WMMS, WMMS</td>
<td>Positions</td>
<td>Moderate breakthroughs in all regions.</td>
</tr>
</tbody>
</table>

LISTED ALPHABETICALLY BY ARTIST
WEA Int'l Worldwide Video Convention Bows Staff, Spotlights Rentals Plan

AMSTERDAM — WEA international's first worldwide video conference, held recently at the Marriott Hotel, spotlighted its recently globally-installed rental program and stressed its commitment to home video rentals. In addition, the firm announced several new appointments and discussed its acquisition of the United Artists film library. The conference, chaired by WEA international president Nemsi Ertegun and video division vice president Lee Mendell, was attended by Warner Home Video president Mort Fink and vice president Allan Bond Named To Business VP Position With CRI

NEW YORK — Peter Bond has been named vice president of business development at CBS Records International (CRI). In his new position, he will be responsible for developing business in all territories where CRI is currently either unrepresented or represented by something other than a wholly-owned subsidiary. He will also develop contacts with all existing and prospective CRI partners and develop business in existing territories.

Before joining CBS Records in 1978, Bond was managing director of Phonogram in Nigeria and director of A&R and marketing at Phonogram in the U.K. His most recent post was vice president of business development for CRI in London.

Kress, along with the managing directors and video managers from 20 territories.

Ertegun reported the several appointments to the company's expanding video division, including Warren Lieberfarb, who was named executive director of East Coast video operations. Lieberfarb, who Ertegun described as "a major film and home video authority," will act as the head of the recently acquired UA film library. Prior to this executive position, Lieberfarb served as senior vice president of Lorimar Prods. and, before that, as vice president of international advertising and publicity for Warner Bros.

More Promotions

Ertegun announced the promotions of Daniel Gruenberg, former European production coordinator for WEA International, to the newly-created role of director of European video operations, and David Jones, former executive vice president of WEA Discos Ltd. in Brazil, to director of WEA video operations for South and Central America.

After the announcements, Warner Home Video President Mort Fink, claimed that WEA International has become "the number one home video company in the world. According to Lieberfarb, the UA library — featuring the James Bond, Woody Allen, and Pink Panther motion pictures, as well as several Italian and French art films, will be heavily promoted beginning in the first quarter of 1980.

Also discussed during the conference was the issue of anti-piracy and anti-counterfeiting measures. Ertegun emphasized that WEA would reinforce existing measures and increase the stickerings of both cassettes and packages. "We are committed to the maintenance of top security measures and protection on all of our home video product," he said.

Smith Re-elected To Top Post At ARIA

NEW YORK — William Smith, chairman and chief executive officer of CBS Records Australia, has been re-elected chairman of the Australian Record Industry Assn., a position he has held since 1976. In addition, Smith was re-elected chairman of the Phonographic Performance Company of Australia, to which he was first elected in 1972.

A GOOD DAY IN L.A. — PolyGram comedy team Bob & Doug McKenzie (portrayed by Rick Moranis and Dave Thomas of NBC-TV's SCTV) recently stopped in Los Angeles in support of its new comedy LP "Bob And Doug McKenzie Day." The duo received a proclamation from L.A. Mayor Tom Bradley for "Bob And Doug McKenzie Day" and guested later at a special program at the Country Club thrown by KMET/Los Angeles. Pictured are (l-r): Tom Silver, sales, PolyGram; Tom Berry, managing director, Anthem Records; Ace Young, news, KMET; Jeff Donovan, DJ, KMET; Doug and Bob (Thomas and Morania); Kenny Hamlin, L.A. branch manager, PolyGram Distribution; Jeff Laufer, national promotion, PolyGram; and Gregg Miller, sales, PolyGram Distribution.
A LITTLE MAGIC — Kemp Mill Records held an autograph party New Year's Eve to celebrate a visit by A&M recording group LTD, which was in town to support their "Love Magic" LP. Pictured settling in are (l-r): Leslie Wilson and Carl Vickers of the group. Pictured standing are: Blaine Bloom and Norman Williams, Kemp Mill; Opt Master; and Starr Miller of the group; Sheila Wright, LTD fan club; Margaret Anderson, Kemp Mill; Henry David of the group; Lynn Greene, RCA; Hank Beverly, Kemp Mill; Gwen Franklin, A&M; Gail Bedell, Kemp Mill; Al Marks; A&M; and Lyle Baker, LTD management.

Retailers Take The Initiative For Grammy Sales Promotion

(continued from page 5)

merchandising displays in promoting Luc-Ponty, advertising labels. Warner nominated albums animation A For Retailers Kemp Mill; Al Marks, A&M; and group; group; standing "Magic" of promotion, which somewhat more aggressive Sharky's Machine. There's "Jazzed" of consumers. While Lar...
ALBUM BREAKOUTS

YES IT'S YOUR LADY • SMOKEY ROBINSON • TAMLA/MOTOWN 6001TL
Breaking out of Sound Unlimited • National, Record Factory • San Francisco, Licorice Pizza • Los Angeles, Tower • Los Angeles/Sacramento, Mile Hi • Denver, Harvard Cooper • Boston, Lechmere Sales • Boston, CVS • New York, Disc-O-Mat • New York, Strafford • Long Island, Record & Tape Collector • Baltimore, Record Theatre • Cincinnati, Peaches • Detroit, Philadelphia • Rose Records • Chicago, Radio Doctors • Milwaukee, Streetside
MERCHANDISING AIDS: 1x1 Flats, Blowups, Mobile Name Boards.

THE FIRST FAMILY RIDES AGAIN • VARIOUS ARTISTS • BOARDWALK NBI-33248
Breaking out of Sound Unlimited • National, Handleman • National, Harmony Hall • East Coast, Spec's • Southern Forida • Everybody's • North Kingsway • Cleveland, Washington, Kemp Mill • Washington, Record & Tape Collector • Baltimore, Turles • Atlanta, Leisure Landing • New Orleans, Rose Records • Los Angeles, Win One Stop • Milwaukee, Peaches • Kansas City, Wilcox • Oklahoma City, Lieberman • Pear
MERCHANDISING AIDS: Album Flats, Poster.

WEATHER REPORT • ARC/COLUMBIA FC 37616
Breaking out of Sound Unlimited • National, Handleman • Portland, Tower • Seattle/San Francisco, Los Angeles, Record Factory • San Francisco, Mile Hi • Denver, Crazy Eddie • New York, Disc-O-Mat • Long Island, Cutlers • New Haven, Central One Stop • Hartford, Harvard Cooper • Boston, Record Factory • San Francisco, Disc-O-Mat • New York, Barnum & Bailey • Northwest • Tower • San Francisco/Sacramento/Los Angeles, Licorice Pizza • Los Angeles, Charts • Phoenix, MD • San Antonio, Lechmere Sales • San Antonio, CVS • Dallas, Affordable • Houston, Record & Tape Collector • Atlanta, Leisure Landing • New Orleans, Rose Records • Milwaukee, Peaches • Kansas City, Wilcox • Oklahoma City, Lieberman • Pear • Atlanta, Leisure Landing • New Orleans, Sound Warehouse • San Antonio, Records
MERCHANDISING AIDS: Album Flats, 2x2 Cover Blowup.

NICK LOWE • NICK LOWE • COLUMBIA FC 37932
Breaking out of Sound Unlimited • National, Crazzy Eddies • New York, Disc-O-Mat • New York, Strawtford • Long Island, Cutlers • New Haven, Central One Stop • Hartford, Harvard Cooper • Boston, Record Factory • San Francisco, Disc-O-Mat • New York, Barnum & Bailey • Northwest • Tower • San Francisco/Sacramento/Los Angeles, Licorice Pizza • Los Angeles, Charts • Phoenix, MD • San Antonio, Lechmere Sales • San Antonio, CVS • Dallas, Affordable • Houston, Record & Tape Collector • Atlanta, Leisure Landing • New Orleans, Rose Records • Milwaukee, Peaches • Kansas City, Wilcox • Oklahoma City, Lieberman • Pear • Atlanta, Leisure Landing • New Orleans, Sound Warehouse • San Antonio, Records
MERCHANDISING AIDS: Album Flats, 2x2 Artist Poster.

LITTLE LUV • AURORA • SALSOL/RCA SA 8551
Breaking out of Sound Unlimited • National, Lieberman • Dallas, Strawtford • Long Island, Win One Stop • New York, Webbs, Philadelphia, Soul Shack • Washington, Record & Tape Collector • Baltimore, Cavages • Buffalo, Record Theatre • Cincinnati, Radio Doctors • Milwaukee, Lesure's Radios • New Orleans, Sound Warehouse • San Antonio, Mile Hi • Denver, Big Apple • Denver, Tower • Sacramento, All Record Store • Oakland, Record Factory • San Francisco, City One Stop
MERCHANDISING AIDS: 22x22 Album Cover Blowup.

FRIENDS • SHALAMAR • SOLAR/ELEKTRA 5-48
Breaking out of Sound Unlimited • National, Strawberries • New England, Strawtford • Long Island, Disc-O-Mat • New York, Central One Stop • Hartford, Webs • Philadelphia, Kemp Mill • Washington, Atlantis • Atlanta, Bb • Charlotte, Leisure Landing • New Orleans, Streetside • St. Louis, Rose Records • Milwaukee, Keir • Indianapolis, Rose Records • Chicago, Radio Doctors • Milwaukee, Indianapolis, Sound Warehouse • San Antonio, Records
MERCHANDISING AIDS: 1x1 Flats, 2x2 Poster, Name Board.

BOBBI SUE • OAK RIDGE BOYS • MCA-5294
Breaking out of National Record Bar • National, Sound Unlimited • National, Alfa • Phoenix, Gary's • Virginia, Turles • Atlanta, Port O'Call • Los Angeles, Hollywood, COLUMBIA 57 • St. Louis, John's • San Antonio, Wilcox • Oklahoma City, Radio Doctors • Milwaukee, Karma • Indianapolis, Crazy Eddies • New York, Bandstand
MERCHANDISING AIDS: 1x1 Flats, 2x3 Poster.

ALBUM BREAKOUT OF THE WEEK

MESOPOTAMIA • THE 562's • WARNER BROS. MINI 3641
Breaking out of Record Bar • National, Sound Unlimited • National, Everybody's • Northwest, Lieberman • Portland, Tower • Los Angeles/San Francisco/Campbell • Seattle, King, Barnes • Los Angeles, John's • Denver, Harvard Cooper • Boston, Lechmere Sales • Boston, CVS • New York, Disc-O-Mat • New York, Strafford • Long Island, Record & Tape Collector • Baltimore, Record Theatre • Cincinnati, Peaches • Detroit, Philadelphia • Rose Records • Chicago, Radio Doctors • Milwaukee, Streetside

MERCHANDISING AIDS: 1x Flats, Blowups, Mobile Name Boards.

WHAT'S IN-STORE

STEVIE CURTIS • THE OF A LIFETIME • A&M 10399
Breaking out of Sound Unlimited • National, Lieberman • Dallas, Strawtford • Long Island, Win One Stop • New York, Webbs, Philadelphia, Soul Shack • Washington, Record & Tape Collector • Baltimore, Cavages • Buffalo, Record Theatre • Cincinnati, Radio Doctors • Milwaukee, Lesure's Radios • New Orleans, Sound Warehouse • San Antonio, Mile Hi • Denver, Big Apple • Denver, Tower • Sacramento, All Record Store • Oakland, Record Factory • San Francisco, City One Stop
MERCHANDISING AIDS: 22x22 Album Cover Blowup.

FRIENDS • SHALAMAR • SOLAR/ELEKTRA 5-48
Breaking out of Sound Unlimited • National, Strawberries • New England, Strawtford • Long Island, Disc-O-Mat • New York, Central One Stop • Hartford, Webs • Philadelphia, Kemp Mill • Washington, Atlantis • Atlanta, Bb • Charlotte, Leisure Landing • New Orleans, Streetside • St. Louis, Rose Records • Milwaukee, Keir • Indianapolis, Rose Records • Chicago, Radio Doctors • Milwaukee, Indianapolis, Sound Warehouse • San Antonio, Records
MERCHANDISING AIDS: 1x1 Flats, 2x2 Poster, Name Board.

BOBBI SUE • OAK RIDGE BOYS • MCA-5294
Breaking out of National Record Bar • National, Sound Unlimited • National, Alfa • Phoenix, Gary's • Virginia, Turles • Atlanta, Port O'Call • Los Angeles, Hollywood, COLUMBIA 57 • St. Louis, John's • San Antonio, Wilcox • Oklahoma City, Radio Doctors • Milwaukee, Karma • Indianapolis, Crazy Eddies • New York, Bandstand
MERCHANDISING AIDS: 1x1 Flats, 2x3 Poster.
CMA Seeks To Establish Itself As ‘Problem Solver’

NASHVILLE — The Country Music Assn. (CMA) will attempt to position itself as a “problem solver” for the industry in the coming year. That goal, along with five stated aims, was the result of its recent first quarter board meeting Feb. 2-4, held at Mexico City’s El Presidente Chapultepco Hotel. Other key areas to which the CMA will address itself include home taping, international expansion, which will include the expansion of CMA’s International Country Music Association, the cultivation of new media for country music, such as cable and satellite, the cassette/8-track transition and countering industry complacency.

The first step in the battle against home taping is supporting the Mathias Bill, which it will do as an organization. The bill is currently being amended to include provisions concerning audio equipment. It will send a representative to Washington for the Senate hearing related to this bill and will send a letter to all CMA members explaining the bill and how it is likely to evolve into a resolution to become a member of the Federation for Arts and Intellectual Rights (FAIR).

To learn more about country radio listeners and consumers, the CMA has commissioned a second and a third study on the subject. The second study, which the CMA has commissioned, will be a second and a third study on the subject. The second study, which the CMA has commissioned, will be a second and a third study on the subject.

CHARLIE AND FRIENDS AT THE JAM — Charlie Daniels’ eighth annual Volunteer Jam proved once again that all types of music can flourish on one bill. Not only did 9,000 fans pack the arena to enjoy the music spectacular, but another 1,000 plus friends backstage enjoyed Daniels’ hospitality. Pictured backstage are (l-r): Producer John Boylan; CBS affiliate manager, division vice president/marketing, RCA Nashville; Ray Bailey, general manager, Nashville; Princeton Mutual; Bill Parker, executive vice president, National Broadcasters Assn.; Bobby Early, chief programmer, WMAQ; and Bill Connolly, owner, WMAQ.

Artist Showcase, Numerous Panels, Awards Fete Highlight NSAI Agenda

NASHVILLE — A showcase featuring top songwriters and a number of panels will be held March 6-8 at the Nashville Songwriters Assn., International (NSAI) songwriter symposium, scheduled for March 7-9 at the Hyatt Regency here.

The showcase will kick off the fourth annual symposium at 7:30 p.m. in the Hyatt ballroom, following registration. Showcase talent includes Michael McDonald, Phoebe Snow, Mickey Newbury, Johnny Rivers, Al Green, Cynthia Clawson, Keith Stiegall and Eddy Raven. Also participating in the showcase will be Buzz Cason, Chris Waters, Ronnie Rogers, Jamie O’Hara, Thomas Cain, David Eppie, Sandy Peele, Chuck Rains, Michael Clark, Sonny Curtis, Bobby Russell, Kye Fleming and Dennis Morgan.

More Panels

Afternoon panels for the critique session, which will kick off at 10 p.m., include Pat Rolfe, Blake Mevis, Aaron Brown, Ed Thomas, Woody Baram, Johnny Wright, Pat Higdon, Chuck Neese, Chris Dodson, Terry Choate, Michael Hollsworth, Dickie Williams, Randy Talmadge, Gary Harrison and Doyle Brown.

The songwriter panel will feature seven pairs of writers who will demonstrate the art of collaborating on a song. The writer pairs include Rourke Burke and Charlie Black; Sam Lorber and Jeff Silbar; Randy Snodgrass and Waylon Holfyeld; Kye Fleming and Dennis Morgan; Bob Morrison and Johnny McCrae; Michael Garvin and Bucky Jones and Moses Dillard and Sharon Michalsky.

The songwriter’s workshop has also prepared a special Saturday Afternoon Live Players skit, which will be presented following lunch March 6. Registration for the entire program is $100. Showcase tickets may be purchased separately for $25 and banquet tickets for $30. For additional information, contact NSAI, 25 Music Square West, Nashville, Tenn. 37203.

COUNTRY

Anheuser-Busch, CBS Sponsoring Shows In Boston

NASHVILLE — In order to further penetrate the New England states with country music, CBS Records has initiated a country campaign in the Boston market in conjunction with Anheuser-Busch, with a Busch-sponsored series of five live shows to be held at the city’s Paradise Theater.

Entitled “Rock ‘N Country Tuesdays,” the series will be marketed by Busch’s Haggard and the Burrito Brothers Feb. 23, George Jones and Bobby Bare March 16, and Ricky Skaggs with June Carter June 14.

Because Boston is primarily a rock-oriented market, CBS and Anheuser-Busch have enlisted rock promoter Don Law and AOR station WBCN to aid in promoting the events. In addition, they have developed a large, broadly based marketing strategy.

“We decided upon WBCN because it is a major catalyst in the marketplace,” said Roy (continued on page 25)
A game encounter of the 3rd kind.
Evolution
Neither pin nor video, Hyperball evolves from an advanced technology that goes beyond these concepts to create a bold, new way to play. The dynamics, excitement and “feel” of pinball and the intense, demanding skill of video come together in a new generation of game that will be played for generations to come!

Revolution
Armed with the incredible firing power of 250 balls a minute, Hyperball is revolutionizing play with shots heard 'round the world! The Energy Center is the throbbing, vital core of the game that must be protected by super skill and quick coordination from the lightning bolts bent on draining its strength!

Revelation
The unique play and technological innovations of Hyperball are a revelation! For “hyper-action” that never quits, there’s the first-ever alpha-numeric display that demands entirely new strategies and reactions, making Hyperball a constantly changing arena for constantly challenging play! For ultra-reliability, micro-switches and opto-switches are deployed in all critical areas. And the wear-resistant plexiglass playfield won’t give out before the players do!

the next evolution in games
Then video
Now

Hyperball™
We're gonna change the way you play!

NOTICE: "Hyperball" is a trademark of Williams Electronics, Inc. Patent pending.

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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, Swammers 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!
STARGATE

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Width: 26"
Depth: 30"

1 or 2 player
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WITH BASE:
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Width: 30"
Depth: 27"

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AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR
**COUNTRY TOP 75 ALBUMS**

**Weeks On Chart:** 2/13

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<td>RONNIE MILLER (RCA AHL 1-3733)</td>
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<td>74 RODEO ROMEO</td>
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<td>MOE BANDY (Columbia FC 37568)</td>
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<td>75 LARRY HAYES</td>
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<td>78 LARRY HAYES</td>
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February 20, 1982

ALPHABETICAL TOP 100 COUNTRY SINGLE SINGERS, PUBLISHERS AND LICENSEES

No. 70: "A Big D'Cha (Mama's)" (Warner Bros. / ASCAP) (47, 3)
No. 71: "Ain't Nothin' But A Thing (I'm" (Warner Bros. / ASCAP) (47, 3)
No. 72: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 73: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 74: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 75: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 76: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 77: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 78: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 79: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
No. 80: "Ain't Nobody's Business (What Happens To Me)" (Warner Bros. / ASCAP) (47, 3)
THE COUNTRY COLUMN

WANT THAT A PARTY? — Will Millar of the Rovers recently stopped by the Cash Box office to talk about the band's upcoming LP, "Pain In My Past." It seems that the Rovers are getting closer to what Millar termed a "natural progression" from Irish folk songs to country music after 17 years as a unit. An Irishman himself, Millar recently received two awards for a documentary film he produced about his homeland, entitled "Children of the Gael." Millar now calls a cottage on the coast of Nova Scotia near a lighthouse home. Millar is involved in the filming with the intent of doing a lot of writing in a quiet place, but, as fate would have it, he says he writes most of his material (he wrote or co-wrote half the songs on the new album) on airplanes. The band will be on another six-month tour of the U.S., Canada, New Zealand and Australia. According to Millar, the band is at its best life, where the Rovers mix "party-time" music with a wee bit o' the Irish humor and a bevy of "topless Leprechauns." Now that's a party!

THEY MAKE A BELIEVER out of seen names for the Don Williams Band, which will soon have a release on MCA. But, the guys have settled on the Scratch Band with Danny Flowers. They showcased Feb. 9 at the Cannery along with John Scott Sherrill and the Wolves in Cheap Clothing. Thanks for all the suggestions.

GOPS!— Thanks to a typographical error in last week's column, it was reported that Tony Brown will be producing the Oak Ridge Boys. No so. Ron Chancey is the Oak's producer. Brown will be producing the Oak Ridge Boys Band. Sorry for any inconvenience this little slip might have caused.

ON THE ROAD AGAIN — Singer/songwriter Helen Hudson has a tour schedule for the upcoming months that would make even the most seasoned artist envious. At least 99% of the dates she has lined up between Jan. 9 and May 6 are college markets. And those dates between now and May look pretty solid. The concerts are scattered across the country, so try and see her when she's in your area. Won't be sorry.

A COMEDY FOUNDATION — Dolly Parton has formed her own line of cosmetics, beauty products and perfumes called Everything Beautiful. The company, with headquarters in Los Angeles and New York, will be distributed in specialty stores around the world and will be headed and creatively directed by Parton.

NEW FACES — Ziegfeld's in Tulsa will soon begin a weekly Thursday evening series of concerts featuring what they dub "New Faces," that is, artists who "have a record success going for them and a promising future." The first show, set for March 4, will feature Con Hunley. Other artists set to appear on future dates include Lewis Green, The Nitty Gritty Dirt Band and Country Showcase. Thanks for all the suggestions.

ALLEN TRIPP (Nashville Records NR 1001)
I Feel It With You (2:48) (Cross Keys Pub. Inc./Litton Pub. — ASCAP) (Kane, R. Kane) (Producers: J. Bowen)

Moe Bandy (Columbia 18-02735)

Gene Watson (MCA MCA-52009)
Speak Softly (You're Talking To My Heart) (3:00) (Booth and Watson Music — BMI) (S.P. Spurgeon, J.D. Mendenhall) (Producers: R. Reed, G. Watson)

Elvis Presley (RCA PB-13058)

Steve Wariner (RCA PB-13072)

FEATURE PICKS

Kieran Kane (Elektra E-47415)
I Feel It With You (2:48) (Cross Keys Pub. Inc./Litton Pub. — ASCAP) (Kane, R. Kane) (Producer: J. Bowen)

Calamity Jane (Columbia 18-02715)
I Just Seen A Face (2:18) (McLaren Music, Inc. — BMI) (J. Lennon, P. McCartney) (Producer: B. Sherrill)

Mac Davis (Casablanca CB 2348)
Midnight Crazy (3:12) (Songwriter Music — BMI) (M. Davis) (Producer: R. Hall)

The Rovers (Epic/Cleveland International — 14-02728)
Mexico In My Past (2:40) (ATV Music Corp./Screen Gems — BMI) (F. Cusco, M. Barnes) (Producer: J. Richardson)

Jimmie Cannon (Warner Bros. WBS 50024)
Even If It's Wrong (2:37) (Steel City Music, Inc. — BMI) (J. Louis) (Producer: L. Rogers)

Sammy Smith (Sound Factory S.F. 433)
Gypsy and Joe (3:34) (Chablis Music — BMI) (B. Guitar) (Producers: P. Baugh, B. Emmons)

O'PARK BROTHERS (Comstock COM 1678)

Ronnie Rogers (Lifesong LS-45095)
My Love Belongs To You (3:44) (Sister John/Sugar Plum/New Keys — BMI) (R. Rogers) (Producer: T. West)

Karen Taylor (Mesa M111)
Diamond In The Rough (2:08) (BIL/KAR Music — SESAC) (T. Sparks) (Producer: T. Sparks)

HITS OUT OF THE BOX

CBS, Anheuser-Busch Sponsor Boston Shows

(continued from page 22)

When asked why he is not president of marketing for the label, "and because there was not a country-formatted station in the market that primarily played current, chart-fluent numbers we needed to generate."

In addition to media spots by both Anheuser-Busch and CBS that tag the series, CBS will involve itself with the Boston area's country stations — WHLM, WQOM and WDLW. With WDLW, the promotion also involves a western wear store that will give away an outfit.

"We view this entry into the Boston market as a market conditioning campaign," notes Wulff. "We will be moving to the market in Boston, and eventually step into Philadelphia, among other markets. We want to establish ourselves as the leading country music market in the northeastern communities very much aware of what the music and the artists are all about."
Pop Radio Challenges Country Lead In Nashville During Fall Arbitron Book

by Tom Roland

NASHVILLE — Pop radio narrowed country's lead in Nashville in the 12+ numbers released by Arbitron for the fall survey period (Sept. 24-Dec. 16). While country stations gained overall from a 19.1 total in last spring's survey, the pop outlets, led by WWKX-FM, jumped a full 3.0 share of the market. WWMF-FM, sister to WHN and WKWF-FM, was also up at 10.4, while the FM market overall hit 42.0.

The biggest drop in the region came at WAME-AM, home to George Jones, who has been reduced to a part-time position. Jones is now the station's talk host. While Jones was once a top-40 artist, Jones' move to talk was seen as a sign of slowing interest in the station. The move was also seen as a way to bring more listeners to the station's music formats.

On the other hand, the addition of Country to the Arbitron Book has helped to bring more country listeners to the station. The move has been particularly successful in the younger demographic, which has been a difficult group for country radio to reach.

Despite the challenges faced by country radio, the format remains a popular choice for listeners. The Arbitron Book is a valuable tool for radio stations to track their performance and make strategic decisions about programming and marketing.

At the same time, the move to include Country in the Arbitron Book has been controversial. Some industry experts believe that the move dilutes the value of the Arbitron Book, while others argue that it is simply a way to better reflect the diversity of the radio landscape.

Overall, the Pop Radio Challenges Country Lead in Nashville During Fall Arbitron Book highlights the continued popularity of country radio, while also showcasing the challenges that the format faces in a rapidly changing media landscape.

Backstage with KLAC and Mandrell — In January, KLAC sponsored Johnny Cash in concert at the Anaheim (Calif.) Convention Center. Needless to say, the concert attracted quite an assortment of followers, including Barbara Mandrell, who was currently wrapping up production on her current NBC-TV show. Pictured backstage during the concert are (1-1): Don Kelly, vice president/general manager, KLAC, Mandrell, and Sammy Jackson, morning drive personality, KLAC.
Many others note, some with obvious chagrin, that radio is increasingly being used in multi-tagging or institutional marketing campaigns.

However, despite the reported lack of support for frontline specials, some dealers are promoting top selling products at discount, with several "hot" and "cool" performers. Some stores also offer a "Saturday special" with a "cool" T-shirt, making sure to spread out the product throughout the day. One store manager, who asked not to be identified, said that this was a way to attract customers to the store and that they had noticed a "significant increase" in sales since implementing this strategy.

One manager, who asked not to be identified, said that they had noticed a "significant decrease" in sales since implementing this strategy. "Our customers are not interested in paying more than $6.99 for a product," he said. "We need to find a way to make the product more affordable for them." Another manager, who also asked not to be identified, said that they had noticed a "significant increase" in sales since implementing this strategy. "Our customers are interested in paying more than $6.99 for a product," she said. "We need to find a way to make the product more affordable for them."
THE RHYTHM SECTION

AIRWAVE EXPANSION — Minority ownership of commercial broadcast outlets increased by 21.5% in 1981, to 164 radio and television stations from 135 in 1980, according to a study by the National Assn. of Broadcasters (NAB) minority and special services department. NAB vice president Donald D'Agostino said the biggest area of minority ownership occurred among blacks. Black TV and radio ownership in 1981 totaled 129, including 11 TV stations (seven VHF network affiliates and four UHF), three of which were acquired during the year. There are currently 117 black-owned radio stations, according to the NAB study, 19 of which were acquired during the last year. Black-owned station KBXZ in Kansas City, Mo., started Feb. 28. According to NAB study, the preponderence of ownership is single station owners. Of the 164 outlets, 82 are owned by blacks, 25 are Hispanic-owned, two are Native American operated and one is operated by Asians. The first black-owned stations were taken off the air after the FCC's special rules were put in place handling matters of interest to minority broadcasters. The measure, details of which Ellis could not reveal, reportedly would allow more broadcast properties to be bought by undercapitalized minorities.

HOT SINGLES — Detroit is becoming a mecca for revitalized rock bands to have records broken on black radio. Most recently, EMI America group J. Geils Band broke out of Motor City with the cut “FlameThrower” from its gold LP, “Freeze Frame.” Already topping the Cash Box Top 100 Singles chart with the gold single “Centerfold,” the band has plans to release “FlameThrower” as a 12” single to compete with R&B radio. Commercially, the tune is available as the flipside to “Freeze Frame,” the LP title track that EMIA is distributing to pop radio for airplay. Ron Johnson, EMI’s national promotion director for R&B product, said that release of the two separate cuts to radio will hopefully expand the sales base for J. Geils, in addition to capitalizing on the black consumer’s interest in the product. Highlighted on the “FlameThrower” tune is Grammy nominee Luther Vandross and Clydie King.

ON THE ROAD ONCE AGAIN — In this era of thrifty spending and downright abstention, it is cheering to hear that a touring show featuring some of the more energetic and tasteful performers on the contemporary scene will hit the road. Billed as the 1982 “Cavalcade of Stars,” Patricia Rushen, Lenny White, Stanley Turrentine, Jean Carne and Roy Ayers are slated to hit 26 cities beginning Feb. 18 in Milwaukee and ending March 28 in Houston. Each of the principal artists will be backed by a rhythm section, which will supply the bottom for three compositions each by the featured artists. Though his tour schedule is heavily weighed to the college circuit, Gil Scott-Heron began a 16-date tour Feb. 8 at City College Upstairs in New York City and will end Feb. 26 at Weber College in Ogden, Utah. They found out that “This ain’t really life” in Utah, ah’? Angela Bollin is also hothead’ if for an 18-date tour, which began in Philadelphia Feb. 7 at the Academy of Music and will end at Houston’s Tower Theatre Feb. 28.

HERITAGE ON THE AIRWAVES — Throughout February MCA, in conjunction with 43 black radio stations, will be celebrating Black History Month by giving away sets of the 48 LP Jazz Heritage Series. Each station will decide how to give away the packages (either single LPs, a pair not to be opened or a complete LPs series), but the winners will have to respond to specific black history questions to win the music. The collector’s series includes recordings from the ’20s and ’30s by such artists as Louis Armstrong, Jimmie Luncfedorf, King Oliver, Earl Hines and others.

ANOTHER HAPPY BIRTHDAY! — Though the heartfelt terror of last year’s L.A. McCarthy Park reggae jam was merely an echo, good music prevailed nevertheless during the Feb. 6 celebration of the late Bob Marley’s birthday. Though the crowd on hand was more diverse than ever, the reggae rapture that John McPhee described could still be heard. There were more trendy folks in attendance than at last year’s Rebel Rockers and X-Streams show. Smith also noted that the music, supplied by groups like Exodus and the Sons of Jah, brought about the War of Prophecy with the Third I Band. Idena and others were corrupted by the “aggressive and obvious” presence of the police. Smith said that one dreadlocked fellow, who may have been in the spirits, was beaten and arrested by horse-mounted men in blue, who then carted him away on a bar under which his arms held between two horses. It seemed unfair that a celebration in honor of a man who strove for unity and peace should be marred by such boorish tactics.

 michael martinez
V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — B. WOOLACOMBE

WQOL — ATLANTA — QUINCY JASON, PD — #1 — STEVIE WONDER

WQQO — WASHINGTON — CURTIS ANDERSON, PD — #1 — HANDS ON KEKE

WZAK — CLEVELAND — SCOTTIE RANKIN, PD — #1 — SUGARHILL GANG
**February 20, 1982**

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<td><em>Ragtime</em></td>
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<td><em>Kool &amp; The Gang</em></td>
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<td><em>Paradise</em></td>
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<td><em>Strawberry Letter 41</em></td>
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<td>168</td>
<td><em>Golden</em></td>
<td><strong>Various Artists</strong></td>
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**alphabetized Top 200 Albums**

- *Mozart, Wolfgang Amadeus*
- *Gershwin, George*
- *Bach, Johann Sebastian*
- *Beethoven, Ludwig van*
- *Haydn, Joseph*
- *Handel, George Frideric*
- *Mendelssohn, Felix*
- *Schubert, Franz
devices. **ABBA**

- *Morrison, Janis*
- *The Kinks*
- *The Beatles*
- *The Rolling Stones*
- *The Who*
- *The Beach Boys*
- *Neil Young*
- *Rolling Stones*
AROUND THE ROUTE
by Camille Compasio

Returnees from two of the industry's major international conventions, namely ATE (England) and IMA (Germany), brought back less than glowing reports, mostly aimed at the ATE, with IMA being rated as the better of the two shows this year. As a couple of prominent manufacturer reps commented "there was nothing really that new or exciting to see." Gaming equipment dominated the ATE, as usual; and the show was said to reflect the present "depressed" condition of the coin machine business in Europe. It was observed, however, that pins are starting to look a little stronger out there while video games seem to be softening a bit. Even though the facilities in Birmingham, England which housed the ATE won some praise, many felt that London would have been a more choice location — especially this year, since there was a train strike that brought lots of transportation problems for the majority of people who stayed in London and had to commute to Birmingham. It was estimated that attendance appeared to be down some.

Gottlieb's marketing vice president Marshall Caras felt the ATE "was not

CASH BOX SURVEY
Operators Slash Overhead To Maintain Profitability In '82
by Jeffrey Ressner

LOS ANGELES — Although some coin machine operators experienced a dip in January 1982 collections compared to the same period last year, most are optimistic that by implementing effective, cost-efficient management techniques they will be able to maintain healthy profit margins for the remainder of this year, according to a Cash Box survey.

A winter plagued by heavier-than-usual snowfalls and sub-zero temperatures, the steady decline of the national economy, as well as an extraordinary interest in this year's Super Bowl tournament were the major reasons ops gave for the dip in January collections. At the same time, they vowed to keep a close watch on future expenditures in order to maintain the profits they've enjoyed in the past few years. Nearly all agreed that the burgeoning video game market will continue its domination of the industry throughout 1982, and, with the proliferation of non-violent "cartoon" games such as "Centipede," "Donkey Kong" and the popular "Pac-Man," will persist in attracting an expanded player base.

Many ops pledged to enact such cost-control measures as switching over to more economical delivery vehicles, cutting service calls down, buying machines more selectively and dropping marginal locations in an effort to slash expenses while boosting profits. In the words of one operator, "We've got to look hard for the holes in our business and try to plug them up."

Record-breaking blizzards in many parts of the country were primarily to blame for the

Williams Posts Increased First Quarter Totals

NEW YORK — Williams Electronics, Inc. reported higher revenues and earnings for the initial three months of the 1982 fiscal year as compared with the same period in the prior year.

For the first quarter ended Dec. 31, revenues reached $34,496,000, an increase of 48.5% above the $22,224,000 attained in the comparable quarter of fiscal year 1980. Net income rose 123.1% to $4,352,000, or 55 cents per share on a fully diluted basis, compared with pro forma net income of $1,951,000, or 26 cents per share achieved in the like period a year ago.

Net income and per share data for the first quarter of fiscal 1980 have been reported on a pro forma basis to show the results indepen-

(continued on page 96)
THE JUKEBOX PROGRAMMER

February 20, 1982

POP

1. OPEN ARMS [Journey (Columbia 18-02687)]
2. SPIRITS IN THE MATERIAL WORLD [Rolling Stones (A&M 2393)]
3. I LOVE ROCK 'N' ROLL [Joan Jett & The Blackhearts (Boardwalk 078-11-130)]
4. THAT GIRL [Steve Wonder (Tamla/Motown 162 TF)]
5. TONIGHT I'M YOURS (DON'T HURT ME) [Rod Stewart (Warner Bros. 49886)]
6. THROUGH THE YEARS [Kenny Rogers (Liberty P.A.-1444)]
7. DADDY'S HOME [Cliff Richard (EMI America P.A.-8103)]
8. BOBBIE SUE [Oak Ridge Boys (MCA-52006)]
9. SHOULD I DO IT [Ponter Sisters (Planet/Elektra P-47960)]
10. WE GOT THE BEAT [Go-Go's (I.R.S./A&M IR-9930)]
11. MAKE A MOVE ON ME [Olive Newton-John (MCA-52005)]
12. PRETTY WOMAN [Van Halen (Warner Bros. 50033)]
13. JUKE BOX HERO [Foreigner (Atlantic 4017)]
14. MIRROR, MIRROR [Diana Ross (MCA-PB-10211)]
15. MY GUY [Sister Sledge (Cotillion/Atlantic 47003)]
16. ANOTHER SLEEPLESS NIGHT [Anne Murray (Capital P.A.-5083)]
17. ONE HUNDRED WAYS [Quincy Jones Featuring James Ingram (A&M 2387)]
18. LET THE FEELING FLOW [Paula Brown (Capital P.A.-5085)]
19. PAC-MAN FEVER [Buckner & Garcia (Columbia 18-02673)]
20. WHY YOU WANNA TRY ME [Commodores (Motown 1604 MF)]
21. LOVE IS LIKE A ROCK [Donnie Iris (MCA-51223)]
22. WHEN ALL IS SAID AND DONE [ABBA (Atlantic 3889)]
23. TAKE OFF [Bob & Doug MiewEz (Mercury/PolyGram 76134)]
24. FIND ANOTHER FOOL [Quarterflash (A&M GEF 50036)]
25. TELL ME TOMORROW — PART 1 [Sugar Robinson (Tamla/Motown 1601 TF)]
26. ON THE WAY TO THE SKY [Rod Diamond (Columbia 18-02717)]
27. YOU'RE MY LATEST, MY GREATEST INSPIRATION [Teddy Pendergrass (Philadelphia Intl./CBS 255-02618)]
28. DON'T LET HIM KNOW [PRISM (Capital P.A.-5082)]
29. POP GOES THE MOVIES (PART 1) [Meco (Arista AS 0560)]
30. I'LL FALL IN LOVE AGAIN [Jimmy Hagger (Geffen GEF 49881)]

COUNTRY

1. BOBBIE SUE [Oak Ridge Boys (MCA-52006)]
2. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD [Ed Bruce (MCA-51210)]
3. BLUE MOON WITH HARTACHE [Ham, Williams Jr. (Columbia 18-02659)]
4. THROUGH THE YEARS [Kenny Rogers (Liberty P.A.-1444)]
5. MOUNTAIN OF LOVE [Charley Pride (RCA PB-13024)]
6. BIG CITY [Merle Haggard (Epic 14-02966)]
7. TENNESSEE ROSE [Temple Of Arms (Warner Bros. 49892)]
8. SHE LEFT LOVE ALL OVER ME [Razzy Bailey (RCA-PB-13007)]
9. THE CLOWN [Conway Twitty (Epic E-47302)]
10. ANOTHER SLEEPLESS NIGHT [Anne Murray (Capital P.A.-5083)]
11. SAME OLE ME [George Jones (Epic 14-02966)]
12. ANOTHER HONKY-TONK NIGHT ON BROADWAY [David Frizzell & Shelly West (Warner Bros./Viva WBS 50007)]
13. BE THERE FOR ME BABY [Johnny Lee (Full Moon/Asylum E-47301)]
14. I LIE [Loretta Lynn (MCA-51226)]
15. LIES ON YOUR LIPS [Christy Lake (Liberty P.A.-1444)]
16. THE VERY BEST OF YOU [Charlie McLean (Epic E-42611)]
17. A COUNTRY BOY CAN SURVIVE [Ham, Williams Jr. (Columbia 18-02690)]
18. NEW CUT ROAD [Booby Bare (Columbia E-47257)]
19. YOU NEVER GAVE UP ON ME [Crystal Gayle (Columbia E-27218)]
20. IN LIKE WITH EACH OTHER [Larry Gatlin & The Gatlin Brothers Band (Columbia 18-02698)]
21. AFTER THE LOVE SLIPS AWAY [Earl Thomas Conley (RCA-PB-13053)]
22. CRYING MY HEART OUT OVER YOU [Rick Scaggs (Epic E-42629)]
23. 'ROUND THE CLOCK LOVIN' [Gail Davies (Warner Bros. WBS 5004)]
24. IT'LL BE HER [Tom & The Glaserers (Epic E-47245)]
25. BUSTED [John Conlee (MCA-13028)]
26. VICTIM OR Fools [Rodney Crowell (Warner Bros. WBS 50008)]
27. YOU'RE NOT EASY TO FORGET [Dottie West (Liberty P.B.-1451)]
28. INNOCENT LIES [Sonny James (Dimension DS-1026)]
29. THE REVEREND MR. BLACK [Joey Cash (Columbia 18-02699)]
30. A LITTLE BIT CRAZY [Eddy Raven (Epic E-47413)]

BLACK CONTINUITY

1. THAT GIRL [Steve Wonder (Tamla/Motown 1602 TF)]
2. TELL ME TOMORROW — PART 1 [Sugar Robinson (Tamla/Motown 1601 TF)]
3. SHINE ON [George Duke (A&M 47071)]
4. IN THE RAW [Whispers (Sire/Epix E-47961)]
5. TONIGHT I'M GONNA LOVE YOU ALL OVER [ Kaes (Cassadore/PolyGram WBS 3456)]
6. WANNA BE WITH YOU [Earth, Wind & Fire (ARC/Columbia 18-02688)]
7. GENIUS OF LOVE [TOM TOM Club (Sire SIRE 49882)]
8. MIRROR MIRROR [Diana Ross (RCA-PB-13021)]
9. MY GUY [Sister Sledge (Cotillion/Atlantic 47003)]
10. MAMA USED TO SAY [Junior (Mercury/PolyGram 76132)]
11. I WANT TO HOLD YOUR HAND [Lamodes (Solar/Elektra E-47305)]
12. STEPPIN' OUT [Kool & The Gang (De-Lite/PolyGram DE 816)]
13. A LITTLE MORE LOVE [T-Connection (Capitol P.A.-5076)]
14. WE NEED LOVE TO LIVE [Maze (Capitol P.A.-5072)]
15. WORK THAT SUCCEEDS TO SUFFER [Xavier (Liberty P.A.-1445)]
16. HONEY, HONEY [Manhattans (Columbia 18-02666)]
17. LET'S STAND TOGETHER [Melba Moore (EMI America P.A.-8104)]
18. NIGHTS OVER EGYPT [The Jones Girls (Philadelphia Intl./CBS ZBS-27213)]
19. LET'S GO ALL THE WAY [Chocolate Milk (RCA-PB-13026)]
20. WHY YOU WANNA TRY ME [Commodores (Motown 1604 MF)]
21. WELCOME INTO MY HEART [Isley Brothers (T-Neck/CBS ZBS-27205)]
22. WATCH OUT [Brandi Wells (WMOT WBS 0254)]
23. APRIL LOVE [L.T.D. (A&M 2389)]
24. SPIRIT OF THE DANCER [Evelyn King (RCA-PB-13017)]
25. IMAGINARY PLAYMATES [Rene & Angela (Capitol 58938)]
26. SAD GIRL [GQ (Artista AS 0569)]
27. TAKE ME TO HEAVEN [Renwood (Epic E-47403)]
28. RIGHT IN THE MIDDLE [Bettye LaVette (Motown M 1532)]
29. BETTER TOGETHER [Rufus With Chaka Khan (MCA 52002)]
30. I THINK IT'S GONNA BE ALRIGHT [Carl Carlton (21st Century Fox/RCA TC-3620)]

OPERATORS PICKS

Dan Tortorice (Modern Specialty)
Juke Box Hero — Foreigner — Atlantic
Connie Patton (Patton Music Company)
Another Sleepless Night — Anne Murray — Capitol
Margot Green (Jones Music)
Pop Goes The Movies — Meco — Arista

CASH BOX Subscription Blank

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□ JUKEBOXES   □ AMUSEMENT GAMES   □ VENDING MACHINES
□ OTHER

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JUKE BOX OPERATORS CAN DEPEND ON

EMI AMERICA

“YOU COULD HAVE BEEN WITH ME”
SHEENA EASTON (EMI AMERICA P.A.8101)

“THROUGH THE YEARS”
KENNY ROGERS (LIBERTY P.A.1444)

“DADDY’S HOME”
CLIFF RICHARD (EMI AMERICA P.A.8103)

“CRAZY” (KEEP ON FALLING)
THE JOHN HALL BAND (EMI AMERICA R-8096)

“FREEZE FRAME/FLAMETHROWER”
THE J. GEILS BAND (EMI AMERICA B-8108)

“WORK THAT SUCKER TO DEATH”
XAVIER (LIBERTY P.A.1445)

“LIES ON YOUR LIPS”
CRISTY LANE (LIBERTY P.A.1443)

“YOU’RE NOT EASY TO FORGET”
DOTTIE WEST (LIBERTY P.B.1451)

“AND THEN SOME”
BOBBY SMITH (LIBERTY P.B.1452)

NAMES YOU CAN DEPEND ON
Operators Slash Overhead To Maintain Profitability in '82

Williams Posts Increased First Quarter Totals

Stop Those Thieves

Breaking into machines, removing and stealing the money from the cash boxes is a problem for operators facing these days. Although, based on what Cash Box has learned over these past several weeks, this problem is not as "epidemic" in proportion as the actual removal of machines from locations by individuals posing as service men or individuals who illegally break into the machines and steal the electronic money between a location as early as 8 o'clock in the morning in a panel truck looking very legitimate and pick up the machines. These thieves seem to prey on street locations where a bartender or waiter or other employee on duty is either too busy to check them out or uninterested, rather than an arcade where the manager usually knows what's happening and might be reluctant to have somebody remove a machine without proper authorization.

The question arises: how do you combat these illegal break-ins and removals? Alerting location personnel on all shifts to take an extra minute or so and check with the police when the removal of equipment for servicing, could be one solution. Since operator personnel customarily carry identification, locations should ask to see it before allowing anyone to remove a piece of equipment. With regard to break-ins and machine thefts Paul Corey, executive director of the Ohio Music & Amusement Assn., advised his operators to ensure that they secure their equipment with steel bars wrapped around the machines and the cash boxes and bolted to the wall. The bars, measuring about four inches wide, are inexpensive, usually available through suppliers and are not detrimental to players. To operators who employ a master key system to facilitate their calls, it was suggested that, since these can be easily duplicated, it might be a better idea to have individual locks and keys for the better locations.

Why make things easier for the thieves? Security has locks and bars, padlocks, eye bolts or chains from machine to wall, more sophisticated cash boxes, are a few of the security measures some operators are taking. One city operator reported that while he was servicing a machine on location, two machines were stolen from right off of his truck, which was locked and parked outside. Another reported that his truck was stolen, equipment and all. An operator in Chicago said his business premises were broken into.

The problem is a serious one, especially for city operators, who attribute the increase in thefts and break-ins to high unemployment, the quest for an "easy buck" and the media reports which have "blown out of proportion" the earning power of some of the coin-operated amusement games, giving the impression that all of the cash boxes are just loaded with loot waiting to be taken. Up until recently operators had to prepare themselves for this sort of thing around Christmas time each year, but not so at present, since the situation has been going on for months and seems to be getting worse. As one operator put it, "We just have to apply better supervision, improve our inventory and keep the local owners and vicemen informed of our better understanding of our mutual responsibilities, and, of course, become much more security conscious if we are to protect our livelihood."

ITC Issues Cease And Desist Orders Against 18 Alleged Pac-Man Infringers

CHICAGO — On Jan. 18, the International Trade Commission (ITC) served interlocutory orders against 18 companies to cease and desist the importation and sale of copies of "Pac-Man" video games or components of such games, including the printed circuit board components and semiconductor chips. The 18 companies were among the original respondents against whom the investigation was initiated on July 1, 1981, on the complaint of Midway Mfg. Co. of Franklin Park, Ill. Midway is the owner of all rights in the United States in the Pac-Man video game, which was created in Japan by Namco Co., Ltd.

A large number of additional companies were subsequently charged with infringing Midway's rights in Pac-Man, and such companies were added as respondents in the ITC proceedings after the investigation began. Midway is seeking permanent orders against all of the respondents, which now exceed fifty in number.


Any information relating to violations of the cease and desist orders by these companies should be promptly reported to the Office of the General Counsel, U.S. International Trade Commission, 701 E. Street NW, Washington, D.C. 20434. Refer to Investigation No. 317-TA-20.

Midway's attorneys in Chicago have stated...
MANUFACTURERS

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

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

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

STERN
- Big Game, w.b. (3/80)
- Ali (4/80)
- Searchi (5/80)
- Cheetah, w.b. (6/80)
- Quicksilver (7/80)
- Star Gazer (7/80)
- Flight 2000 (9/80)
- Nine Ball (1/81)
- Free Fall (2/81)
- Lightning (4/81)
- Split Second (17/81)
- Gatakomb (9/81)
- Viper (11/81)

WILLIAMS
- Gorgar (1/80)
- Laser Ball, w.b. (1/80)
- Firepower (3/80)
- Blackout (9/80)
- Scorpion, w.b. (9/80)
- Alien Biker (10/80)
- Black Knight (12/80)
- Jungle Lord (4/81)
- Pharaoh (7/81)
- Solar Fire (9/81)
- Barracuda (10/81)

VIDEO GAMES (upright)

AMSTAR
- Laser Base (7/81)

COCKTAIL TABLES

AMSTAR
- Phoenix

GOTTLIEB
- New York, New York (3/81)

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

WILLIAMS
- Defender (4/81)

PHONOGHAPHS

Centur 2001
Lowen-NSM Console
Lowen-NSM Prestige-ES-2
Lowen-NSM Festival
Rock-Ola Grand Saloon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rowe R-85 (10/80)
Rowe Jewel
Seeburg Phoenix (12/80)
Stereo/Seeburg DaVinci (7/81)
Stereo/Seeburg VMC (11/81)
Wurlitzer Cabanna
Wurlizer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL TABLES

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynasty Model 37
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar
IN REVIEW: Presented is a photographic lineup of some of the new machines introduced by the various music and games manufacturers and dated according to their exposure in Cash Box.

**ATARI 'CENTIPEDE COCKTAIL'.** A cocktail table version of the popular Atari upright, with all of the challenge and fun features intact. Adjustable for either sit-down or stand-up height. (10/31/81).

**WILLIAMS 'BARRACORA' (left).** A fast-moving, multi-player, multi-ball pin game with numerous new features, lots of ways to score and bonus, and an economic price tag. (10/31/81).

**CINEMATRONICS 'SOLAR QUEST' (right).** Space combat is the theme, the object being to destroy enemy spaceships and pick up survivors. Many different phases of play add to the appeal. (10/31/81).

**STERN 'TURTLES'.** This lighthearted video game features animated beetles chasing turtles through a colorful maze to the accompaniment of very lively music and sound effects. (11/21/81).

**WILLIAMS 'MAKE TRAX'.** Humorous and challenging, this video has the player painting patterns around life-like, troublesome characters, who try to add their own comical touches to the paintings. (10/31/81).

**ATARI 'TEMPEST'.** It's player against an assortment of enemy aliens, pulsars, spikes, etc., in a 3-dimensional, multi-colored space setting, with action high atop various different space platforms. (10/31/81).

**STERN 'VIPER'.** A pinball machine in a starkly designed cabinet. Game's 'Roto Shooter', a rotating ball chamber, allows players to control the ball's shooting position when aiming for target points. (11/28/81).

**CENTURI 'CHALLENGER'.** A space monster blast-em-up video game, offering 16 phases of increasingly difficult play action. Large enemy rings randomly confront the player around the screen. (11/21/81).

**GAME PLAN 'KAOS'.** In this video game, action focuses on a little man chasing dollars that turn into pursuing dragons if he doesn't catch them before they drop to the bottom of the screen. (11/21/81).

**SEGA/GREMLIN 'FROGGER COCKTAIL'.** Just as in the popular upright, players race against time in guiding frogs safely across a busy highway and treacherous river. Lots of fun. (11/28/81).

**STERN 'STRATEGY X'.** A one or two player video game where the player navigates a tank through enemy territory amidst bombardment on all sides, landmines, cannons, etc. Lots of action. (12/5/81).

**EXIDY 'MOUSETRAP'.** This fun video has the player guiding a mouse around a playfield full of cheese pieces which he chomps for points. Unique changes occur during the course of play. (12/12/81).
INDUSTRY NEWS

FACTORY FOCUS
Stern Marks Fifth Anniversary

CHICAGO—Stern Electronics, Inc. recently celebrated its fifth anniversary with an employee dinner at the Como Inn restaurant here.

Since its formation in late 1976, Stern has grown to be a major manufacturer of coin-operated amusement games and has the distinction of manufacturing both pinball and video games as well as coin-operated phonographs.

In 1976, Chicago attorney Gary Stern formed Stern Electronics, Inc. to buy the assets of Chicago Dynamic Industries, a manufacturer of pinball and other coin-operated games. In its first full year of operation, the streamlined Stern operation garnered pinball sales of $4.8 million.

Corporate expansion followed fast, when in 1977 Stern purchased the major assets of a suburban Chicago electronics firm, URL (Universal Research Laboratories), Inc. Acquisition of the URL subsidiary enabled Stern to switch quickly from electro-mechanical pinball games to solid-state component systems and eventually carve out a significant share of the $200 million world pinball market.

By 1979, Stern Electronics registered sales of some $21 million, sales jumped to almost $30 million in 1980.

Market Diversification

Stern recently embarked on an ambitious market diversification program geared to new product trends in the broadening coin-op amusement games industry. In July 1980, Stern entered the popular video game market and in August of that year purchased the assets of Seeburg Corp.'s coin-op phonograph division. Production of the Seeburg jukebox began in October 1980; its addition to Stern's product line is expected to boost sales by some $25 million in 1982, according to company officials.

Stern's fourth and most recent acquisition was completed in October 1980 when the company purchased August J. Johnson Co., a Bensenville, Ill.-based cabinet manufacturer. The Johnson Company provides cabinets for Stern pinball and video games and has facilitated delivery of Stern products to the marketplace.

Stern sales totaled $108 million in 1981; new product sales in 1982 are expected to exceed that figure.

Stern Electronics' management team, headed by president Gary Stern, is comprised of both young executives and experienced veterans, including prominent industry figure Sam Stern who is executive consultant to the company; Harry Williams, inventor of the pinball's “tilt” feature, who serves as exclusive design consultant; Stephen Kaufman, president of Stern's amusement games division; Larry Siegel, president of the Seeburg phonograph division; and Ed Polanek, president of the Stern subsidiary Universal Research Laboratories in Elk Grove Village, Ill.
Taito America’s Donation Boosts Little City Fund

CHICAGO — Taito America Corporation wanted to do something special for the residents of Little City, a 60-acre residential community that has been hobbled by generally disabled and blind retarded individuals, located in suburban Palatine.

The recent holiday season provided the perfect opportunity for the company, led by Jack Mittel and his staff, to demonstrate their appreciation for the outstanding work done at the facility, and the ideal gift was given through Taito’s Games America retail store, which is also located in Palatine.

For a month prior to Christmas, earnings from a specially designated table model “Video Invaders” video game were donated to Little City, and, in addition, Taito donated the game for placement in the Center’s recreation room.

“This game will provide residents with a fun-filled pastime,” commented Mittel. “We are honored to be able to help this worthwhile organization with their recreation and instructional programs at Little City. The residents are facing a tough future, and in no doubt in my mind that Space Invaders will be the biggest attraction of our recreation room.”

Taito America Bows New ‘Qix’ Trimline Unit

CHICAGO — “Qix,” Taito America Corporation’s new home entertainment video game, is now available in a “Trimline” version. According to company president Jack Mittel, “One of the most popular video games on the market will now reach a host of new locations.”

“The Trimline version will maximize profits per square foot,” he continued. “Now every location can accommodate the video game that has excited players and operators around the nation.”

‘Qix’ is the first video game completely designed and manufactured by Taito America. The Trimline version has many of the new service priority features found in the popular upright model.

“Trimlines of variations plus a new available tournament program make Qix more exciting, challenging and flexible than most games on the market these days,” Mittel said.

The dimensions of the new ‘Qix Trimline’ are 7 inches deep, 54 inches high and 20 inches wide, with 3.3 square feet of floor space required.

Additional information may be obtained by contacting Taito distributors.
NOW YOU CAN GET MORE THAN EVER BEFORE!

Still going strong in game and profit production!

*pronounced "kicks"
And QIX gives you more... more strategies, more variables, more challenges!

trillions upon trillions of configurations!

Qix, the first "area capture" game, is a video game unlike any you've ever seen! And Qix stays unique play after play, player after player, because there are as many strategies as there are configurations... and there are trillions upon trillions of configurations that can be plotted on the screen!

The object of the game is to box in Qix by filling in 75% of the screen or better with boxes of color drawn with the slow and fast Markers on the control panel. The player must stay out of the destructive paths of the whirling Qix and of the fiery Sparx™ and Fuse as they shoot up the Stix to destroy the Marker and must also be careful not to box himself into a Spiral Death Trap!

As the game progresses, the 1 Qix divides itself into 2 for double trouble and the Sparx multiply and become even more dangerous Super Sparx! The action and the possibilities never cease to amaze the mind or test the imagination!

DIMENSIONS:
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.
Amusement Games Catching On With U.S. Military Personnel Around The World

(continued from page 36)

1981, toppling the $10 million mark worldwide and prompting the Exchange Service's management to declare it a "triumphant" for game components.

Ken Bonfice, a spokesperson for the Army Advertising Information Service Branch, told Cash Box that video games, located in different facilities on armed forces bases, are "among everything else. we see even larger numbers of machines being shipped. Video games account for the lion's share of collections, with pinball revenues doing at least as many locations. In reports, "Not that the pinball industry is offering more sophisticated machines, their popularity is bound to return." Among the most profitable games currently appearing on bases are "Centipede," "Defender," "Pac-Man" and Donkey Kong.

Upgrading and expansion of the games are the primary reasons for their immense success with soldiers, according to Bob Scally, who works with the Army/Air Force Exchange Service's vending branch. "Approximately 3,100 video games and 2,300 pinball machines are distributed around the world, and, for the most part, they are replacing pinball machines, snack bars, military bus terminals, service stations, reception centers where troops are processed and returned. Too often, they are not put back in the vending machines, "Scally explained. "Video games are also being installed in laundromats, and a lot of our servicemen's wives are bringing their kids there to keep them busy while they're doing the wash."

Although Scally noted that Pac-Man's revenues have been tapering off as of late, he pointed out that it's the吊 that's "a hole" pin game have been picking up the slack. "Not surprisingly, the ground troops go for tank games and the force people prefer the aerial combat machines," he said. For example, servicemen at Fort Knox enjoy playing "Battles Zone," while Defender is doing well at our Air Force locates. It seems logical.

As far as home video games are concerned, Mike Cooper, merchandising specialist for the Army/Air Force Exchange Service, said, "It's a difficult to keep up with the overwhelming demand for these machines. The vendors just can't supply them all," said Cooper, noting that overseas sales totalled approximately $2 million and domestic revenues were at $7 million.

"Some of the consoles sold in Europe come directly from Atari's German division and currently we're looking into the possibility of import and licensing from them.ustria," he continued. Asteroids, "Star Invaders" and "Missile Command" are the most popular software cartridges among servicemen, said Cooper, who noted that even a Pac-Man home video game program becomes available it will be a top-selling item.

As well as being used for entertainment purposes on bases, videogames are currently under consideration by the military's top brass for training tools to aid combat divisions. The Army training board at Fort Stewart in Georgia is currently trying to determine whether the games can teach soldiers certain combat skills they need to know for battlefield situations. According to Captain Gary Buist, chief of plans and operations for the 24th Infantry Division, "It's an excellent idea. The guys like playing the games and it develops hand-eye coordination."

The particular video games under study are those which require players to hit a L.E.O. by pressuring a button that launches a weapon. According to army sources, the "video space-invasion" games which would be utilized would be classified as "non-NATO country" vehicle for bombardment. Buist maintained that this type of training could save the government money by upgrading the individual's flying skills while real weapons on an actual firing range."

The Navy, meanwhile, isn't letting the video action escape its wary eye either. Last year the branch's top recruiter, 27-year-old Julie Reed, sourced from the Fort Stewart board, although the bulk of the equipment sold overseas now is shipped from the United States," he continued. Asteroids, "Star Invaders" and "Missile Command" are the most popular software cartridges among servicemen, said Cooper, who noted that even a Pac-Man home video game program becomes available it will be a top-selling item.

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**Chicago Hearing**

(continued from page 40)

The Feb. 3 meeting not only saw a very impressive turnout of industry representatives but many present were wearing specially designed hats. "The hats, which are "Chicago games are fun," said one of the participants. Chicago hearing was held on February 17, in Room 201-A, City Hall, at 10 a.m. and operators were urged to attend.
Talking Video

"Bosconian is a fast action, one-or-two-player, full color video game, with taking feature, that challenges the most proficient and avid player," declared Stan Jarocki, vice president of marketing for Midway Manufacturing Company, referring to the company's latest video release.

The game theme pits a star destroyer space fighter against enemy invaders on a constantly moving interstellar course. In "Bosconian," the player is the pilot and enemy bases in range. Action accelerates as play continues. Condition Red is the most difficult stage of the round where enemy attacks come faster and faster from all directions and the battle is most intense. Battle Stations alert the player to the various Bosconian formation attacks. A flashing red square in the scanner indicates the position of these attack formations.

The player can earn a bonus fighter at 20,000 points, also at 70,000 points, and at every 70,000 points thereafter. A high score of over 20,000 points is announced and flashed on the screen. The high scorer can then program his initials on the screen for all to see. Bosconian features a special extended play option. At the end of a game, the player can insert another coin and continue to play. He has a countdown factor of about 20 seconds. If he elects to do so, he can continue play in the same round he left.

Bosconian features a Self-Test display that can be activated with the flick of a switch on the inside of the cabinet. The display presents the operator's guide to trouble shooting problems and adjusting the game set-up to suit his needs. The Self-Test Menu indicates ROM and RAM condition; the coins and credits and number of figures which coin or credit which can be adjusted by the operator. The "rank", which represents the pace of the game, can be adjusted from "A", the standard level, "B", the easiest, and "C", the most difficult. "Auto" adjusts the game to match the skill level corresponding to the player's ability.

Sound and switch checks are made by activating the control switches to conduct these tests. Bonus levels can be arranged from factory standard of 20,000 points for first bonus and 70,000 points thereafter to lower or higher increments.

Bosconian is available in three Midway models - standard arcade, space saving Mini-Myte and cocktail table and manufactured by Midway under license from Namco, Ltd., Tokyo, Japan.

Best Of Both Worlds

Williams Electronics, Inc. has promised to "change the way you play" with its newest entry, "Hyperball," described as the "next evolution in games" and a "bold new way to play." Hyperball is a fast shooting game, housed in a pinball style cabinet, with many video game play features.

Players control the fast game play by manipulating two trigger mechanisms located on the top front of the cabinet that control a Hyper- Cannon with machine-gun-like action as many as 250 balls a minute. Lights flash quickly from target to target on the playfield, and if not shot down and extinguished immediately, then become lightning bolts that streak downward to drain power from the Energy Center, which supplies power to the Hyper-Cannon and is the vital core of the ball. Although players have unlimited balls and time, five lightning bolts will wipe out the power in the Energy Center. Players must keep an eye on the particularly virulent enemy, the Bailer, who jumps all over the playfield. Each Bailer

New Equipment

Boit that hits the Energy Center destroys one unit of energy and the player, self-jumps to the Energy Center before being destroyed, the entire Center is wiped out.

The game is very fast moving and players must be alert at all times. Scoring is awarded for hitting lit targets or balls, scoring 30 bonus points for each attack wave and a bonus is awarded for each remaining Energy Unit. If destruction is imminent, a limited number of "Z-bombs" can be activated to destroy all enemies on the playfield.

Players can earn points for every 70,000 points. The player can earn scores of 400,000 points, and "a "critical" is indicated on the Alphanumeric display. Hit the lit target stops the countdown and the remaining score is awarded. Players have twenty opportunities contained in the Midway Bosconian technical manual. When one Energy Unit remains, "You Missed" is indicated on the display.

When one Energy Unit remains, "You Missed" is indicated on the Alphanumeric Display. A player's turn continues as each wave is completed and terminates when all Energy Centers are used up. An Additional Energy Center and Z-Bomb are awarded for every 450,000 points (operator adjustable).

Williams has designed Hyperball for "ultra reliability." Microswitches and Optoswitches are deployed in all critical areas, and the wear-resistant plexiglass playfield is constructed to withstand heavy-duty action.

Back Again

Back by popular demand and currently by marketing by Namco America is the highly successful "Pac-Man" game, which is a "proven long-term earner," according to marketing manager Joanne Anderson, and "one of the few classics of our industry."

The game is manufactured at the Namco factory in Japan. Shoot Away is a skeet shooting game, realistically portrayed with clay targets projected onto a screen in an outdoor shooting range atmosphere complete with authentically designed shotgun.

The one or two-player game offers a different challenge and maximum point opportunity. The game features high score of the day and extended play of an additional 10 shots for players who obtain a certain operator-adjustable score with their first 16 shots.

Points are determined from 40 to 70 per shot according to target speed, so the faster the target speed the higher the points awarded. The game displays different trajectories and increase in speed as the game proceeds.

By incorporating safety features of the parts used in actual shotgun, Shoot Away's guns have the appearance and feel of the real thing. The sound of gun fire and the realism of gun design create a very appealing atmosphere for the ardent players of video games with the original Pac-Man. Ms. Joanne Anderson is available in all three Midway models - standard arcade, Mini-Myte and cocktail table.

EPA Video

"In keeping with the "Equal Play Amendment" (EPA), we've developed our new "Ms. Pac-Man" to continue the love affair with video game fans," stated Stan Jarocki, vice president of marketing for Midway Manufacturing Company, in announcing the factory's new video game.

"We took a 'rib' out of the original Pac-Man to create this 'female' playmate, producing a new character, new maze and other special features," he added. "For example, in Ms. Pac-Man, the bonus 'fruit' targets appear and float randomly in different places on the screen. Monster 'Clyde' is replaced with ' Sue.' There are more exit and entry escape passages, plus new musical-cartoon interludes between ascending scoring levels."

Jarocki went on to describe the game format in a three-act play sequence: "In Act 1, Ms. Pac-Man and Pac-Man meet and naturally fall in love (they have so much in common). Act 2 is The Chase where Ms. Pac-Man and Pac-Man chase each other back and forth across the screen until one catches the other (guess who?), Enter 'Junior' in Act 3 when the stork presents the couple with a Pac-Baby (the natural result of this kind of union)."

While Ms. Pac-Man is sure to be a big favorite of all players it is Midway's tribute to the growing segment of the market, namely the ladies, who became

Further information about the availability of Shoot Away may be obtained by contacting Namco-America, 343, Gibraltar Drive, Sunnyvale, Calif. 94086.
Fast Action
For 1 or 2
Players...

Full Color
Video Game
With Voice
Commands!

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