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EDITORIAL

Rising To The Occasion

In this time of confusion and doomsaying in the industry, the Grammy Awards last week provided a positive highlight, displaying much of what has made music such an enduring part of the human condition. It was certainly inspiring to see such a living legend as Lena Horne take home the prize, to be there when highly respected Quincy Jones finally won for his production efforts and to witness the moving scene with Yoko and Sean accepting what would have been the late John Lennon's first solo Grammy.

On Grammy night, in spite of all of the current talk about recession and such, the NARAS membership rose to the occasion, bestowing its highest honors on some of those for whom this recognition has been long over due. The fact that each won for albums that stand out as career highlights will blunt all but the most petty criticisms — there is no way that the academy membership can be accused of giving Grammys based on sympathy or some other such excuse.

Recognition of such talents as Horne, Jones and Lennon — whose contributions to modern music have certainly left their mark — was complemented by the attention given to some of the most promising new artists to come along in a while. Such talents as Sheena Easton, Rick Springfield and James Ingram can certainly be counted among those who will carry on the traditions established by Horne, Jones and Lennon for many years to come.

This year's Grammys showed the music industry at its best. Great veteran talents and bright newcomers shared the spotlight in a celebration of the art. While businessmen make many of the decisions on the day-to-day basis, Grammy night showed where the real class in this industry is.

NEWS HIGHLIGHTS

- ITA meet explores future directions in video (page 5).
- Quincy Jones and Yoko Ono share spotlight at 24th Grammy Awards (page 5).
- Gospel Music Assn. seminar underway in Nashville (page 5).
- “Don’t Talk To Strangers” by Rick Springfield and Lou Ann Barton’s “Brand New Lover” (new and developing artist) are the top Cash Box Singles Picks (page 9).
- “The Concert In Central Park” by Simon and Garfunkel and Buckner & Garcia’s “Pac-Man Fever” (new and developing artists) are the top Cash Box Album Picks (page 11).
Future Directions In Video To Be Explored At ITA Meet

by Michael Glynn

SAN DIEGO — The future of the three videotape formats, the status of video software rental programs in the market-place, the impact of cable TV on home video and the battle over the videotaping issue are expected to be among the principal topics of discussion at the ITA's 12th annual seminar, according to ITA executive vice president Henry Braf. The four-day event runs Feb. 28-March 3.

Dramatic changes in the direction of home video since the last ITA seminar was held are unquestionable, and even more so in the next two years — sales — will undoubtedly be among the subjects of particular interest during the “Home Video Tape/Disc” workshop on “Videodisc Systems” the morning of March 3.

One of the speakers on the topic “Lasers Optical Disc/Where It’s At,” John Messerschmitt, vice president of videodisc....

JONES, ONE SHARE SPOTLIGHT AT 24TH ANNUAL GRAMMYS

by Michael Martinez

LOS ANGELES — The 24th Annual Grammy awards a few surprises and overdue recognition, as Quincy Jones capped five awards and watched two artists he worked with last year win two more. And Yoko Ono made an appearance to accept album of the year honors in behalf of herself and late husband John Lennon.

The Manhattan Transfer won three awards during last week's Grammy ceremonies held at Los Angeles' Shrine Auditorium, while Al Jarreau, Lena Horne, Daily Pitch and Mike Post won two awards apiece.

Ono and Lennon's award for best album of the year for "Double Fantasy" earned the evening's most spontaneous and rousing standing ovation. Obviously moved by the award and audience response, Ono, who... (continued on page 6)

PolyGram Will Market And Distribute Simmons' New Total Experience Label

LOS ANGELES — Total Experience Records was recently formed under a new contract between Total Experience Prods. and PolyGram Records, Inc. Terms of the new pact allow PolyGram to release all artists signed to the record company, which will be headed by label president Lonnie Simmons.

Coming from the label's initial releases are new albums by The Gap Band, Yar- brough and Peoples and a debut by Robert "Goodie" Whitfield. "The Gap Band III" LP netted a platinum award for the band last year, while the Yarbrough and Peoples' "Don't Stop The Music" single pushed the duo's debut LP, "The Two Of Us", to gold status.

Commenting on the new arrangement between PolyGram and Total Experience, Guenter Hensler, president and chief operating officer for PolyGram, said, "I'm very pleased that our relationship with Lonnie and the Gap Band, Yarbrough and Peoples and Robert "Goodie" Whitfield is back... (continued on page 9)

CASH BOX NEWS

GHOSTS ON THE LOT — The stageout at the A&M Records lot was the site of a recent platinum presentation honoring the Police’s “Ghost In The Machine” LP. Pictured are (l-r) A&M chairman Jerry Moss, Police members Andy Summers, Stewart Copeland and Ono.

Wyman Tells Analysts CBS To Push Ahead Despite Economy

by Fred Goodman

NEW YORK — Long-term commitments to development projects, the bulk of them in the broadcasting sphere, will dominate CBS activity in the coming year, according to Thomas H. Wyman, president, CBS Inc. Wyman made his comments at the company's annual analysts meeting held here last week.

"The entertainment and information field is undergoing profound and rapid change," Wyman told the more than 75 assembled analysts. "We’re determined that in 1990 we will be a preeminent provider of entertainment. The centerpiece will be broadcast, and the centerpiece of the center-piece will be music.

GMA Seminar To Tackle Problems Facing Industry

by Jennifer Bohler

NASHVILLE — With a pronounced emphasis on tackling the key issues facing the gospel music industry today — such as reaching the secular market, adopting more creative and effective merchandising campaigns as well as setting up a multi-priced product line — the Gospel Music Assn. (GMA)-sponsored seminar will be held here this week, Feb. 28-March 3, possibly besting last year's attendance of 325 registrants. Pre-registration figures last week were at 225, compared to 185 the same time last year.

Taking a more educational and informative approach this year, agenda commit- tee members have pieced together what they feel is one of the best series of instruc-tional panels to participate in a seminar yet. According to Dan Johnson, vice president, marketing and promotion, Word, who was involved in selecting instructors, the seminars are geared toward educating participants on the art and science of gospel music.

"Of course, we are involved more with the science aspect of it because of the marketing, the graphics, the design, the sound, public relations, merchandising and airplay," Johnson said. "Someone has to address these key topics, and the GMA is the ideal choice."

Exploding upon the potentials of this year's three-day event, Johnson said, "I feel very strongly that we are scratching where people are itching. Compared to years past, this seminar is going to be much more specific because of the series of instruc-tors. And the choice of John L. Johnson from NARM and his "Gift of Music" presentation is very significant." This year marks the first.... (continued on page 15)

Cash Box / March 6, 1982

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Midblood Sales Have Become Lifeblood For U.S. Exporters

by Jim Bessman

NEW YORK — In the wake of discouraging exchange rates, exporters have come to rely increasingly on midlines for the bulk of their quantity sales. Many of the U.S. exporters contacted in a Cash Box survey reported that the $3.95 price is even more attractive overseas customers because it holds up in the U.S. and that midline sales have become the lifeblood of the export industry. Some even report that without the midlines there would be little business, if any. It is these exporters who are responding to rumors of midline price hikes with the most fear.

The strengthening of the dollar throughout the last year against foreign currency is cited as the major factor in making midlines the most attractive and affordable item for European and Japanese buyers. Because of the high dollar value, exporters say, American product becomes too expensive to compete with locally manufactured titles.

"Midlines are keeping us alive," said Bill Medeot, owner of New York's Wamid Inc. "For example, the French franc used to pay $3 to four per American dollar, now they pay more than six. So the dollar is too high for foreign consumers to buy frontline exports. Midlines at the moment are the only affordable American product."

A New York-based Stratford Distributors Inc. export manager, Brian Fletcher, reports that on a recent trip to Europe, he found considerable interest in midline product far more than with new releases.

"Strong in Europe"

"Overseas licensees and companies are getting quicker with parallel releases, and consequently the overseas buyers are looking for product not available in their own catalogs," said Fletcher. "This is where midlines come in. In fact, tomorrow I'm shipping an order of 6,600 midlines to one customer in Germany. We recently filled a $2,500 order for a customer in Italy which was totally midline. We're selling all labels but by and large, it's rock product deleted in the overseas catalogs."

Tone distributors in Hialeah, Fla., exports to Japan and South America as well as Europe. Ray Gutierrez, export manager, also finds that rock and R&B midlines are big in Europe, mainly because many countries have not pressed early product released in the U.S. Both he and Fletcher agree that the gap is narrowing with the midline product being released overseas, but that there are still plenty of titles available here exclusively.

Bernardo Golden, export manager at Cardinal Export Corp. in Long Island, sees midline sales as mostly old titles being bought by teenagers taking advantage of the low price. "They're paying the same price now as their older brothers and sisters did for the same selections 10 years ago," said Golden, noting that the current crop of $3.95 are comparable with the frontline prices of a decade ago.

Werner Glessner, president of New York's Elton Export Co., states that his buyers are looking for product in the line he calls "second-hand basics." "If there's old title material available here exclusively, I'm going to buy it," said Glessner.

Acts To Perform During NARM Convention Named

LOS ANGELES — A variety of entertainment will be featured during the upcoming 1982 National Assn. of Recording Merchandisers (NARM) Convention, including shows by Rick Springfield, Kool & the Gang, Don Williams, Carol Hensel, Richard Simmons and Rich Little, who will serve as master of ceremonies during the NARM Awards Banquet that will climax the confab.

Set to run March 26-30 at the Century Plaza Hotel in Los Angeles, the NARM convention luncheon format will feature music of various genres each day. At the installation and awards luncheon set to follow the opening business session on March 27, Richard Simmons, who hosts an exercise program daily on television, will entertain. Simmons will soon release a debut LP on Elektra/Asylum.

The new annual NARM Country Music Luncheon Sunday, March 28, will feature MCA Records' Williams while the closing flipside will be the highly marketable "Celebration" featuring De-Lite/Poly-Gram's Kool & the Gang.

Little Richard recently released "The First Family" on Boardwalk Records, will host activities as NARM's Best Seller Awards for 1981 will be presented. Guest artist for the evening will be RCA's Springfield, who will perform music from his current LP, "Working Class Dog."

A soon-to-be announced CBS artist will perform at NARM's scheduled Scholarship Foundation Dinner.

MCA Records

Profits Soar In '81

LOS ANGELES — MCA Records Group profits increased by 58% in 1981, although fourth quarter profits were off slightly from the previous year.

For the year ended Dec. 31, 1981, Records Group profits were $25.2 million on overall revenues of $267.8 million. This compares with profits of $15.9 million on revenues of $184.9 million in 1980.

For the fourth quarter, profits dipped to $7.05 million from $8.04 million in the similar 1980 period. Records Group revenues declined by 12% for the quarter, to $49.7 million from $56.8 million the previous year.

Despite a strong showing by the music division, MCA Inc.'s profits were off for both the year and quarter. Net income for the year slipped to $89.8 million, or $3.77 a share, from $119.04 million, or $5.04 a share, in 1980. The 1980 figure includes extraordinary income of $12.3 million, or 52 cents a share.

Revenues for the year increased by two percent to $1.328 billion from $1.297 billion in 1980.

For the fourth quarter, overall net income dipped to $14.1 million from $16.9 million in the previous year's period. Revenues increased to $338.4 million from $337.5 million in the similar period of 1980.

CBS Songs Pacts Jobete Music — CBS Songs has signed a sub-publishing agreement with Jobete Music, the publishing arm of Motown Records. Under the agreement, Jobete's catalog of over 12,000 copyrights will be administered by CBS Songs wholly owned subsidiaries in France, Germany, Holland, Spain, Sweden, Italy, Israel, Greece and Belgium, as well as companies in Australia, Argentina, Brazil, Mexico and Costa Rica. Pictured standing at the signing are (l-r): Jay S. Lowy, vice president and general manager, Jobete; Lee Young, Jr., vice president, business affairs, Motown, Jay Lasker, president, Motown, and director, Jobete International; and Michael Stewart, president, CBS Songs. Pictured seated is Robert L. Gordy, executive vice president/general manager, Jobete Music.
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Alobo Nova

Lou Ann Barton

Listeners who try to classify Lou Ann Barton's unique sound will find themselves dountou exhibited. She hails from Fort Worth, Texas, and has a sexy swing, but it's not merely country. As a little girl she sang in church choirs, yet her songs can hardly be considered gospel. In her teens she instigated a steady diet of Albert King and Ike and Tina Turner, although her intonations really can't be pigeonholed as R&B. So how does Lou Ann Barton sing? Well, the answer to that is actually quite simple: great music.

Influenced by a Patton of styles, Barton's vocal work is suitably yet sensitive, rowdy, but romantic. With the help of two other giants, Al and The Two Tone Frey and legendary Sexan Wendy Jexler, she delivered an album called "Old Enough." I thought it was a matter of time until I would realize the reviewers and the public. New York Times music critic Robert Palmer called the LP "the freshest, most emotionally compelling poping of the year..." Too many communication problems.

A first generation Canadian, Nova was encouraged in his father's efforts of going to any country as well as giving the love for rock music that began when he heard Jimi Hendrix.

Nova left home at 15, and while he and his father "didn't get together for a long time," he now respects his dad. "If I hadn't been as black and white, I wouldn't have been as aggressive as I am now," he admits. Five years ago, Nova worked for his father as a welder. "I've never been a great singer but I'm working. But after two years, I figured there's gotta be a better way to make a livin'..."

That better way was rock 'n' roll. Nova did demo work at a studio three days a week and credits Yves Godin and Alain Deland at Bobinason Studios in Montreal, where much of "Alobo Nova" was recorded, with giving him his start in front of studio time. He also hosted a 'twonights a week to play the George Harrison role in a Beatlesmania-type act. By 1983 he was working 20 hours a day and was also a staff writer for ATV Music in Montreal. "I'm basically a songwriter," says Nova.

Val Azzoli, ATV vice president, and Bernie Solomon, president of ATV Canada, recognized the potential in Nova's demo tapes and backed them up with a recording contract. Vern Brown of Canada's Rash, was slated to produce the record, but he, nobly as so many black artists do, refused when he heard the quality of the self-produced demo.

When the album was 80% complete, ATV began label shopping. Solomon handed a copy of the tape to Sandy Pearlman, manager of Blue Oyster Cult, who was looking for a guitarist to join Rush and B.O.C. while also a member of a rock opera project. Pearlman was so impressed that he chose instead to manage Nova and made the record deal with Linette Pettie, vice president and general manager of Portrait.

Nova's father, a welder named Aldo Nova who says he has found "the best looking band in the world" in guitarist Kevin Carlson, drummer Billy Carmassi, bass guitarist David Sikes and keyboard player Paul Horowitz.

(continued on page 3)

A distinctive new entrant on the pop scene, Barton has a voice that’s part gruff and part growl, with a blues edge to it. On her E/A debut, a Marshall Crenshaw tune, she sets that sound to a southern-styled rock rhythm, with the aid of the Muscle Shoals Sharles and Horn Sections.

DEPECHE MODE (Sire SRE 50029) Just Can’t Get Enough (3:42) (Stainless Music — BMI) (V. Clarke) (Producers: Depeche Mode, D. Miller)

Synth pop units such as Soft Cell, The Human League and Depeche Mode are just now making their way to our shores with a bright, buzzing electronic dance sound. Depeche Mode’s first domestic single is a perky affair, paced by some sharp percussive sequence patterns.

STEVE CARLISLE (Sweet City/MCA MCA-52021) I’ll Fall In Love Again (2:23) (Let There Be Music—ASCAP) (A. Roberts, T. Cerney) (Producers: C. Maduri, S. Carlisle)

The midwesterner who sings the WKRP In Cincinnati theme is back with a big ballad, powered by electronic strings and an unusual rock guitar crescendo. Carlisle stretches for the grand dramatic vocal gestures, and they come off, with a little help from co-producer Carl Maduri.

CON Funk SHUN (Mercy/Polystar 76141) Body Lovers (3:53) (Val-e-Joe Music/Bee Germaine — BMI) (M. Cooper, P. McKissack) (Producers: Con Funk Shun)

Party sounds open the newest single from the "Y" LP. As the Con Funk Shun group kicks into a largely per- cussive paean to body loving on the dance floor. Group uses some vocoderized vocals and other unique effects here.

PATRICK RUSHEIN (Elektra E-47427) Forget Me Nots (3:38) (Baby Fingers Music —ASCAP/Freddy Dee Music — BMI) (P. Rushen, F. Washington, T. McAdden) (Producers: C. Mims, Jr., P. Rushen)

Rushen sings one “Straight From The Heart” here, asking her lover to “baby, please forget me not.” The “let’s make up” message is undercut by a thick bass, handset licks and steady dance beat.

SYLVERS (Solar S-48302) Take It To The Top (3:42) (Spectrum VII/Satellite III — ASCAP) (C. Sylvers) (Producer: R. Sylvers)

From the “Concept” LP, the Sylvers’ newest is a funky dancer built on a pretty straight forward mid-tempo groove. Party is the message here, and the clubs will immediately get it as will B/C.


This is Armatrading’s rockier side — chippy guitar riffs, sharp snare slashes and a heavy bottom behind her husky English-West Indian vocal. Producer Steve Lillywhite (U2, Psychic Furs, etc.) gives it a decidedly “new rock” edge.


Parker adorns a girl (lover?) for relying on things impermanent (hence “Temporary Beauty”) on one of his softer songs in some time. Reminiscent of the tone of his “Howlin’ Wind” album way back, it’s still for AOR, prog pop.

TERESA BREWER (Project 3 PJ 100) Come Follow The Band (2:38) (Notable Music Co., Inc. — ASCAP) (Gy Coleman, M. Stewart) (Producer: B. Thome)

The bolisterous Brewer creates a rousing rendition of the song from the Broadway musical Barnum, starring Jim Dale, with appropriately festive Dixieland accompaniment. With Barnum at the Pantages in L.A. now, Western retailers should stock up.


What’s this, a slight country tinge to hard rock in UFO’s latest? Well, just a little bit in the guitars, organ and Phil Mogg’s voice on this melodic tune from the “Mechanix” LP. Can’t help but remind one of Bob Seger or perhaps Van Morrison, though.

NEIL YOUNG & CRAZY HORSE (Reprise RPS 50014) Opera Star (3:35) (Silver Fiddle-ASCAP) (N. Young) (Producers: D. Briggs, T. Mulligan, N. Young)

Blistering fuzz guitar and a marching rock beat pace this raw, raucous effort from the “Re-ac-tor” LP. It’s as punky as Young gets, with the line “You were born to rock—you’ll never be an opera star.” Nuff said.

SYREETA (Tama 16101F) I Must Be In Love (3:38) (Unart Music Corp./JCA Music, a division of MCA Inc.-BMI) (K. Hirsch, M. Mueller) (Producer: O.E. Brown)

Sax blows breezily at the intro to this feathery love song, setting the soft ’n’ supple rhythm for Syreeta’s sweet offering from the “Set My Love In Motion” LP. Reminiscent of Dione Warwick’s material. For A/C, pop and B/C.

PATTI AUSTIN (Qwest QWE 50036) Baby, Come To Me (3:30) (Rodsongs, PRS, all rights admin. by Rodson Music (London) Ltd. (PRS, adm. in the U.S. and Canada by Almo Music Corp.—ASCAP) (R. Temperton) (Producer: Q. Jones)

Austin duets with James (“Just Once”) Ingram on this sultry Rod Temperton tune from the “Every Home Should Have One” LP. Easy late night B/C, pop fare for the romantics.


A TASTE OF HONEY (Capitol 5099) I’ll Try Something New (3:45) (Jobete Music Co., Inc. — ASCAP) (W. Robinson) (Producer: A. McKay)

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Cash Box/March 6, 1982
Brescia Named Senior VP at CBS Radio Webs

NEW YORK — Richard M. Brescia has been named senior vice president of the CBS Radio Networks. Brescia, who moves up from vice president and general manager of the CBS Radio Network, will now also oversee the operations of Radiodio, CBS's new young adult radio network which debuts in April.


Before joining CBS, Brescia served the Multiual Broadcasting System for five years in such capacities as manager of station relations and account executive. He began his radio broadcasting career in 1958 at WDEW/Westfield, Maine, where he later became station manager.

Jive, Arista Pact

NEW YORK — Jive Records, the record arm recently formed by the London-based Zomba group of companies, has parted with Arista Records for manufacture, distribution and marketing of all Jive product in the U.S.

Already released under the new agreement are the first album by the Starlighters and a five-cut EP by A Flock of Seagulls. forthcoming releases will include a Flock of Seagulls debut LP, a 12” single by Richard Jon Smith and a remix of “The Lion Sleeps Tonight,” by Tilt Fit.

Altman Named VP Post at RCA

NEW YORK — Paul J. Altman has been named division vice president, business affairs, RCA Records. He will report to Jose Menendez, division vice president, staff operations and finance, RCA Records.

In making the announcement, Menendez said, “I am very pleased that within the ranks of RCA Records’ own management team we have a man of such executive capabilities and potential to elevate to this vital position. Altman, with a thorough knowledge of RCA Records’ operations and the goals of the Division, will give us strength as we move aggressively forward to face the challenges of growth and expansion in the 1980’s.”

Altman, who joined RCA Records in 1960, had most recently been director of talent affairs, a position he held for over two years and which he worked closely with senior management to bring new and established artists to the RCA roster.

Joining RCA Records as a credit analyst in 1960, Altman became manager, talent payments and recording cost controls in 1965. In 1971 he was elevated to manage, domestic royalty accounting, and in 1975 became manager, royalties.

Peters Named GM for Pasha Group

LOUIS ANGELES — Carol Peters has been named general manager of Pasha Records and group of companies. In her new position, Peters will direct all marketing and promotional efforts for Pasha artists, working directly with the E/P/A executive and field staff.

Peters comes to Pasha from Warner Bros. Records, where she served as assistant to the vice president of promotion. Previously she worked at Planet Records, Capitol Records, Elektra Records, United Artists and West Coast Music Sales. She entered the music industry in 1965 as director of business affairs and marketing for Ampex Stereo Tapes.

Commenting on the appointment, Pasha president Spencer Proffer said, “An executive with the professionalism, experience and integrity of Carol would be a major addition to any company in our industry. I’m sure glad she joined us at Pasha/CBS.”

EXECUTIVES ON THE MOVE

Shulman Murray Pardo Cleary

Changes at Polymag — Polymag Records has appointed Derek Shulman and Drew Murray national rock music promotion managers. Shulman was previously both a manager and A&R director for Gentle Giant. Murray has been Polymag’s Houston promotion representative for the past year and before that local and regional promotion for Casablanca Records.

Pardo Named President — The Boardwalk Entertainment Company has announced the appointment of Rick Pardo to controller for the firm’s music division. He has worked for six years in the Polymag organization, both on the corporate level as controller, and for the record company in two financial directorships.

Changes at Wax Museum — Keith Krojkin has joined the Wax Museum as booking and talent director. For seven years he was director of production for Celler Door Concerts. Also joining the Wax Museum as production coordinator/technical director, is David Steiss. He has been with the Celler Door organization for eight years, most recently as technical director of the Bayou.

Cleary Appointed — Robert T. Cleary has been appointed director, inventory management and administrative services for Columbia House. He joined CBS in 1968 as a financial analyst and on the corporate staff and moved to Columbia House in 1972 as director, financial analysis. Since that time he has served in a variety of management positions and was named director, inventory management, in 1980.

Becker Named E/A — Sari Becker has been named New York publicity director for Elektra/Asylum Records. In 1973, she joined Polydor Records’ New York publicity/artist relations department.

Changes at CBS — Susan Burns has been appointed manager, A&R, CBS Records Nashville. She started in the company’s marketing division in 1976 as promotion secretary. A year later, she was named promotion coordinator. In 1981, she moved into the A&R office as A&R coordinator. Margaret Ullrich has been appointed manager, A&R, CBS Records Nashville. She began with CBS Records Nashville in 1976 in the A&R division as A&R secretary and in 1981, she was named as A&R coordinator.

Martin Promoted at Capitol — Scott Martin has been promoted to Los Angeles promotion manager for the second post, for Capitol Records Inc. He has spent the past five years in the Capitol marketing division. He started with the company as customer service representative in Los Angeles, was moved to San Diego territory manager in 1978, then named Los Angeles territory manager in 1980.

Handelman Reports 3rd Qtr. Sales Off

NEW YORK — Handelman Company of Clawson, Mich., last week reported third quarter sales of $59,307,000 for this fiscal year as compared to $63,930,000 in 1981. The $4,623,000 decrease represents a 7.2 percent decrease from last year.

Net sales for the third quarter and nine months of 1981 were restated to reflect the provisions of the recently issued Statement of Financial Accounting Standards No. 48. Restated net for the third quarter last year prior to restatement was $58,860,000.

This year’s third quarter net income was $2,152,000, or 48 cents per share. This compares to $2,130,000, or 48 cents per share in 1981.

Sales for the first nine months of this fiscal year were $176,255,000, earnings for this period were $6,564,000 or $1.25 per share in 1980, a 2.2 percent decrease from last year.

Net sales for the first nine months of 1981 were restated to reflect the provisions of the recently issued Statement of Financial Accounting Standards No. 48. Restated net for the first nine months this year was $1.47 as compared to $1.25 in 1981.

Last year’s earnings included four cents per share which resulted from the sale of capital assets in the first quarter.
The concert in central park — Simon and Garfunkel — Warner Bros. 2BSK 3654 — Producers: Simon and Garfunkel, Phil Ramone and Roy Halee — List: 14.98 — Bar Coded

On a late September evening last year, about half a million people gathered in Manhattan's Central Park to hear the reunited folk/rock duo perform its classic songs from the '60s and '70s, including "Mrs. Robinson," "The Sounds Of Silence" and "Bridge Over Troubled Water." This double-album chronicles that historic night with a technical artistry that surpasses almost every other live recording set down on wax. Many of Simon's best solo songs, such as "Me and Julio Down By The Schoolyard" and "Slip Slidin' Away," are also in the collection.

Times of our lives — Judy Collins — Elektra/Asylum EL-60001 — Producers: Lewis Hahn and Judy Collins — List: 8.98

Forsaking current contemporary pop artist Judy Collins offers a mixed bag of mood-evoking melodies on her latest album, ranging from a T.S. Eliot-inspired tune to a Latin-spiced number about a father's relationship with his son. The blue-eyed, vivid-voiced songwriter has been recording for over three decades, and although her musical formats may have changed over the years, her vocals maintain their well-known intensity and emotional range. This is an album that should find favor with both MOR and pop listeners for its easy listening up-tempo ballads.

Feature picks

MOUNTAIN MUSIC — Alabama — RCA AHL-1-4229 — Producers: Harold Shedd and Alabama — List: 8.98 — Bar Coded

"Oh, play me some mountain music like grandma and grandpa used to play," sings the quartet on the title track of its new album, and these good old boys deliver all that and much more. Highlighting their strong front voices, this southern group effectively compounds kickass country rock melodies with a sincere gospel heritage and manages to escape classification as just another clone country act. There's nothing flashy or fortuitous about these sweet home boys, only a loyalty to reliable harmonies and a hard-driving backwoods beat. Particularly enticing cuts are "Words At Twenty Paces" and "Green River."

SEASONS OF THE HEART — John Denver — RCA AFL-1-4256 — Producers: John Denver and Barney Wyckoff — List: 8.98 — Bar Coded

One of the world's top-selling recording artists, John Denver has given listeners basic, no-nonsense country ballads for well over a decade, and on his latest release, he continues to sing touching tunes with simple lyrics about his affairs with love, life and nature. Accompanying himself on flute and saxophone on some numbers, Denver's tranquil, soothing vocals are made even more endearing by his laid-back, effortless delivery. Perhaps the best cut on the album is the inspiring "What One Man Can Do," which is dedicated to free-thinker R. Buckminster Fuller.

Love conquers all — Michael Wycoff — RCA AFL-1-8004 — Producers: Webster Lewis — List: 8.98 — Bar Coded

Responding to his roots in gospel, jazz, funk and rock, singer/writer/keyboardist Michael Wycoff's second album is filled with a sense of undulating urgency that is nothing short of galvanizing. A polished, well-produced production job by Webster Lewis, a major B/C artist in his own right, helps smooth the rough edges and allows Wycoff to bust out with well-controlled energy.

Keep it live — Dazz Band — Motown 6004ML — Producers: Reggie Andrews — List: 8.98

This third LP from the Dazz Band is dazzling ultrafunk that seems to have its word perfectly etched in every groove. Perpetual motion music with elements of jazz fusion, R&B (boogie, not blues) and dance music, this LP should keep D/OR and B/C fans dancing until the sun comes up. A strong dose of horns gives the disc its soul, while the steady rhythm section keeps things in line so the music doesn't venture too far out of control. Scintillating stuff, here.


Lovers of groups like Styx, Foreigner, Kansas and Journey should flip head over heels when they cue up this debut album by New York-based X-15. This record's super sonic rocket plane, this combo sounds so heavy metal it's a wonder the disc wasn't pressurized on titanium. With an able assist from brassman Michael Brecker, this sextet rocks with excitement, power and precision. AOR people should relate to selections such as "Danger Zone" and "Cold Shivers."

Love over the Hill — Paul Williams — Buddah CL 7-2608 — Producers: Paul Williams and AOR - List: 8.98

With a tune for every mood, this album is an extension of Paul Williams' previous album, "Love over the Hill." The recordings are not just "quality pop" but reveal a great depth in Paul's musical sensibilities. AOR fans should definitely check it out.
Wyman Tells Analysts CBS To Push Ahead Despite Economy

Group, espousing the end of "show business flash" in the record business, "We're aiming to get a bigger bang out of our buck by cutting costs," said Yentoff. In addition to closing the Santa Maria facility and befting up release schedules, the Group president predicted an impact from roster and corporate reorganization, and projected continued success for midnight programming. It was also hopeful that the second quarter releases by Billy Joel, Paul McCartney and possibly RED Speedwagon, along with the soundtrack from Annie, could boost the company's figures.

In answer to queries concerning the erosion of the record market by video games, Yentoff conceded that "there has been an impact," but predicted that the industry will see an adjustment.

Reviewing the other CBS Groups, Wyman predicted a strengthening of CBS Publishing, largely due to the decision to discontinue its mass-market paperback operation. Wyman characterized the decision as "not a difficult one to make, based on the operation's loss of $13 million in '81, with projections for "more of the same in '82.'

More Films

Despite the failure of the Theatrical Films Group's first feature production, Back Roads, Wyman said that the Group plans to produce four films in 1982. Allowing that filmmaking is a high-risk business, Wyman nevertheless maintained that it could offer substantial, relatively quick returns.

Speaking briefly on the Columbia Group, which oversees CBS Musical Instruments, CBS Toys and CBS Specialty Stores, Wyman attributed the Group's decline in '81 to a softness in the musical instrument market. He added that the specialty stores had "gained ground but didn't break even" during the last year.

T.J. Martell Board Elects 1982 Officers


Smith Named VP, 3M A/V Division

NEW YORK — Alfred E. Smith has been named vice president of 3M's magnetic audio/video products division, succeeding James (Jim) Sharp. As a result of these moves, Jim Gray, who becomes director of relations vice president, mem- technologist group, at 3M.

Also reporting to Smith is the professional audio/video equipment pro- ject division and the recently acquired in- ternational Taperotronics Corp.

Special Commendation — One of America's all-time favorite songs, "Rocky Top," was recently named an official Tennessee State Song by the Governor of the state. Lamar has Parkinson, country, Frank, who had conceived the reception for Fелиce and Boudleaux Bryant, the writers of that and many other hit songs to present them with a special commendation. Pictured at the reception are (l-r): Del Bryant, Felice Bryant, Boudleaux Bryant, Preston, Donnie Bryant, and Sonny Osborne of the Osborne Brothers, the group that first recorded the song.

BUSH BABIES — Still recording act the Bush Tetrax recently played a series of gigs in various New York clubs including the Ritz, Irving Plaza and Danecetera. Pictured on stage at the Ritz are (l-r): Pat Place, Cynthia Sley and Laura Kennedy of the group.

Cash Box/March 6, 1982

East Coastings

can't forget the motor city — With the bulk of the industry lodged on the coasts, many promising acts are overlooked. It was announced recently that various talent management entrepreneurs to alert the rest of the industry when something is happening "out there." It was the la of Akron-based bands like Devo, Pere Ubu and the Whips, to get some of what the Midwest has to offer compelling attention. We were pleased and similarly surprised last week when a gentleman named Scott Forman popped by the East Coastings command post unexpectedly to spread the gospel about Detroit's burgeoning rock scene. He's a funny, smart guy, a perceptive critic, and in charge of the Transcity, Records base, from Southfield, Mich. The label's first release, a $5.98 mini LP entitled "Double Take," features the work of Detroit's Retro and East Lansing's Traxx. (l-r): Four bands have been knocking around the Michigan area for several years, and will soon be hitting the big league, with extensive tours through the Midwest and on the East Coast. Forman also hipped us to a couple of promising Detroit acts like Brian & Ann Arbor bands, all of whom we're pleased to say sound quite good. The "Mandatory Music" compilation on Venture Records featuring bands like The Dictators, Cinecycle, The Boners, Mark J. Norton, Service, The Pigs, The Cubes, Natasha and Brother Blues, while Automotive Records "Detroit On A Plat- ter" features The Mutants, The Zooks, The New York's, The Donny Boys, And All Monsters (with a swell cover of "Those Boots Are Made For Walkin"). The Tor- pedos, Master Cylinder, Coldcock, The Sillies, Stirling Silver and another track by Congressman Records have been reported by one of your staff writers, and we're seeking bands with the discography on the discs for exposure beyond the Detroit area. Apparently, co-oping is a way of life on the Motor City's rock scene, as many of the above-mentioned groups are sharing rehearsal space with other local venues as Clutch Cargo, Traxx, Boosie's and Grand Circus Theater. Forman adds that the next step will most likely include exchanging gigs with bands based in other Midwestern states, and that we might be presently seeking bands to record in the coming months. The telephone number is (313) 424-9680.

From the News Desk — Speaking of Stiff acts, the Undead have had their hands full of late. Seems their ex-drummer, now with the Misfits, stills long to be near his old bandmates. He's been sending poison pen letters to his replacement for some time, but recently gave a public display of his feelings when he leapt on stage with the Undead at the National Bar in Detroit. In the wake of the controversy, the Bush Tetrax will host a Texas jail benefit at the Peppermint Lounge on March 1. The fair follows group members Laura Kennedy and Cynthia Sley spending Valentine's Day in the Houston jail for public intoxication. Reportedly, a member of the band's record producer Rod Stewart's band recently evaluated the performance of a cocktail pianist in a New York hotel bar by throwing a drink at her. The band was apparently less upset about being ejected from the bar than they were about subsequent newspaper reports that referred to them as a punk band... Teen idol Pat Benatar was married Feb. 21 to her guitarist/producer Neil Geraldo. No honeymoon time for the blushing bride though; the ceremony was sandwiched between hubby's work on John Wells' soundtrack to the film "Eye of the Devil," and U2's tour schedule. The band recently were due to meet up at the Peppermint Lounge. It seems that nearly every band these days is currently working up to be the next in line with the expectations of the record market. Any ads that have been put into print recently, have been reduced to 15 percent of their former size, and integral part of taking risks is spending money. We believe we are making thoughtful moves."

EAST COASTINGS
Future Directions In Video
To Be Explored At ITA Meet

B unwanted page

commenced late in a program devoted to North American Philips (N.A.P.) Consumer Electronics last week that, along with Pioneer Video president, Frank Price, "We'll review, briefly, what has been written in both the trade and lay press on recent events in the industry, and will have the most to talk about, regarding the future of Pioneer Video now, (3M's) Frank (Price) and I will defer mostly to him."

Messerschmitt added that he will talk about "a few things" N.A.P. is doing under the Magnavox name. "Although they're not exactly for commercial exploitation."

As part of the Optical Programming Association, 3M noted that Magnavox Prods. is involved in further development of "interactive applications and computer link-ups," which he will talk about as "the growth of interactive programming.

On the topic of "CED/Its Second Year," RCA's EIAD group vice president Bob Akers is expected to concentrate his talk on "The June launch of RCA Selecta Vista Vision Series will be the model, in addition to forthcoming catalog additions, including stereo titles. New March RCA titles include The Sandersons, Sleep, Blow Out, The Fog, The Amityville Horror, Big Bad Mama, Big Blue Marble and Watership Down.

The "What's new mark, though, is the planned summer '82 launch of the third videodisc system, VHD, which is expected to be launched by Disney and Turner Cable president Gary Dartnall during "VHD/Its Debut is Here." Recent published reports indicate that Disney will launch in Japan, Europe and the U.S. would be pushed back again, this time to '83. However, while Dartnall and other top VHD program executives were unavailable for comment at press time, sources close to the company said the launch appeared to be going ahead as scheduled and, in fact, a series of new interactive VHD titles was presently in preparation.

VHD "is a major commitment to one of the most interesting and provocative meetings of the ITA," according to Brief. "The Sony CAV video version followed "Videodisc Systems" the morning of March 1, is to feature pro and con arguments on the issue of home taping, as representatives from tapes will be presented, in the "Betamax" court case will be present, a status report on the battle over legislation in Congress is also expected to be

"We expect this to be a particularly lively session since it will pit the pro-royalty group, led by Jack Valenti, president of the Motion Picture Assn. of America (MPAA), against those staunchly opposed to a tax on royalties of any kind, such as the Electronic Industries Assn.'s Consumer Electronics Group (EIA). The session will be led by special counsel J. Edward Day of Square, Sanders and Dempsey." said ITA's Brief.

Better Television

A technical highlight of this ITA seminar, at some point expected to be a presentation and demonstration issue, is a high-definition 24-frame television system by ImageTrans Inc. ImageTrans, a company that is system is known, "records on video tape enough information to make a 35 mm quality optical negative for theatrical projection, and would like to show a demonstration of this." However, on "the definition," the system is distinctly different from the HDMI-developed by NHK, the Japan Broadcasting Co., and the Japanese Laserdisc alliance, such as the cathode-ray tube experiments are also the subject in their generated interest in Japanese Laserdisc and a forthcoming international program Development," said ITA's Brief.

The seminar itself opens the morning of March 1, following golf and tennis tournaments sponsored by a 20th Century-Fox Video cocktail reception Feb. 28. CBS Records senior vice president of manufactured Products has been invited to the opening address, followed by orientation, the presentation of ITA/Time Magazine "Golden Disc" Award, and a keynote address by Harry Reasoner, CBS News correspondent and co-editor of 60 Minutes.

New this year, ITA experimented with combined home and business industry workshops, but this year the association has gone back to three separate workshops for "Home Video Tape/Disc," "Business & Industry Video" and executive vice president Stan Conroy's "Strategies." (Only "Home Video" workshops are listed here.)

Following the March 1 general session, John W. Hays, president of Video Software Dealers Assn. (VSDA) met with John O'Bhivion who runs Cherry Valley, a cassette packaging firm, and Michael Benton treasurer. (VSDA) met with John O'Bhivion who runs Cherry Valley, a cassette packaging firm, and Michael Benton treasurer. Some 13 tapes and tapes of those engaged in the home tape/disc business will be voted secretary.

Meanwhile, Vestron Video has announced a "multi-faceted anti-piracy and security program" that includes a Vestron Video Bounty Hunter Program. Employees of home video retailers and distributors providing information leading to the arrest and conviction of the counterfeiters of Vestron products will receive a cash award of $1,000 from the company under the program. Vestron went to 3M Corp. for the one-half inch by one-inch security sticker, which is affixed to cassette and packaging.

HELLO AGAIN, NORMAN: Twentieth Fox Video is saluting Marilyn Monroe throughout March and April in its first "Star Festival" promotion, which will see the release of seven Monroe films on videocassette. The promotion will be supported by an extensive advertising and publicity campaign, centering on the titles Some Like It Hot, But Not for Me, The Seven Year Itch, There's No Business Like Show Business, Some Like It Hot, Some Like It Hot, Billy Wilder's The Apartment and There's No Business Like Show Business. Extras for dealers will include certificates redeemable for cash from Twentieth Fox, while the company will be offering a "Love Monkey" contest.

VIDEO SOFTWARE NOTES — Video Gems is releasing four new features, including the World Film II Commandos; the martial arts pic Kung Fu Commandos; the children's film Boy Of Two Worlds; and an adventure thriller Who Killed Mary What? ("Er Name?" All titles will retail for $59.95, except for Boy Of Two Worlds, which carries a $54.95 tag. Media Home Entertainment has moved into the video accessory field, via its pact with Securette of London, and presently is marketing and distributing a new modular display rack system with six interchangeable models. Ron Hays, in conjunction with the Visual Music Alliance, will be showing his latest video work March 2 at the Mayfair Music Hall in Santa Monica, Calif. Hays, you may recall, did the splendid Video Odyssey.

A QUICK SCAN OF VIDEODROME — Up till now, a veil of secrecy has virtually shrouded Videodrome. Videodrome, the $5.5 million follow-up to the Canadian director's grisly tale of psychic phenomenon and sexual sadism, has been held off the production, however, in an article featured in the May issue of Prevue magazine. According to the plot outline in Prevue, which leaves out the ending, Videodrome (which, we were told, means "video cinema") is about a "man with a satirical perspective," who has left his hard-core show. The clincher, which separates this from other hardcore programs, is that the sex, pain and death in Videodrome is frighteningly realistic and nearly unhackable, as well as drug-like and hallucinogenic. The series was shot by a cassette-operator by the name of Max, played by James (Holocaust, The Onion Field) Woods, who accidentally picks up Videodrome and becomes fascinated with it as a possible source for a "high-definition" video system. When Max returns home, Woods begins hallucinations which involve his lover, a self-styled radio pop psychologist by the name of Nicki, played by Blondie's Debby Harry, and Videodrome. With some fully nude lovemaking thrown in, this could be the show. The program, which will be released to video images and back, Videodrome promises to be Harry's most provocative video surrealism yet. Despite the sex and violence, however, Videodrome is also expected to include some humorous poses at our current glitzy trend in the form of a media messiah by the name of Pro. O'Blivion who runs a Salvation Army like Cathode Ray Mission and communicates only via pre-recorded cassette. The film is tentatively set for a summer release.

michael glynn
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Jones, On Share Spotlight At 24th Grammy Awards Fete

CONTINUED FROM PAGE 9

SOMEWHERE,” B.B. King.

Best Latin Recording: “GUARAJA PAULA JEVÁ” (Track from “Clare Fischer & Salsa Picante Viva”) (2-1), Clare Fischer.

Best Recording for Children: “SESAME COUNTRY” (The Muppets, Glenn Carroll, Crystal Gayle, Loretta Lynn, Tanya Tucker), Jim Henson (Muppets creator), Dennis Scott (album producer).


Best Spoken Word, Documentary or Drama Recording: “DONOVAN’S BRAIN.”

Best Instrumental Composition: “THE THEME FROM HILL STREET BLUES,” Mike Post (composer).

Best Album of Original Score Written for a Motion Picture or a Television Special: “RAIDERS OF THE LOST ARC,” John Williams (composer).


Video of the Year: “MICHAEL NESMITH IN ELPHANT PARTS,” Michael Nesmith.

Best Jazz Vocal Performance, Female: “DIGITAL III AT MONTREUX,” Ella Fitzgerald.

Best Jazz Vocal Performance, Male: “BLUE RONALDO A LA TURK,” (track from CBS Inc. Restreucures Board; LaFolllette Quits)

NEW YORK — CBS Group presidents Walter Yentikoff and Gene Jankowski last week announced the commencement of a search for the board’s inside and outside members. Of the five Group presidents, Jankowski and Yentikoff were the only two holding directorships. Yu want to say that you’re equally interested in all phases of the company,” said Thomas H. Wyman, president and chief executive officer, CBS Inc. at the company’s recent analyst’s meeting here. “The outside directors...”

Wyman stressed that the decision to vacate the board’s directorships in no way reflected on the work of either Jankowski or Yentikoff, nor on their groups. “They are both among the most respected and capable of the talented people in the entertainment industry,” noted Wyman, “and I can promise you that that is their stature in this corporation. There is no mysterious agenda on this subject.”

In addition to the board changes, Wyman announced that Charles LaFollette, senior vice president, finance, and chief financial officer, CBS Inc. has resigned his position, effective March 1.

“Obviously this is disappointing news,” said Wyman. “Chuck LaFollette is an extremely capable and knowledgeable executive who has made important contributions during his months here.” Paul MacCaw, senior vice president, administration, CBS Inc. will serve as LaFollette’s interim replacement.

LaFollette joined CBS in November of last year. A native of San Francisco, he and his family have decided not to move to New York City. Such a relocation is essential to the job.

Loverboy Goes Platinum

NEW YORK — Columbia recording group Loverboy recently had its self-titled album certifed platinum. The group’s latest LP, “Get Lucky,” was recently certified gold.

(Part II of III)

Points West

BETWEEN THE BUTTONS — Kudos go to Feyine Presents, Barry Fey’s Denver, Colo.-based rock promotion firm, which donated $2,000 to benefit the 25th annual Day of the Dead and Halloween marathon at Civic Center and North Broadway. Accolades are also due to the new Chryster Corporation for underwriting an exhibit of rock ‘n’ roll artwork at Daytona Beach, Fla., during the upcoming spring college break. The exhibition will contain 300 original pieces taken from the private collection of Hollywood’s Military Museum. Included at the Daytona art show will be the first presentation of the classic Alan Aldridge paintings from his Beatles illustrated lyrics books, John Lennon’s erotic “Bag” album cover lithographs, Linda McCartney’s denim-embroidered lithographs, Mark David Gerson’s ‘70s Alexandra Grey concept art of Mouse & Kelly, as well as photographs of Jimi Hendrix, Janis Joplin, The Grateful Dead and David Bowie. Rick Griffin will create an original poster for the event.


MORE WAX ATTAXY — A&M Records has just released a promotional EP of seven songs spanning Joana Armatrading’s entire career that will be given away as a gift to anyone who buys any of Armatrading’s albums. A novel promotional idea. Doowop’s way making its way CBS Inc. through a new association with A&M Records, whose artist roster is comprised solely of rock’s “golden age” performers — those from the doowop era.

THE STANDARDS GROUP — Exploring the music of the American Songbook, the Muppets, The Chordettes, the Ventures, and Chet Baker, among others, is included in the upcoming “Standard Time” album. The CD features performances by The Muppets, Clare Fischer, David Benoit, and Harry Allen.

All aboard — Ron Anton (r), vice president in charge of broadcast Music for CBS, Florrie Palmer, PHS member and writer of Sheena Easton’s “Morning Train,” are pictured celebrating Palmer’s retirement. It was in Palmer’s office that an album are Cheap Trick, who are also shopping around for a new recording contract. Head Trickster Rick Nielsen has just completed producing a demo tape for Off Broadway. Although bassman Kasim Sulton has left Todd Rundgren’s group, Utopia, for a new venture.

ALL ABOARD — Ron Anton (r), vice president in charge of broadcast Music for CBS, Florrie Palmer, PHS member and writer of Sheena Easton’s “Morning Train,” are pictured celebrating Palmer’s retirement. It was in Palmer’s office that an album are Cheap Trick, who are also shopping around for a new recording contract. Head Trickster Rick Nielsen has just completed producing a demo tape for Off Broadway. Although bassman Kasim Sulton has left Todd Rundgren’s group, Utopia, for a new venture.

LIVE ACTION — IR S’s “Dreamville” recording group The Feelies recently made an appearance at Peru’s Palace in Pasadena, with opening act Halley’s Comet. Area. The group, whose garage band/psychadelic sound has been compared to The Seeds, ? and the Mysterians, Strawlabar Alarm Clock and The Safaris, has been a favorite of the N.Y. Lower East Side crowd for over three years and a true hit on a worldwide scale. The Duke of Paducah himself, Clarence Clemmons of the Jersey Devil’s E Street Band, will show up soon at Reseda’s Country Club along with his new group, The Red Bank Rockers, 50, and the Rocker’s a Jukebox! The band returns to the L.A. area for a few dates in the near future.

GOOD GOO GOO GA JOOB — Besides the collection of film music by the Fab Four due out soon on Gold, the album also intends to release a single featuring some of the LP’s tunes in medley form, like the “Stars On 45” only using the real songs, without an obnoxious disco beat. Due sometime in March, the “Beatles Movie Medley” will be packaged in a special plastic bag with neon lights, and new photos of the group. Will the tune be geary or quirky? Only the Walrus knows for sure.

ODDS & ENDS — Two members of Louisiana’s gumbo-rock band LeRoux stopped by our Hollywood offices during March for a last minute sound check and to promote the group’s latest, “Query.” Sounds delicious... Patrick Simmons, founder of the Doobie Brothers, has reportedly left the group. Bryan Adams, a young rocker who recently opened major tours for The Eagles and Love, is doing well on his own.

The Los Angeles Times, Sports Band, whose members all take on the personas of different athletes, came into L.A. to do a TV taping for Solid Gold. Why the odd concept for the group? Says manager Jack Douglas, a former sportscaster, “The idea was to make the athletes’ images mimic that of the athletes we’ve known were closest rock ‘n’ rollers, and most of musicians I’ve known were close athletes. It seemed only natural to combine the two obsessions.”

Jeffrey reeser
NARM has been involved with the GMA seminar.

The instructors, according to Billy Ray Hearn, president of Sparrow Records, are specialists in their respective fields and, interestingly, come from outside the gospel realm. "Considering the size and nature of the seminar lecture series, which take place Monday, March 1, and Tuesday, March 2, a major focal point of the seminar will be coping with the market, the secular retail market, which will include not only how to break into the market, but adopting marketing and merchandising ideas from it."

New Ideas Needed

"So far in merchandising, we need some fresh air," Johnson said. "The market is ready for some new things that will get gospel music more properly placed in stores. I feel that we have become somewhat sterile and apathetic - a little bit of a lazy feel. And certainly, the entire record industry has gotten into that. It's a real uncertain time and a time of that feeling has come into the gospel field. The next six months will be a very critical period - whatever record companies are going to do, they have got to do it well."

As it now stands, I don't think any record company is at all satisfied about the secular distribution situation. That remains unsolved from my frame of reference. It's true that everybody has announced these great agreements, new relationships and greater awareness of the problem. But, I still have to see (these distribution deals) really work. We still have a problem that we have got to solve."

Hearn agreed that reaching the secular market is one of gospel's primary concerns, yet educating what he calls "the church-going public" is also a foremost consideration. "People's knowledge of what gospel is so limited, and we've got to educate them," he said. "There are so many Christian people that don't know what's being done with gospel music. Our aim is to get the information to church people to know that our records do exist and let them know where they can get them."

Major Labels Intensify Involvement In Gospel Music

by Jeffrey Ressner

LOS ANGELES — Citing exceptionally wide demographic appeal, the current conservative political mood in America, high sales figures in the past and hopeful crossover potential, a few of the recording industry's major labels are taking a greater interest in the field of gospel music today. The commitment is even more impressive at a time when the most other facets of the industry are reporting declining sales.

Several majors -- including MCA, Elektra/Asylum, PolyGram and CBS -- have either established in-house associated gospel labels or signed distribution agreements with already existing gospel music companies within the last two years. With major label distribution, the gospel labels will be expanding their operations from exclusively religious bookstore and shops to large secular retail markets, where the albums have been conspicuously absent despite their consistently successful sales. Last year, for example, Christian bookstores sold out over 1,000,000,000 worth of records at retail prices, and many of these LPs couldn't be found in stock at any secular outlet. By giving their blessing to new gospel distribution pacts, many of the majors feel they will see the profits that other labels have escaped their coffers for some time.

The first major to create a gospel label in the last few years was MCA. Looking for product it could depend on for good business and consistent sales, MCA developed the Songbird label in the summer of 1979. Dealing primarily in contemporary Christian albums, the Songbird arm was originally based in southern California due to the expansion of Christian merchandisers in the area and the presence of gospel talent. In September of 1980, MCA reorganized the branch, moving its base of operations from North Hollywood to Nashville via shuffling the executive roster to make Jim Fogelson, the Nashville division president of MCA, Songbird's overseer.

Fogelson still heads the gospel operation, with Charley Shaw, one of the label's founding members, heading direction of marketing and distribution on the West Coast. February of 1981 saw MCA Distributing Corp. signing a reciprocal agreement with Sparrow Records, a Canoga Park, Calif.-based music label, which gave Sparrow secular distribution while allowing Songbird, under Sparrow's auspices, to distribute its product in Christian retail stores.

Into the Bookstores

According to the pact with Sparrow gives Songbird "the legs we needed to get into the Christian book stores. There are approximately 6,000 of these stores across the country, with 2,000 of them responsible for the bulk of the sales. Sparrow is focusing its attention on all of the outlets, with emphasis on the prime movers and shakers."

The majors became interested in gospel when the credibility of the music finally surfaced," said Shaw. "The production, writing, craft and art of this form has improved significantly over the years, and while the majors probably won't risk too much on it, it's a nice, steady business with low overhead costs. Pop acts these days sell 5,000,000-10,000,000 units and gospel doesn't do better."

Songbird is currently involved in a project using superstar country acts to promote gospel through inspirational albums. Willie Nelson has already recorded one such album and is preparing to cut another, and Barbara Mandrell is slated to do one in September. Although one of the big names in gospel, B.J. Thomas, not longer records for Songbird, its roster of artists is expanding, with the Archers, Jeanne C. Riley, Mylon LeFevre and Marty McCall already signed.

Over at CBS, the winter of 1980 saw plans to create Priority, a new label and publishing company to rival entirely within the gospel, and in May, 1981, Buddy Huey was appointed to the position of vice president/general manager of the label, which now based in Nashville. Prior to his appointment, Huey was vice president of A&R at Word. Huey's six-year A&R appointment at Word. Priority handles production, sales, distribution, marketing, promotion and publishing of all Priority members and releases. He has now been given the go-ahead to, as he describes it, "kick off with 1,000,000-2,000,000 units and gospel does better."

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Songbird is currently involved in a project using superstar country acts to promote gospel through inspirational albums. Willie Nelson has already recorded one such album and is preparing to cut another, and Barbara Mandrell is slated to do one in September. Although one of the big names in gospel, B.J. Thomas, not longer records for Songbird, its roster of artists is expanding, with the Archers, Jeanne C. Riley, Mylon LeFevre and Marty McCall already signed.
Another Opportunity

"The majors have simply found another avenue to explore," said Huey when interviewing Country Gospel Star. "Gospel music is living into its own now, and we haven't even touched the tip of the iceberg. The Heat, Hayden, Haydy-the mood of the country these days is such that I think gospel will grow tremendously in the next decade and will touch many more people's lives. As far as the production of the albums goes, we'll see more upgrading of record jackets and an increase in state-of-the-art recording techniques. We're looking forward to more 'bling' in the Christian bookstores (CBA) stores in hopes that the well-known performers will become viable attractions in the bibble store market.

PHOENIX RISING — Former Supreme member Cindy Birdsong recently returned to the music business as a gospel artist when she signed with Spirit Filled Prods. and Joy Prods. The budget for the album, the afternoon sessions of recording and publicity activities for Birdsong. Pictured with Birdsong are (l-r) Dick Curd, producer of Joy Prods.; Bob Angelotta, Joy's director of media relations; Kenny Marcelino, Joy's national promotion coordinator; and Jerry Meadow, president of Spirit Filled Prods.

According to Dick Curd, producer of Joy Prods., which represents Light Records for promotion, publicizing and advertising, "Gospel is exploding all across the nation, selling more than jazz and symphonic albums combined. A recent Gallup poll shows that 80 million people have shown a firm belief in God, and that's a lot of people buying product who are looking for clean lyrics. Obviously, it's a very attractive financial field for the majors. Over 400 Christian radio stations nationwide, some as big as 50,000 watts, are relaying the message, and now E/A has the muscle to push it through a more commercial pipeline. They're not just dabbbling in the water, they're looking for a great success."

Curd said that, although Light isn't touching acid rock or punk bands to spread the word, the company is interested in reaching a wider audience. "We want people to know that true believers in the gospel don't have three eyes or four arms, all they have is Jesus in their hearts." Touting the Light selections as "music for the whole family," Elektra's promotional campaign emphasizes, "Since gospel music is music, it belongs in all places that sell music to the public, especially because (from a purely economic point of view) if for no other reason) people have always bought gospel music and are now buying it in huge increasing numbers."

PolyGram's entry into the gospel arena began in the summer of last year when Bill Haywood, president, marketing for Black Music, formed the in-house Lection label. Lection, which literally means "a reading from the Scriptures," was developed by Haywood with his first album "gospel" concept in mind, producing records with inspirational lyrics, yet broad-based melodies, which would appeal to urban listeners as well as those in the traditional Midwestern and Southern markets. Lection's first release, "At Peace," by Edwin Hawkins in November of 1981 was quickly followed up by a 12" single set to a rap beat called "Jesus Christ (The Gospel Beat)" performed by MCGrace. In March, Lection plans to release an LP by baritone Whitney Phipps entitled "Lord, You Are My Music," which PolyGram hopes will attract dealers and fans since Phipps' voice has been compared to Paul Robeson's and Pavarotti's.

Ken Reynolds, national black music manager, press & artist relations, for PolyGram, says the label's involvement with gospel is a "straight-ahead commit-
ment" and that Lection will be treated just like other in-house labels such as Cascadilla. "We'd like to see the viability of gospel on a more sophisticated level," stressed Reynolds. "We'll be distributing product through usual retail outlets, as well as some through Christian bookstores. One idea we have is to put a gospel artist on tour with a non-gospel artist to build support— maybe having Ed Hawkins tour with Kool & the Gang. We're going to get into all forms of music on Lection— pop, disco, classical, you name it."

Other Labels

Among the other major labels, such as Warner Bros., RCA, Motown, and A&M, although there are no full-scale gospel campaigns in their immediate future, spokespersons for these labels say they've enjoyed a limited success with the few gospel artists on their rosters.

Perhaps the best known gospel artist of all, the Christian band, has a double-edged deal with the WEA organization. Known as a gospel/R&B crossover artist, the group formed in Chicago. Their tour will feature his R&B crooning for the label and will release his gospel-oriented records through E/A's Light division. Says Robin Rothman, artist relations manager at Warner Bros., "We'd like to keep the two avenues separate and steer them into R&B urban contemporary music for his Warner Bros. releases. Andrae is more than just a gospel artist, although we do recognize the steady growth in the market for gospel albums. His latest album has sold fairly well, with a marginal pop crossover, but Warner Bros. doesn't seem to have any future plans for the artist, a few years ago we had the Custiel label, and that was our first exposure to gospel— Curtiss referred to the Straight label as a "pipeline."

At Motown, director of creative administration Brenda Boyce says the label is involved in negotiating the best deal for the artist, but the marketing department doesn't want to get involved at this juncture. "Hopefully, sometime this year we'll release at least one album of gospel music, but right now there is no involvement. We used to do two or Johnson of the Brothers Johnson, but now the company is interested in the artist's future albums."

Little Interest

RCA's interest in spiritual music is also small. Although the label has been interested in reissues of gospel music, for RCA says the label does intend to get into the inspirational arena, but any extensive involvement is a long way off. Elliot Horn, an RCA publicist, said, "There are a few artists and acts, believers the last artists who used that format on an RCA release were the storied 'Gospel Train,' but the label's interest was limited to the recording of 'He's Been Better To Me Than I've Been To Myself' that will be on her album due out in April."

A&M's most recent gospel release was by Passage, a group formed by Louis B. Johnson and his wife last year. This contemporary R&B gospel act sold around 100,000 units, but was unable to convince the company to bring the group into the market for the format. Today, A&M has no gospel artists and has no plans to put any in the market.

Will the majors be able to cash in on music with squeaky-clean lyrics that never mentions sex or drugs? While they may or will the drive towards upbeat gospel prove to be a low-return project? Those labels going full force into the field are as optimistic as a born-again believer. "We've already got the customers," gleamed one of the faithful. "Now all we need to do is effectively make the product easily available."

GMA Week

Major Labels Intensive Involvement In Gospel Music

(continued from page 15)

Agency, Atlanta and Chicago. He will be assisted by LaVoye Sheldon and Noel Becchetti. Following a GMA general meeting, the afternoon sessions will begin at 2:00 p.m. with "Your Record Will Sell When You Have Marketing and Merchandising Power," which will feature Maceey Lipman, president of Maceey Lipman Marketing in Los Angeles.

Joe Cohen, president of NARM will close the panels with The 'Gift Of Music' presentation.

March 3 will be devoted to what GMA ex-ecutive director Don Butler refers to as a highlight: two sessions of "hot seat" forum, which will place members of the gospel and secular fields on the dias for an intensive question/answer session.

Panelists will include songwriters Archie Jordan and Randy Goodrum, attorney Mike Milom; Don Klein, of the Benson Co.; Joe Sullivan, president of the Sound Seventy Corp.; Bill Hudson, Bill Hudson Agency; Jim Sharp, vice president, Cash Box; Tom Rodden, vice president, and Atlanta record World; Bill Moran, director, annual Billboard Gospel Music Conference; Kip Kobs, president of BBN, Inc.; and Don Butler, executive director, GMA; Buddy Killen, president, Tree International and Bob MacKenzie, president, Benson Co.

Cash Box/March 6, 1982
SPARROW: THE MUSIC MINISTRY

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Cooper To Coordinate First Phase Of NARM 'Gift Of Music' Ad Campaign

LOS ANGELES — Shelley Cooper was recently named to coordinate the initial phase of the National Assn. of Recording Merchandisers' (NARM) "Gift of Music" institutional advertising campaign and to work closely with the NARM Gift of Music advisory panel.

According to NARM executive vice president Joe Cohen, Cooper will be involved in the search by NARM seeking the appropriate advertising agency to handle the $3 million NARM generic ad campaign.

The Gift of Music Advisory Board, which is charged with overseeing the institution's previous record and its full-marketing service capabilities, has established criteria for selecting the agency to be retained, placing emphasis on the agency's previous record and its full-marketing service capabilities.

Agency Screening

The initial screening of candidates will be held March 30 in Los Angeles following the conclusion of the 1982 NARM convention there. Cooper was requested to prepare presentations aiming at a target date in early May for a final decision.

Cooper's experience in the record professional advertising businesses uniquely qualify her for her task. She joined Warner Bros. Records in 1970 as assistant publicity director, staying with the company for 11 years and eventually reaching the post of director of advertising which she held until last May. She has served as account supervisor in video TV and the producer for Douglas T. Spellman, inc., a Beverly Hills based agency where her accounts included Warner Bros., Atlantic Records and WEA Corp.

Cooper will work with a NARM Gift of Music advisory board which consists of: Chairman John Marnaduke, the Warner Bros. Records; Linda Barton, CBS/Epic Records; Morris Baumlstein, the Bee Gees Records; Donna Beauty, Warner Bros. Records; Irv Siegel, Boardwalk Entertainment Co.; Barbara Burns, WEA Corp; Rick Dobbs, PolyGram Records; Rich Edwards, Elektra/Asylum Records; Lou Fogelman, Snow Industries; Pete Jones, Atlantic Records; and Tapestry, Harry L. PolyGram Records; Mike Martinovich, CBS Records; Fran Musso, Chrysalis Records; Harold Oknow, Lieberman Enterprises; Jeff Berlin, A&M Records; Larry Schuiman, Atlantic/_ic Records; Rich Throrward, RCA Records, and Dennis White, Capitol Records.

Advertising agencies wishing more information regarding the institutional campaign may contact Cooper at (51) 682-0030 or the NARM office at (202) 875-5555.

Capitol Mounting Multi-Faceted Push Behind Beatles 'Reel Music' Album

(continued from page 6)

Be, "Get Back" and "The Long And Winding Road," set to be released let Be.

The A-side of the single is a medley of seven of the 14 tunes on the album; while the B-side, called "The Fab Four On Film" (The Beatles Talk About A Hard Day's Night)," features John, Paul, George and Ringo discussing their motion picture debut.

Beginning with the LP package itself, Capitol is mounting a major marketing campaign and a six-week media blitz behind "Reel Music."

The album cover is designed around a unique photo-illustration of the Capitol movie, featuring the names of the five films on the marquee. Standing in line at the film box are posters of the various Beatles representing different eras of their career. Both the album jacket and LP label will be bear a logo specially designed for the project with the words "The Beatles/Reel Music" keyed over the sprockets of a metal film reel.

Inside the package will be a 48-page, 4-color souvenir guidebook. The front cover of the booklet is a photo-illustration of the theater lobby in which the Beatles were found next to handbills for the films; they wait for the show to begin. The following 10 pages of the booklet contain extensive liner notes tailored from the film script, interspersed with rare black and white and color Beatles photographs, including never-before-seen stills. On the back cover of the booklet illustrates the complete Beatles LP catalog in 4-color mini-posters.

In-Store Ads

Numerous merchandising aids have been manufactured for the campaign, including shelf display units, in-store posters, and T-shirts. Four merchandising pieces have been designed for point-of-purchase display: a 20x30 poster and 3x3 poster using graphics from the booklet, a 1x1 reflecting the album jacket illustration, and a 3x3 catalog poster. Ads of various sizes have also been designed for customer co-op.

In addition, a limited edition 12-inch disc will be pressed on translucent gold vinyl and numbered in sequential order for special distribution to promote the project. All merchandising items bear the new Reel Beatles logo.

A national advertising campaign has been drawn up, calling for TV commercials in the Top 50 markets, 40 and AGR radio spots in their respective Top 30 markets, and newspaper ads in the Top 15 markets.

Manny Gittleman Dies; Served On Pickwick Bd.

NEW YORK — Manny Gittleman, vice president of Pickwick Records and former member of the board of directors at Pickwick International, died Feb. 25 in Boca Raton, Fla.

Gittleman began his music industry career at the U.S. Record Co. in the 1950s.
Breaking out: Sound Unlimited/National, Licorice Pizza/Los Angeles, Turtles/San Francisco, Everybody's Northwest, Chart/Phoenix, Miles Hi/Denver, Wilcox/Oklahoma City, Great American Music/Minneapolis, Radio Doctors/Milwaukee, Street-side/St. Louis, Turtles/Atlanta, Crazy Eddie/New York, Disc-O-Mat/New York, King Carol/New York, Stratford/Long Island, Harvard Coop/Boston, Lechmere Sales/Boston.

MERCHANDISING AIDS: 1x1 Flats, Poster, Streamer.

THE COMING WEEK

ALDO NOVA + PORTIA'S ARR 37949


MERCHANDISING AIDS: Album Flats, Artist Poster, Logo.

DREAM ON + GEORGE DUKE + EPIC FE 37532

Breaking out of: Sound Unlimited/National, Chicago One Stop Doctors/Milwaukee, Streetside/St. Louis, P.B. One Stop/St. Louis, Karma/Indianapolis, Central Record/Philadelphia, Stop/Hartford, King Carol/New York, Stratford/Long Island, Webb/Philadelphia, Record & Tape Collector/Baltimore, Soul Shack/Washington, Waxie Maxie/Washington, Turtles/Atlanta, Vibrations/Miami, Sound Record Cyber/Atlanta, Miles Hi/Denver, Tower/Sacramento, Charts/Phoenix.

MERCHANDISING AIDS: Album Flats, Artist Poster, Logo.

ALDO NOVA + PORTIA'S ARR 37499


PICTURE THIS + HUEY LEWIS AND THE NEWS + CHRYSALIS CHR 1340


MERCHANDISING AIDS: Album Flats, Poster, Streamer.

BLACK ON BLACK + WYLAN + RCA ACH 4247


MERCHANDISING AIDS: 1x1 Flats, 24 x 36 Poster, But tons.

DARE • THE HUMAN LEAGUE • VIRGIN • A&M SP-4-4892


MERCHANDISING AIDS: 1x1 Flats, 24 x 36 Poster, But tons.

VIDEO TO THE RESCUE — Calling it “the biggest thing to hit this market in a long time,” John D'Antoni, buyer for New York’s Disco-O-Mat, reports that over 400 video games were sold last weekend following a Test Market in New York selling more games than cassettes. Disco-O-Mat started selling the games two weeks ago. "Ac- tion is incredible," said D'Antoni. "They don’t want records anymore." While D'Antoni feels that video games are more than a fad, he is listing several points: sales still being spent in-store by the customer. “Kids get a $15-25 allowance to spend on records and movies. By offering video games, we get them back into the record store with their friends and they may also buy records as they are handling the Atari, Activision and Intellivision titles, with “Haunted House,” “Kaboom,” and “Laser Blast” the best sellers so far. The retailer also went strongly on pre-recorded video games with discs, but had to reduce stock with them. He added that D’Antoni attributes the success to giving the games to the market in a box. Sales are even being surpassed by some pocketbooks than that for videocassette and disc playback equipment. He also feels that record stores are the natural place to buy games. “People don’t know anywhere else to buy them.” sales, says D’Antoni, are also strong, with his top 40 video games which will be available April 1, “is like a Rolling Stones album.” D’Antoni further notes that the new games are even better than merchandise like new album releases. “Anybody not carrying them is missing the boat,” he concluded. Video games are also the hot item at the Mellett Mall Camelot store in Canton, Ohio, which has just opened the first complete Camelot Home Video Department. Besides carrying the full Atari, Activision and Intellivision lines, the store stocks over 600 movie titles in both Beta and VHS formats for sale, as well as various video accessories. According to Joe Bressi, vice president purchasing, the Canton outlet is a pilot project, but it appears that the chain will add video department in some stores. “We believe the entertainment market will be so strong, we may cut electricity bills by as much as 30%. Checkout counters will be lit by 100-foot- long, with work areas getting a separate wrap around, to provide for light and support materials. A new sales force has been created to help customers and club members as well as assist promotions, community relations, cross merchandising and inventory control.

CHOCOLATE PEANUTS AND ALUCABOND — The Bar is using a new ingredient in its storebuilding recipe in an effort to stay in style. The material is called Alucabond, a new manmade composite aluminum available in earthen tones to fit in with the chain’s wood and stained glass decor. The chain has also developed a new lighting system which has cut electricity bills by as much as 30%. Checkout counters will be lit by 100-foot-candies, with work areas getting 110. Other sections will receive 70-foot-candies.

THE SENG OF THE PREDATOR — Rich Little, now in the “Mr. Washington is a records/artist on the way, says the Museum’s Guide, Volume 1”, a $5.98 list LP containing cuts from each of the jazz-oriented label’s first eight releases. Also included is a cut from the Elektra album “Echoes Of A Lifetime” which is a sister to Musician’s “Out Of The Collection”, in which album’s artists are Stanley Clarke, Chick Corea, Joe Henderson, Freddie Hubbard and Steve Swallow. 

ALPHABET SALE — Everybody’s Records is gearing up for its annual A-Z sale. On March 1, products by artists whose last name starts with the letter “A” will be sold price, with “B” artists on sale March 2, and so on.

AUTHOR/AUTHOR — Mick McCartney, aka Mike MacGear, used an Akron Grapevine record store to promote The Macs: Mike McCartney’s Family Album, his DeLain Com- munications Limited/Putnam Books remembrance of what it was like growing up a Beatles’ brother. The visit brought heavy traffic in the 25-35 age range, as well as extensive publicity for both the author/musician and record store.

MUSICIAN’S GUIDE — The new Elektra Musician Records line is being helped along by the program. "The Musician’s Guide, Volume 1", a $5.98 list LP containing cuts from each of the jazz-oriented label’s first eight releases. Also included is a cut from the Elektra album “Echoes Of A Lifetime”, which is a sister to Musician’s “Out Of The Collection”, in which album’s artists are Stanley Clarke, Chick Corea, Joe Henderson, Freddie Hubbard and Steve Swallow.

The label and J&R Music World also have set for the forthcoming special musical month, to be highlighted by an in-store by Eric Gafe at J&R’s Jazz Mart on March 4. Wexin Maxi TV ad campaign is getting back on track next week with Billie Holiday, with Millican Jack. The weekly series of 30-second spots, which began running on the two local stations last August, has been under reconstruction since the middle of December. The D.C. retailer’s Mark Penner reports that the new ads have been touched up to stress Waxie’s price, service, location and selection, and that the new campaign is contracted to the stations for a year, but is flexible and not obligated to provide a new spot every week. THE WAYS OF AEA — Wea Philadelphia branch, in conjunction with Warner Bros. Sound Odyssey and radio station WSYP, has come up with “The Main Event” promotion featuring 10 “Knockout” VB titles (Quarterflash, Black Sabbath, Rod Stewart, Neil Young, Peter Cetera, to name a few). The winners, Bobby McFerrin, Al Jarreau and George Benson: The grand prize winner gets a VCR with a tape of The Main Event. Wea and WSYP also joined in support of the Cars concert at the Spectrum to award an autographed Reel To Reel, which is a sister to Musician’s “Out Of The Collection”, in which album’s artists are Stephen Stills, Graham Nash, Joe Walsh, David Crosby, Whitney Huston.

The Wea Los Angeles branch and E/A-distributed Sound Odyssey have joined in a "Full Court Press" with radio stations KACE, KGJ 93, KXRM, KJDA, KBLX and KUTE and John’s Music, Wharehouse, Music Plus, Music People and All Record Service in giving away tickets to Lakers basketball games, as well as all stores for the Wea Los Angeles branch and National Record Mart. Wea Los Angeles branch and National Record Mart. The Mike Post TV show theme album is keeping 130 stores busy in an in-store display contest in Cleveland, with the 20 best displays winning a trip to the Mike Post Show. Wea has a second "Breakout" in a "Breakout" in a "Full Court Press" with radio stations KACE, KGJ 93, KXRM, KJDA, KBLX and KUTE and John’s Music, Wharehouse, Music Plus, Music People and All Record Service in giving away tickets to Lakers basketball games, as well as all stores for the Michael Jackson and Stevie Wonder. Other Wea sports-related promotions have supported Bill Chaplin’s "Running Water" airplay, with cash and running shoes providing in-store play incentive in Kansas City, Illinois and Toronto, "Lakers" with a four-week in-store promotion in a "Full Court Press" with radio stations KACE, KGJ 93, KXRM, KJDA, KBLX and KUTE and John’s Music, Wharehouse, Music Plus, Music People and All Record Service in giving away tickets to Lakers basketball games, as well as all stores for the Michael Jackson and Stevie Wonder.

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WGBH-TV, MDC
Set To Develop
Country Series

NASHVILLE — Development of a series on the history of country music for public television has begun with joint cooperation on the project between WGBH studios and the Motion and Development Corp. (MDC).

According to Dwight Spooner of WGBH and Russell Barnard of MDC, the series will include historic footage, documentary material and taped live performances in a minimum of 15 episodes. The series will close chapters will be "booked" concerts featuring performances by some of country music's legendary performers.

Each of the internal segments in the series will provide an examination of a specific artist or trend in country's ed, a fact.

Barnard cites three significant factors in developing the series: "First, he says, "music of today's most commercially important country performers — people like Willie Nelson, Dolly Parton, Waylon Jennings, Johnny Cash, Emmylou Harris, and Berle Williams, Jr. — are deeply influenced by and committed to these historical roots, and it shows clearly in their contemporary music. Second, very little of this is reflected in the presentation of country music on commercial television. It is a fact that frustrates many of the major artists. Third, the enormous audience attracted to public television by the National Association of Broadcasters' "We Love That Popularity Does Not Depend solely on Las Vegas-style format and the exclusion of the national country charts." The respect for the quality required by this series dictates a public television environment, and WGBH has the perfect climate for music and documentary filmmaking." Bailey Kicks Off
Major Market Tour

NASHVILLE — In support of his fourth RCA album, "Feelin' Right," released in January, Razy Bailey kicked off a major market tour in mid-February with a three-day engage-

ment at the Sahara Tahoe in Reno. The "Feelin' Right" tour will also see him in ma-

jor markets in the west and midwest, as well as key southern locations in the northeast.

Bailey will kick off the northwest section of his tour March 13 with a headlining ap-

pearance at the Savoy in New York City, where he will be backed by a four-piece band. Rose. Though he played New York clubs five times in 1981, the Savoy appearance may be the first time he is the headliner at a club there that is primarily noted as a pop/rock venue. Putting him in venues such as the Savoy, the City Limits, and Regency Records and Regency Artists' Bailey's booking agency plan to break Bailey in non-country markets. Other dates on his current tour include the Park West in Chicago, the Front Row Theater in Cleveland and Club Benet in Philadelphia, as well as dates in Washington D.C. and Milwaukee.

Country Tour USA Supports Jaycees

NASHVILLE — Six recording artists affil- iated with the Country International label — Carmol Taylor, Troy Ford, Bill and Kathy Wilburn, Sonny Wright and Peggy Sue and will perform March 5 at the Greenville Auditorium in a benefit concert to raise money for the Greenville, Miss. Junior Chamber of Commerce.

Sherman Ford, president of the label, noted the dedication entertainers have ex-
dited for years in devoting time to worthy causes, said that Country Tour USA, as the show will be known, will work with Jaycees in Mississippi on a statewide basis during 1982 in as many towns as possible.

CMA Opens European Office

NASHVILLE — The Country Music Assn. (CMA) will open a European office March 8 in the Soho district of London. CMA of-

icials are calling the addition the most im-

portant expansion move in the organiza-

tion's 24-year history.

With the worldwide popularity of country music increasing dramatically, just as it has in the United States, the move is designed to bring the CMA closer to the idiom's interna-
tional growth, especially in Europe.

According to Jo Walker-Meador, execu-
tive director of the CMA, the new office will have "a dramatic impact on the visibility of the Country Music Assn. throughout Europe. The added office will give us the ability to contact influential producers such as Billy Sherrill, Owen Bradley and Chet Atkins; and the Mysterious Rhinestone Cowboy, featuring the "outlaw" movement with artists like Kris Kristofferson, Waylon Jennings, David Allan Coe and Willie Nelson.

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Bailey will kick off the northwest section of his tour March 13 with a headlining ap-

pearance at the Savoy in New York City, where he will be backed by a four-piece band. Rose. Though he played New York clubs five times in 1981, the Savoy appearance may be the first time he is the headliner at a club there that is primarily noted as a pop/rock venue. Putting him in venues such as the Savoy, the City Limits, and Regency Records and Regency Artists' Bailey's booking agency plan to break Bailey in non-country markets. Other dates on his current tour include the Park West in Chicago, the Front Row Theater in Cleveland and Club Benet in Philadelphia, as well as dates in Washington D.C. and Milwaukee.

Country Tour USA Supports Jaycees

NASHVILLE — Six recording artists affil- iated with the Country International label — Carmol Taylor, Troy Ford, Bill and Kathy Wilburn, Sonny Wright and Peggy Sue and will perform March 5 at the Greenville Auditorium in a benefit concert to raise money for the Greenville, Miss. Junior Chamber of Commerce.

Sherman Ford, president of the label, noted the dedication entertainers have ex-
dited for years in devoting time to worthy causes, said that Country Tour USA, as the show will be known, will work with Jaycees in Mississippi on a statewide basis during 1982 in as many towns as possible.
TOP 75 ALBUMS

SPOTTING THE SPOTLIGHT — We'd like to take a moment to complement the Nashville Music Assn.'s (NMA) great work with the Talent Spot column. We've all gone to the third of these events designed to spotlight area talent. This one was at Ringside Seat and was every bit as good and versatile as it should have been. The acts performing — Nick Rottick, Alan Rhody and Kim Baird — represented gold crosses. In music, God especially seems quite adept at everything from pop to country, but her vocal style seems to lend itself a little more toward the country side. She has the potential to be the next Brenda Lee if she hangs in there. As we said, all of the acts were good, but there was one group performing last Wednesday night that we particularly have to single out. And that group is Tomby, a four-piece band plus the most charismatic lead singer you've ever seen. Her name is Pam Batson, and she's an 18-year-old Brigitte Bardot in a mini-skirt. Comparisons are not the wisest thing to do, but this is a band to make it. With a little more polishing and a little more material, there is no doubt Tomby can be one of the next important bands to emerge from the Southeast. O.K. that was good news. Now for the bad. It's a shame after all the work the NMA did to get these bands together, and all the work the acts put together to be so overshadowed, more people from the record company side of the business couldn't have been there to see them, and perhaps spot some potential recording artists. How about keeping it up in the mind the next time the NMA has one of these spotlights. It will be worth your time.

AN AMERICAN ORIGINAL — On March 10, Dick Clark Prods. will begin work on Ernest Tubb: An American Original, part of the Showtime: America's Arts Initiative, a multi-episode television package Country Comes Alive. The special will be taped at Nashville's Tennessee Performing Arts Center and will feature such performers as Loretta Lynn, Marty Robbins, Waylon Jennings, Dottie West, Roy Clark, The Statler Brothers, and many others. The show will conclude in mid-May and is scheduled to be aired on Showtime in October. An additional show in a different format will be produced by the special's producer is Gene Weed, and executive in charge of the talent is Bill Boyd. Richard Oliver is in charge of the show, while Billy Strange is handling music direction.

PETE DRAKE is serving as co-executive producer of the show, which will be the first time he has been involved in a television show since the late 1960s. The show will be produced by the NBC Network and will air in the fall.

GIVE A LITTLE BIT — The Bellamy Brothers have been approached by Our Animal Wards, a national non-profit organization geared to the welfare of animals, to do a series of national TV spots for the organization. The Brothers, who you probably know, are avid supporters of animal causes. In fact, their Florida home is for quite a variety of feathered and four-legged friends.

FOUNDATION DEADLINE — The Country Music Foundation has set March 31 as the deadline for applications for the 1982 induction into the Country Music Hall of Fame and Museum's Walk of Stars. Applications will be considered by the Foundation's Board of Trustees' Walk of Stars committee at their first quarterly meeting, April 16. Approved candidates will be notified in writing by April 30. Individuals, groups, fans or relatives interested in the particular Walkway candidate should send a letter with information about the personal career to Country Music Foundation Board of Trustees, Walkway of Stars Committee, Music Square East, Nashville, Tenn. 37203. Include biographical facts on the candidate, titles or major recordings and an estimate of the number of years the candidate has been involved in country music. The $1,500 donation required for membership in the Walkway helps support the Foundation's ongoing educational programs, the Country Music Foundation and Library and Media Center. No funds should be solicited on behalf of a personal artist on the Board of Trustees. The application deadline is May 27. 1980.

HERE AND THERE — Edie Brickell will return to the MGM Grand Hotel in Las Vegas in June for headline May 27—June 2. Rex Allen Jr.'s single, "Arizona," was declared an Arizona state song Feb. 15. Alabama recently performed two sold-out shows at Charlotte, North Carolina's Winterland, becoming only the second band in that venue's history to do two shows in one day. Who was the other artist to do this? Elvis Presley... Roy Clark has added two new fiddle players to his touring band. They are Shelby Eicher and Kenny Putnam. That makes seven in his group.

Pop PRODUCERS FORUM IN NASHVILLE — The Nashville Music Assn. (NMA) recently hosted the second in its series of industry forums. Titled "Producer's Forum — Nashville Top to Pop," the panel discussion took place before a packed house at the Blair School of Music on the Vanderbilt Campus. The panel included producers Jimmy Dean, Rodney Crowell, Steve Buckingham, Brent Maher, and James Stroud. Pictured are (l-r): Crowell, Maher, Bowet, Paul Mayer, manager, Sound Stage Studio, Buckingham; Stroud and Dale Franklin Cornelius, executive director, NMA.

Jennipher bohler
Cash Box | March 6, 1982

**NARM To Hold Discussions On TV Advertising**

LOS ANGELES — A presentation on how television advertising can be used as a tool to forge greater record sales will be included as part of the 1982 National Association of Recording Merchandisers (NARM) convention.

Walter Bills, vice president of the Television Advertising Bureau, will give the presentation, which is to take place Monday, March 29, at the Century Plaza Hotel in Los Angeles.

The session will focus on production alternatives and media placement through audio-visual presentations using "Gift of Music" Television Advertising Awards contest entries.

The session is geared to retailers and record employers already using television in advertising, as well as those contemplating use of TV. Executives participating in the discussion include: Chuck Adams, Central South Distributing and Sound Show (Nashville); Jerry Adams of Harmony House (Toledo); Michael Reff of Everybody Records (Philadelphia); and Jay Silverman of United Record and Tape Industries (Hialeah Gardens, Fla.).

**First American Set To Release Vintage Albums**

LOS ANGELES — First American Records recently announced that its March release schedule would be the most extensive in its history, featuring product from its Jazz Man label, Blue Man series and its $9.98 Piccadilly Editions.

From the Jazz Man label will be product from: Eddy Cooper, Aquarius, Eddy Cooper; Frank Basile, Aquarius; and others. Inaugurating the Blue Man series will be product from: Compagnie diavlo, Lightnin' Hopkins, and Harry Belafonte.

From Piccadilly will be new albums from: Faron Young, T. Texas Tyler, Mickey Gilley, Tom T. Hall, and others. In addition, Whiskey and Al De Lory, in addition to collector in review albums featuring Bill Haley and Gene Vincent.

**Asian Signs With Geffen**

LOS ANGELES — The newly formed rock group Geffen has recently signed an exclusive, worldwide agreement with Geffen Records, which plans to release the group's debut album March 31.

The group consists of former Buggles member Geoff Downes, former Yes guitarist Steve Howe, Emerson, Lake and Palmer percussionist Carl Palmer, former King Crimson and U.K. bassist John Wetton, and drummer Steve Stone, known for his work with Queen, Jethro Tull, and Yes, who has produced Asia's LP, which was recorded at London's Townhouse.

**Cameron Relocates**

NEW YORK — The Cameron Organization, which represents such artists as Muddy Waters, Willie Dixon, Young and Shelsky has relocated. Its new address is 822 Hillgrove Ave., White Plains, III. The telephone number is (213) 246-8222.
26

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. MOUNTAIN MUSIC — ALABAMA — RCA — 52 ADDS
2. ALWAYS ON MY MIND — WILLIE NELSON — COLUMBIA — 42 ADDS
3. KANSAS CITY LIGHTS — STEVE WARNER — RCA — 36 ADDS
4. I FEEL IT WITH YOU — KIERAN KANE — ELECTRA — 22 ADDS
5. DON'T LOOK BACK — GARY MORRIS — WARNER BROS. — 21 ADDS
6. SPEAK SOFTLY (YOU'RE TALKING TO MY HEART) — GENE WATSON — MCA — 20 ADDS
7. SINGLE WOMEN — DOLLY PARTON — RCA — 19 ADDS
8. SOMEDAY SOON — MOE BANDY — COLUMBIA — 19 ADDS
9. IT'S A LONG WAY TO DAYTONA — MEL LILLIS — ELEKTRA — 17 ADDS
10. DIAMOND IN THE ROUGH — KAREN TAYLOR — MESA — 16 ADDS

Most Active Country Singles

1. YOU NEVER GAVE UP ON ME — CRYSTAL GAYLE — COLUMBIA — 60 ADDS
2. SAME OLD ME — GEORGE JONES — EPIC — 59 REPORTS
3. THE ONLY WAY TO EAT — LARRY GATLIN & THE GATLIN BROTHERS — BAND — COLUMBIA — 59 REPORTS
4. ANOTHER HONKY-TONK NIGHT ON BROADWAY — DAVID FRIZZELL & SHIRLEY WEST — WARNER/VIVA — 50 REPORTS
5. IF YOU'RE THINKING YOU WANT A STRANGER (THERE'S ONE COMING HOME) — GEORGE STRAIT — RCA — 51 REPORTS
6. THROUGH THE YEARS — KENNY ROGERS & LINDA RONSTADT — LIBERTY — 50 REPORTS
7. BUSTED — JOHN CONLEE — MCA — 50 REPORTS
8. ROUND THE CLOCK LOVIN' — GAIL DAVIES — WARNER BROS. — 47 REPORTS
9. AFTER THE LOVE SLIPS AWAY — EARL THOMAS CONLEY — RCA — 47 REPORTS
10. CRYING MY HEART OUT OVER YOU — RICKY SKAGGS — EPIC — 43 REPORTS

More Than 500 Gather For 13th Annual Country Radio Seminar

by Tom Roland

NASVILLE — In a period where country music and country radio have flourished in a more dramatic manner than ever before, some 500 radio folks gathered at the Opryland Hotel Feb. 25 for the opening of the 13th annual Country Radio Seminar sponsored by the Organization of Country Radio Broadcasters.

Although the 1982 seminar is without a theme, in departure from past seminars, agenda committee chairman Bob English indicated that the theme might well have been “the nuts and bolts of winning with country radio in 1982-83.”

“We tried to construct the panels,” he added, “on an in-depth matter and composition, in such a manner that a person could come into a panel discussion and walk away with some hard information as to what he could do to put out his operation at his station.”

By avoiding a restrictive theme, the agenda committee was not limited in the panel topics, it aided in the selection process. Thus, subjects as diverse as “Competition,” “Country Lifestyle,” “Radio, Records & Trade,” and “Computers For All Applications” were covered in depth.

Of particular interest were the keynote addresses by Dick Clark and Don Imus of WBNG/New York, who spoke appropriately on “Personality in Radio.” Bob and Zooey Harrell of Imus, experts in the field of motivation, closed the event by emphasizing the point that personal success is a state of mind.

Radio personnel were able to glean additional insight into dealing with specific problems related to their particular stations during an evening rap session moderated by Ron Norwood of KMPS/Seattle and at the “Radio Doctor,” a question-and-answer session, with a distinguished panel moderated by Jim Ray of KOKE/Austin.

Gael English emphasized the effort that was made by the agenda committee to fairly represent all market sizes on the panels. Though the small market outlets were often overlooked in the past, the panels included stations from market sizes as diverse as Los Angeles, New York, Des Moines, Oshkosh and Huntington, W. Va.

This was the first seminar to be held at the Opryland complex, past gatherings were held at the Hyatt Regency.

The Country Mike

KFRH RAISES RECORD SUM FOR ST. JUDES — On Feb. 11 at 6 p.m., KFRH/Wichita began a 52-hour radiothon that raised nearly $65,000 for St. Jude’s Children’s Hospital in Memphis, Tenn. Operations director Jason Drake and station program director Chuck Robson co-hosted the entire event, broadcasting live from Towne West Shopping Center in Wichita. For every $1,000 pledged the co-hosts would hang a satin Valentine on the sweetheart tree to commemorate Valentine’s weekend. By Saturday at 10 p.m., 61 satin heart hangers hung from the tree. Drake, who served as executive producer of the St. Jude’s Radiothon, stated, “The final total should be closer to $65,000 as new pledges continue to come into the station. Last year we raised $42,000, and this year shattered that mark. This is the largest amount ever raised for St. Jude’s in the state of Kansas.”

Drake added, “The people of south central Kansas heard our request to celebrate the child and responded with dollars for treatment and research for catastrophic childhood disease.”

St. Jude’s Hospital treats patients at no charge, in addition to conducting research in cancer, leukemia and childhood diseases. The hospital presently treats more than 4,200 patients.

PERSONALITY PROFILE — Jerry King, a self-proclaimed frustrated musician, began his broadcasting career in 1965 at his half-hour station KBER/San Antonio, Tex., after getting his first class license from the Elkins school in Dallas. After working the 6:00 p.m. to sign-off shift for almost a year, King was offered a position with the Turner Corp.-owned KTON in Belton doing the early morning hours. For a six-month period he moved to the Turner-owned KUBL, working the 6:00 p.m. to midnight shift and then back to KTON in 1968, where he worked until August, 1972. In 1972 KOPY/Alto, Tex., a 1,000 watt full time country station, lured King with the offer of program director duties, which he accepted and held for about three years. In June 1975 he left Swan Broadcasting’s KKXY/San Antonio, working midnight to 6:00 a.m. for seven months, then the 7:00 p.m. to midnight shift. In 1980, he took on the noon to 4:00 p.m. shift for one year, and in 1981 was named station director.

WIST GIVING SATELLITE — Beginning March 1, WIST/Charlotte will reinstitute its live, local sound and pick up satellite broadcasting. Because of the recent decision, morning personal Jess Baldwin and music director Mike Berg are currently without a satellite source. Baldwin has had experience with KCAN/E Reno, Okla. and KIXX/Amarillo, Grayson was formerly with WPLO, WAMI and WHOD. Both can be reached at: (704)376-3511.

CHANGES AT KNOE — Brian Ringo has been appointed music director of KNOE/Monroe. La. Previously, Ringo had been employed by crosstown country KLUS before his move to KNOE. Ringo fills the chair left vacant by Bill Warren, who was recently promoted to public service director for the station. Randy Deeton remains as program director.

IN NEED OF SERVICE — Recent country convert WEL/Fairfax, Va. is in need of service from the country labels. Please send product to Curt Newton, P.O. Box 908, Fairfax, Va. 22030.

RAY RETURNS — Benny Ray is alive and well, living in Nashville and back at the mike with his old employer, WSM. Ray recently held the position of music director for Nashville country rival WSIX-FM prior to his return.

WESTWOOD ONE DEBUTS CHRISTIAN COUNTRY — A new syndicated country radio program entitled Coleman Country will debut in the early spring by radio syndicators Westwood One, according to company president Norm Pattie. The program “takes an in-depth view at the outdoorsman, as well as the lifestyles of country music stars, motion pictures and television personalities, and the show’s listeners.” The programs are 90-second shorts offered 10 times weekly and are available on a barter basis. For further information contact Westwood One at (213) 204-500.

Country Mike

Bill Berg WWVA/Wheeling I Feel It With You — Kieran Kane — EMI/ America
Rick Stevens KWKH/Shreveport Mountain Music — Alabama — RCA
Ron West KSON/San Diego Busted — John Conlee — MCA
Coyote Calhoun WMZ/Louisville Always On My Mind — Willie Nelson — Columbia
Henry Jay WGT/Cypress Gardens Mountain Music — Alabama — RCA
Tim Rowe WMN/Columbus Natural Love — Petula Clark — Scott Bros.
Paul Thorne KUGN/Eugene Round The Clock Lovin’ — Gail Davies — Warner Bros.
Duncan Stewart WDLW/Boston In Love With Loving You — Keith Steagall — EMI America
Marc Hahn KTM/Kalispell Mountain Music — Montana — RCA
Rhubarb Jones WLM/Westmont I Never Knew The Devil's Eyes Were Blue — Terry Gregson — Handshake
Mike Lee KVOC/Casper Single Women — Dolly Parton — RCA
Jim Stricklan KBQB/Denver Busted — John Conlee — MCA
Mike Buechler KBM/Big Billings Mountain Music — Alabama — RCA
Mark Tudor WTRG/Winston-Salem You're Not Easy To Forget — Dottie West — Liberty
Dan Hollander WXDE/Lawrenceburg Mountain Music — Alabama — RCA

Live from Direct Oil — WSM Radio/Nashville recently did a live remote from local truck stop Direct Oil. During the course of the show, several recording artists dropped in on show host Chuck Morgan, including MCA’s Kippi Brannon and Dimension’s Sonny James. Picked at the truck stop are (l-r): Morgan, Brannon, James and WSM air personality Skip Wooleen.
Midline LP Sales Becoming Lifeblood For U.S. Exporters

...dramatically slackened, Glaeser added, offering a two-fold explanation. "Obviously, the dollar is too high. The other thing is that Europe is in a recession. Unemployment is high, especially in Belgium, and Germany has well over a million unemployed, which is unheard of there. Then Holland, the phonograph record market is as good as dead. So it all adds up that midlines are a considerable factor in whatever is still being bought."

Glaeser said that the demand for midline product is still heavily for the Capitol label; RCA is also very popular, less so for PolyGram and WEA, with CBS falling in between. But the success of midlines is not enough to overcome his growing suspicion that young buyers are no longer interested in records and new releases.

"I'm saying this without blinking an eyelash: the mainstay of the record industry up until last year was the buyer from age 15-25. He brought in the bread and butter. But now that buyer is not waiting for the new John Denver or Rolling Stones, or the new Police, Kiss, Heart, whatever. Now he just yawns and stands at the store playing electronic games."

Jay Raji Eskin of New York's David Eskin Inc. agrees that young Europeans are not buying as many records and that midlines are no longer as popular as they once were. "People are concerned about price," she said. "The record industry keeps raising prices, which forces people to give up buying."

Another New York exporter who feels that the wholesale price of midline product for the exporter is too high is Albert Schultz. Ricardo Leon, assistant to the president, said that with the exception of Capitol, RCA and especially CBS, the price of midlines is very high and that his customers are unable to sell $3.98 at $5.98 and show profit after also paying handling expenses.

"The manufacturers want to be nice guys and, if they say the other popular, nice series of names and artists and nice selection for $5.98, they are selling these to exporters at a price where we can't make money," said Leon. "They don't understand that when they sell merchandise at a certain price, the exporter has to make money to make his own expenses and profit."

Price Hike Coming?

"Their selling price is low enough to leave room for a $5.98 to $6.98 list price to importers and at the same time to make a profit," he added. "With the exception of Columbia, Capitol and RCA, the manufacturers' price is very high. That makes it impossible to sell. We have to spend a lot of money sending lists to customers overseas. There was little reaction except to Columbia titles. Now I've heard that we can expect that Columbia will raise its midline price at any time to the same levels as RCA, which is one of the highest.

World's Medeot has also heard rumors that midlines are about to rise in price. "The companies keep raising prices and the retailer doesn't care," he said.

While East Coast exporters were largely pessimistic regarding the current state of the midline business, West and Gulf Coast exporters were counting their blessings.

Bob McNellis, owner of Music Brokers, an L.A.-based one-stop serving the western U.S. and exporting primarily to the Philippines, said that with the current price structure, the companies were "making out like bandits" on midline purchases. McNellis attributed this to the fact that he is a "flyweight" exporter and that the larger exports were not as interested in products that sell for less than $11.00.

INTERNATIONAL BESTSELLERS

Argentina

BUENOS AIRES — Roberto Lopez has been appointed executive assistant to the president of the local branch of CBS, Hector Cuomo. Previously, he had been associated with PolyGram in Argentina, Mexico (where he reached the post of managing director) and PolyGram in Buenos Aires, until the end of 1981.

Regarding CBS, A&R top executive Francisco Marrofli jotted to Santiago de Chile to attend the 1982 edition of the Winter Market in Argentina, where he heads the group's audiovisual operations for the TV special to be aired by Channel 13 in 1982. Marrofli came recently from his post in Puerto Rico, where he took part in the International Convention held at San Juan.

EMI commercial manager Alberto Caldeiro unveiled the promotion plans blueprinted for the new Dyango album, recorded recently in Spain and subject to a campaign to last until December. Export sales for this LP exceeded the 60,000 mark and the additional revenue from the artists in Europe, he said, customers to add another 20,000 units. There will be TV campaigns during the two months prior to the release (from January and July) and heavy radio exposure.

Folk chanteuse Mercedes Sosa is returning to Buenos Aires for a series of concerts at the Opera Theater. Due to the political tone of her repertoire there is a lot of curiosity about the results of these dates, which was recently, according to PolyGram, is selling very well.

Interdisc topper Ruben Aprili reports the reissuing of the Fania catalog, which contains a lot of "salsera" masters, for this country. The "salsera" music never really did get off the ground in Argentina, although it is usually considered that it has appeal for part of the 35% audience that usually goes for alternative music. Interdisc has also the representation of Tamla and is marketing albums by Stevie Wonder, Donna Ross and Jose Feliciano in Spanish.

Brazilian RCA star Maria Creusa is visiting Buenos Aires once again, with performances slated for Mar del Plata and other provincial resorts. There, a 1974 auction of $42,000 for an unfinished contract years ago and is a popular name in this country.

Michael Sinner

Australia

MELBOURNE — Australian singer/songwriter Brian Cadd, an A.L. resident for the past five years, is home again, but only for a few months. He's set up a production company with British entertainer Lem Labin — Shammess Prods. — and they're now working with Sydney singer Gillian Eastoe. Cadd, who has had his songs recorded by acts such as Yvonne Fair and The Pointer Sisters and Glen Campbell, hopes to regularly spend time in Australia recording and touring and to establish a list of late-60s group Axlon, along with LRB's Glenn Shorrock.

Five tracks from the Capitol Recordings management video, which contains tracks from the "Completion Backwards Principle" LP, along with "Mondo Bombarde" and "White Punks On Dope," have been banned from Australian television.

The one-hour video is being marketed here by the period from Feb. 1, 1981 to the new company, whose catalog also includes Paul McCartney and Wings in Rockshow, Alan Cans' "Stop The Music and David Bowie in The Man Who Fell To Earth, along with The Deer Hunter and One Flew Over The Cuckoo's Nest, among others. Thorn-EMI submitted the cassettes to the Australian censor for classification and was informed that the Tubes' tracks could not be played in either promotion or advertising. The video was produced in London by expatriate American producer Tony Kunihiko, who did the stunning clips for Kim Carnes, Classics, New Wave, Icehouse, and Ultravox, among others. Tubes' lead singer Fee Waybill was deal in Australia, but his group's LP and video, competing national TV show Countdown (along with Cher) and the BBC's Top of the Pops, where EMI Records arranged special screenings of the entire video. The Tubes recently hit the national chart with "I Don't Want To Wait Anymore."

Japan

TOKYO — According to Alfa Records president Kunihiko Mural, total sales for the company in the first six months of fiscal year 1981 (June 21 to Dec. 20, 1981) reached 2.7 billion yen ($11.8 million), 31.3% down from the prior term and 29.9% less than the same six months of the previous fiscal year.

Despite this result, down, records accounted for 1.9 billion yen ($8.4 million) and tapes 781.9 million yen ($3.4 million). No data were available for Polygram, the下周 exporter of which manages the recording company of Nippon Columbia, has been appointed chief of the department of records there, effective immediately.

Total sales of Shinsei-do, Ltd., one of large record wholesalers in Japan, in the period from Feb. 1, 1981 to Nov. 30, 1981 reached 28.6 billion yen ($124.3 million), 11.8% up over the previous year. However, sales were also down 2.7% from the sales target set. Of the total, records brought in 11.1 billion yen ($48.1 million), five percent up over the prior fiscal year.
TOP 75 ALBUMS

1 THE POET
BOBBY YOUNG
(Beverly Glen Big 1000)
17

2 ME AND YOU
ROBERTA FLACK
(20th Century Fox/RCA 1-635)
53

3 CENTRAL LINE
SUGAR HILL GANG
(Sugar Hill Records SP-15033)
22

4 LIVIN OUT THE RICHES
LED ZEPPELIN
(Sugar Hill Records SP-16375)
51

5 LOVE IS WHERE YOU FIND IT
THE BEE GEES
(Sugar Hill Records SP-14103)
48

6 WHY DO FOOLS FALL IN LOVE
THE SUNSET BLUES BAND
(Sugar Hill Records SP-14101)
48

7 YOUR WISH IS MY COMMAND
THE ISLEY BROTHERS
(Spring/Polystar SP-1-6856)
47

8 SOMETHING ABOUT YOUR LOVE
THE DUDES
(Sugar Hill Records SP-13090)
47

9 RAISE!
HEALTH
(Atlantic SD-19326)
46

10 LOVE ME CHICKEN
THE AFTERBURNERS
(Sugar Hill Records SP-13091)
45

11 NEVER TOO MUCH
LUIS VONERDORS
(Epic FE-37951)
38

12 NIGHT CRUISING
BARRY SIMPSON
(Mercury/PolyGram 2-11028)
38

13 THE SISTERS
SISTER SLEDGE
(Contemporary Records E-5315)
32

14 FRIENDS
BRICKMAN/SUGARHILL (Bee Gees E-29)
33

15 CONTROVERSY
PRINCE (Bee Gees E-3015)
33

16 A LITTLE LOVE
THE BAR-KAYS
(Non-Stop Records E-6515)
32

17 COME HOME
SHERRY GARDNER WASHINGTON, JR.
(Sugar Hill Records SBK 66-1023)
31

18 THE TIME
BEE GEES
(Sugar Hill Records SBK 66-1024)
31

19 THE GEORGE BENSON COLLECTION
GEORGE BENSON
(Sugar Hill Records SBK 66-1025)
30

20 MR. LOOK SO GOOD
RECORDMASTER (Bee Gees E-3016)
30

21 GET AS MUCH LOVE AS YOU CAN
THE JONES GIRLS
(Sugar Hill Records SBK 66-1026)
30

22 IT'S TIME FOR LOVE
TODD STORM (Print Int./CBS 37-2349)
30

23 TASTE THE MUSIC
TOMMY SOUL (Bee Gees E-3017)
29

24 SHOW TIME
GERALD ALBRIGHT (Atlantic SD-19323)
29

25 THE DUDE
QUINCY JONES (A&M SP-3212)
28

26 PRIVATE EYES
JEAN CLAUDE RIVET (Atlantic SD-19324)
28

27 STAY
RAY GOODMAN & BRIANA
(Polydor/PolyGram 1-6143-0641)
28

28 8TH WONDER
THE BESSIE HILL GANG
(Sugar Hill Records SBK 66-1027)
28

29 SOMETHING ABOUT YOU
ROGUE/ARISTA (Arista AR-158)
28

30 WATCH OUT
BRANDY WELLS
(Whitfield WT 3668)
28

31 REFLECTIONS
GINNIE GILL/HERON (Arista AR-1580)
28

32 THE LEAVES
(EPIC/KT-23745)
28

33 DREAM ON
THE SHERATONS
(CBS ETC 37-2352)
28

34 PURE & NATURAL
UNIVERSITY (Capital SD-1219)
28

35 THE MANY FACETS OF ROGER
ROGER WILLIAMS
(Bee Gees E-3018)
28

36 DOWN HOME
BEE HILL (Fellow FAL 7406)
28

37 CASH
OLOVE IS WHERE YOU FIND IT
(Sugar Hill Records SBK 66-1025)
28

38 ME AND YOU
ROBERTA FLACK
(20th Century Fox/RCA 1-635)
53

39 CENTRAL LINE
SUGAR HILL GANG
(Sugar Hill Records SP-15033)
22

40 LIVIN OUT THE RICHES
LED ZEPPELIN
(Sugar Hill Records SP-16375)
51

41 LOVE ME CHICKEN
THE AFTERBURNERS
(Sugar Hill Records SP-13091)
45

42 SOMETHING ABOUT YOUR LOVE
THE DUDES
(Sugar Hill Records SP-14103)
48

43 RAISE!
HEALTH
(Atlantic SD-19326)
46

44 LOVE ME CHICKEN
THE AFTERBURNERS
(Sugar Hill Records SP-13091)
45

45 NIGHT CRUISING
BARRY SIMPSON
(Mercury/PolyGram 2-11028)
38

46 NEVER TOO MUCH
LUIS VONERDORS
(Epic FE-37951)
38

47 CONTROVERSY
PRINCE (Bee Gees E-3015)
33

48 A LITTLE LOVE
THE BAR-KAYS
(Non-Stop Records E-6515)
32

49 COME HOME
SHERRY GARDNER WASHINGTON, JR.
(Sugar Hill Records SBK 66-1023)
31

50 THE TIME
BEE GEES
(Sugar Hill Records SBK 66-1024)
31

51 LOVE ME CHICKEN
THE AFTERBURNERS
(Sugar Hill Records SBK 66-1025)
30

52 STAY
RAY GOODMAN & BRIANA
(Polydor/PolyGram 1-6143-0641)
28

53 SOMETHING ABOUT YOU
ROGUE/ARISTA (Arista AR-158)
28

54 WATCH OUT
BRANDY WELLS
(Whitfield WT 3668)
28

55 REFLECTIONS
GINNIE GILL/HERON (Arista AR-1580)
28

56 THE LEAVES
(EPIC/KT-23745)
28

57 DREAM ON
THE SHERATONS
(CBS ETC 37-2352)
28

58 PURE & NATURAL
UNIVERSITY (Capital SD-1219)
28

59 THE MANY FACETS OF ROGER
ROGER WILLIAMS
(Bee Gees E-3018)
28

60 DOWN HOME
BEE HILL (Fellow FAL 7406)
28

61 CASH
OLOVE IS WHERE YOU FIND IT
(Sugar Hill Records SBK 66-1025)
28

62 ME AND YOU
ROBERTA FLACK
(20th Century Fox/RCA 1-635)
53

63 CENTRAL LINE
SUGAR HILL GANG
(Sugar Hill Records SP-15033)
22

64 LIVIN OUT THE RICHES
LED ZEPPELIN
(Sugar Hill Records SP-16375)
51

65 LOVE ME CHICKEN
THE AFTERBURNERS
(Sugar Hill Records SP-13091)
45

66 SOMETHING ABOUT YOUR LOVE
THE DUDES
(Sugar Hill Records SP-14103)
48

67 RAISE!
HEALTH
(Atlantic SD-19326)
46

68 CHARIOTS OF FIRE
SMOKEY ROBINSON
(Warner Bros 3596)
44

69 FANCY DANCER
TOMMY WILLIAMS
(CBS SRM-1-4033)
43

70 I LIKE YOUR STYLE
SHANE (Motown M-8224)
37

71 JUST LIKE DREAMIN'
QUEEN LATIFAH
(Sugar Hill Records SP-13092)
30

72 WHAT TIME IS IT
JOHNNY GUITAR WATSON
(Sugar Hill Records SP-14105)
26

73 DENRY MORGAN
(RECORD-E-100)
34

74 SUGAR HILL GANG
(Mercury/PolyGram 2-11028)
68

75 SOLID GROUND
ROGER WILLIAMS
(Atlantic SD-19325)
21

BLACK CONTEMPORARY
<table>
<thead>
<tr>
<th>Week of</th>
<th>Title</th>
<th>Artist</th>
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<tr>
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<td>Let's Go All the Way</td>
<td>MINNEAPOLIS HERALD</td>
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<td>Honey, Honey</td>
<td>LITTLEPlugins</td>
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<td>3/6/82</td>
<td>Do It Roger</td>
<td>CURTIS MAYFIELD</td>
<td>WB 48683</td>
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<td>3/6/82</td>
<td>If You Come With Me</td>
<td>AOR</td>
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<td>You Are the One</td>
<td>AOR</td>
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<td>Watch Of The WINDS</td>
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<td>APRIL LOVE</td>
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**ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)**

1. A Friend (Walker-Tamango-Rentier) (BMI) - 66
2. A Little More (IT-Con (admin. by NYCHM), BMI) - 29
3. Angel (Jarrar-Harrington) - BMI
4. A Night to Remember (Eisinger) - BMI
5. Apache (Sugar Hill) - BMI
6. ARMS OF A WOMAN (Wright Bros) - BMI
7. APACHE - BMI
8. As Hard As Love (ASCAP) - BMI
9. A Little more (IT-Con (admin. by NYCHM), BMI) - 29
10. A Little More (IT-Con (admin. by NYCHM), BMI) - 29
When it comes to black music, **CASH BOX** is on the one!
<table>
<thead>
<tr>
<th>Song / Artist / Album / Label</th>
<th>Chart Position</th>
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<tr>
<td><em>1</em> Freeze-Fram<em>e</em></td>
<td>1/17</td>
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<tr>
<td><em>2</em> Hooked on Classics</td>
<td>2/16</td>
</tr>
<tr>
<td><em>3</em> Escape</td>
<td>3/31</td>
</tr>
<tr>
<td><em>4</em> Beauty and the Beat</td>
<td>4/32</td>
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<tr>
<td><em>5</em> Private Eyes</td>
<td>5/25</td>
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<tr>
<td><em>6</em> Ghost in the Machine</td>
<td>7/20</td>
</tr>
<tr>
<td><em>7</em> I Love Rock 'n Roll</td>
<td>9/33</td>
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<tr>
<td><em>8</em> Physical</td>
<td>10/19</td>
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<td><em>9</em> Quarterflash</td>
<td>11/13</td>
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<td><em>10</em> Tattoo You</td>
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<tr>
<td><em>11</em> Get Lucky</td>
<td>13/17</td>
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<tr>
<td><em>12</em> Shake It Up</td>
<td>14/13</td>
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<tr>
<td><em>13</em> For Those About to Rock</td>
<td>15/13</td>
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<tr>
<td><em>14</em> Great White North</td>
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<tr>
<td><em>15</em> The Innocent Age</td>
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<tr>
<td><em>16</em> Bella Donna</td>
<td>18/16</td>
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<tr>
<td><em>17</em> Why Do Fools Fall in Love?</td>
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<td><em>18</em> Raise!</td>
<td>20/16</td>
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<tr>
<td><em>19</em> Diary of a Madman</td>
<td>21/16</td>
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<tr>
<td><em>20</em> Chariots of Fire</td>
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<tr>
<td><em>21</em> Memories</td>
<td>23/16</td>
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<tr>
<td><em>22</em> Feels So Right</td>
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<tr>
<td><em>23</em> Tonight I'm Yours</td>
<td>25/21</td>
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<tr>
<td><em>24</em> Juice</td>
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<tr>
<td><em>25</em> Skyline</td>
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<tr>
<td><em>26</em> Tom Tom Club</td>
<td>28/21</td>
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<td><em>27</em> Something Special</td>
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<td><em>29</em> Working Class Dog</td>
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<td><em>30</em> Bobbie Sue</td>
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<td><em>31</em> The One That You Love</td>
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<tr>
<td><em>32</em> Mesopotamia</td>
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<td><em>33</em> The Poet</td>
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<td><em>34</em> Standing Hampton</td>
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<td><em>35</em> 36* The George Benson Collection</td>
<td>37/21</td>
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<td><em>37</em> The Last Family Rides Again</td>
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<td><em>38</em> Don't Say No</td>
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<td><em>39</em> Love Is Where You Find It</td>
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<td><em>40</em> Yes It's You Lady</td>
<td>41/21</td>
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<td><em>41</em> Come Morning</td>
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<td><em>42</em> Somewhere Over China</td>
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<tr>
<td><em>43</em> I Am Love</td>
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<td><em>44</em> Objects of Desire</td>
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<td><em>45</em> On the Way to the Sky</td>
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<td><em>46</em> Never Too Much</td>
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<td><em>47</em> Precious Time</td>
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<td><em>48</em> Controversy</td>
<td>49/21</td>
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<td><em>49</em> Non-Stop Erotic Cabaret</td>
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<td><em>50</em> Your Wish Is My Command</td>
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<td><em>51</em> Lakeside</td>
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<tr>
<td><em>52</em> Street Songs</td>
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<tr>
<td><em>53</em> The Dude</td>
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<tr>
<td><em>54</em> Share Your Love</td>
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<td><em>55</em> Placido Domingo</td>
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<td><em>56</em> Electric Rendezvous</td>
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<td><em>57</em> Small Change</td>
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<td><em>58</em> You Could Have Been with Me</td>
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<td><em>59</em> Spreeza Rastin</td>
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<td><em>60</em> Time Exposure</td>
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<td><em>61</em> Nick the Knife</td>
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<td><em>62</em> Exit...Stage Left</td>
<td>63/21</td>
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<tr>
<td><em>63</em> Jazzericide</td>
<td>64/21</td>
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| *64* Weather Report           | 65/21          |
| *65* Carol Hensel's Exercise and Dance Program | 66/21         |
| *66* Green Light              | 67/21          |
| *67* Aerobic Dance Hits       | 68/21          |
| *68* Nightcruising            | 69/21          |
| *69* The Sisters              | 70/21          |
| *70* Fancy Free               | 71/21          |
| *71* Allied Forces            | 72/21          |
| *72* Hi Infidelity            | 73/21          |
| *73* Songs in the Attic       | 74/21          |
| *74* Oingo Boingo              | 75/21          |
| *75* Mystical Adventures      | 76/21          |
| *76* Anyone Can See           | 77/21          |
| *77* 8th Wonder               | 78/21          |
| *78* Aerobic Dancing          | 79/21          |
| *79* Beautiful Vision         | 80/21          |
| *80* Willie Nelson's Greatest Hits and Some That Will Be | 81/21        |
| *81* Get As Much Love As You Can | 82/21        |
| *82* A Little Love            | 83/21          |
| *83* Give the People What They Want | 84/21       |
| *84* Wasn't Tomorrow Wonderful? | 85/21        |
| *85* It's Time for Love       | 86/21          |
| *86* Breakin' Away            | 87/21          |
| *87* Sleepwalk                | 88/21          |
| *88* Mechanix                 | 89/21          |
| *89* Farewell Song            | 90/21          |
| *90* Fame                     | 91/21          |
| *91* Picture This             | 92/21          |
| *92* If I Should Love Again   | 93/21          |
| *93* Hang On to Your Life     | 94/21          |
| *94* Best of Blondie          | 95/21          |
| *95* The Many Faces of...     | 96/21          |

March 6, 1982
Midline LPs Are Becoming Lifeblood Of U.S. Exporters

(classified ad, page 38)

This to the strength of the Australian dollar against its American counterpart. In Japan, however, the 250 yen per dollar exchange ratio has put a crimp on midline sales, though they remain very popular. McNeilis estimated that he carries 10-20 times the amount he normally stocks on midlines because of the reduced price.

Midlines are so successful, added McNeilis, that they fill half of his 125-page catalog. The catalog also lists many traditional companies that export to Europe, that some countries offer competing midline product at cheaper prices.

Peter Felix, buyer for Hollywood's Notingham Industries, credited the record companies with making better product available at lower prices. The wholesaler, which exports mostly to Japan, estimates that pop midlines make up nearly 50 percent of all sales.

All Record Services, in Oakland, Calif., has two accounts in Japan and one in Tahiti. According to Karen Pearson, export supervisor for the company, the demand for midline product is high, but midline material is a steady seller. She said that since $15.98 is the regular price for records in Japan, All Record's produces prices are more effective.

Rock midlines featuring product by older supergroups like the Beatles and Led Zeppelin, as well as "anything rock" sells big to the equity of the sound, adds Gutierrez, who also feels that the popularity of midlines will inevitably beckon higher prices, which will in turn produce a negative effect.

O JAZZ

(classified ad, page 27)

give him a broader reputation, his future goals include expansion into other musical spheres, and he feels a label change will do him good. "I'm looking for a company that can use me for more than I can do for them," he said. "It's a look at what's possible for me." He also likes the fact that he can stand up and play with a symphony orchestra one night and play the Vegas next. "I'd like to find someone who will sign me to two departments, a pop jazz, and an R&B," he said. "But I think in the future crossover music is going to be even more of a focus for me now." On his own, Pointer is furthering his reputation as a diverse musician by working in several different pop settings. His new band, featuring Rick Cutler, Ted Lo, Gary Hasse and Victor Jones, will make its New York debut this month at the Avery Avenue South, and Pointer will soon travel to Manila to perform as concertmaster for the Vince Monte Carlo Orchestra's upcoming concerts at Arinietta Stadium. "I think doing something like that is the first step in that direction," remarked Pointer. "Playing with the orchestra will also be a good way for me to broaden my scope as an artist. Pointer is particularly grateful that he has thus far managed to attract a diverse following. "I really think that's not your typical Joel Pointer fan," he said. "At this point in time, I really seem to be established as family entertainment."

SPRING ON JAZZ ALIVE — National Public Radio's (NPR) Jazz Alive spring series will kick off on April 10 with performances by the NJO, Dave Brubeck and Bobby McFerrin. The 13-week series of live recordings, to be broadcast on public radio stations throughout the country, will also feature performances by Art Blakey, Cameron McRae, Steve Kuhn and Sheila Jordan, the Latin Percussion Jazz Ensemble with Tito Puente, Dizzy Gillespie, Paquito D'Rivera, George Shearing, John Coates, Jr., Richie Cole, Sonny Stitt, Benny Bailey, Frank Strozier, Hubert Law, John Klemmer, Harold Land, Bobby Hutcherson, Charles Tolliver, Air and Leroy Jenkins.

THIS THAT & BUTTER - Frank Sinatra will be the conductor on the next Sylvia Symus album. Recording for the Reprise date begins April in ... Harmonic funkster James Blood Ulmer brought an all-star band into the Savoy last week. Among Ulmer stalwarts were G Calvin Hill, All Star Band, Bruce Kulick, Abdul Wadud and Ronnie Drayton. Eric Gale and his new band opened the show this year. New Orleans Jazz and Heritage Festival will feature Allen Toussaint, Dr. John, Pete Fountain, B.B. King, Stanley Turrentine, David "Fathead" Newman, Hank Crawford, Eddy "The Neck" Harris, Art Neville, the Rebirth Brass Band, the Sun Ra Arkestra and Count "Wynon Marsalis Day" was a whopping success. The young trumpeter, who seemed a little apprehensive about the affair when we spoke with him a few weeks ago, was recently bowled over by the depth, warmth, and mastery of the proceedings.

Mr. Fred Goodman.
AROUND THE ROUTE

by Camille Compasio

Empire Dist. president Jerry Marcus was getting ready to attend a special premiere showing, being hosted by Atari, to introduce the factory's new "Space Duel" video game, as Cash Box went to press. Event was being held at the Hyatt Regency O'Hare. He said he was also looking forward to seeing the new Centuri "Locomotion," along with Stern's "Amidar," which were among the hit attractions at the recent IMA show in Germany. Business at Empire is picking up nicely after a "disappointing January," caused by the terrible weather that saw a lot of lost shipping days and took a toll on operator collections. "Dollar volume was affected by the number of closouts we were selling," Jerry noted. However, with so many hot new pieces coming out, things are definitely looking up; besides which, there's been a definite improvement in Chicago's weather. On the Empire best seller list are Atari's "Centipede" and "Tempest," Midway's "Galaga," Gottlieb's "Haunted House" and Gremlin's "Frogger" and "Turbo" — to name a few. Jerry said he's quite excited about the upcoming new Bally "Crossfire" and called Midway's "Ms.

Justices Send Mesquite Arcade Case Back To Appeals Court

by Earl B. Abrams

WASHINGTON — Youngsters in Mesquite, Tex., who are under 17 are going to have to wait a while longer before they know whether or not they can play video games in their city without being accompanied by a parent or guardian.

The reason for the delay is that the U.S. Supreme Court last week sent back to the Fifth Circuit Court of Appeals for further consideration that part of the lower court's ruling that discussed elements of the Texas state constitution and the U.S. Constitution.

The federal high court, however, upheld the section of the Mesquite ordinance that called on the chief of police to investigate for "criminal connections" applicants for licenses to operate amusement arcades in that city.

Associate Justice John Paul Stevens read the decision for himself and six of his colleagues. Associate Justices Lewis F. Powell Jr. and Byron R. White concurred in part and dissented in part.

The case was taken to the Supreme Court by the city when the federal appeals court in New Orleans reversed a district court ruling that upheld the age limitation but had found the instructions re criminal associations unconstitutionally vague.

The case began seven years ago when Aladdin's Castle, a subsidiary of Bally Manufacturing Co., sought permission to open an amusement arcade in a shopping mall in Mesquite and the city manager denied Aladdin's application. Aladdin's sued, and a state court found in its favor and ordered the city to issue the license. The city, however, re-enacted an under-17 ban and also inserted the provision calling on the police chief to investigate amusement park applicants for criminal associations.

Aladdin's sued again, this time in federal district court, which upheld the under-17 ban.

5TH STRAIGHT YEAR

Bally Announces Record Revenues, Profits For 1981

CHICAGO — Bally Manufacturing Corp. announced record revenues, net income and earnings per share for the year ended Dec. 31, 1981.

For 1981, revenues were $884.9 million as compared to $693.2 million in the previous year. Net income of $81.7 million was 55% above the $52.8 million earned in 1980. Earnings per share were $3.03 compared to $1.97 per share in 1980. Net income for 1981 includes $2.4 million (nine cents per share) resulting from the sale of property; there were no comparable gains in 1980. The 1980 amounts have been adjusted for a pooling of (continued on page 36)
INDUSTRY NEWS

AROUND THE ROUTE

Pac-Man" "sensational" and, "at this point, already selling like the original." Attention jukebox ops: Dick Contino (remember) has a new single that's tailor-made for jukeboxes, noted Ben Arrigo of Glenn Productions in New York. Sides are "Agree" by the Stoneaaaales and "Fog" by the Moodsters. Operator promo copies are available by contacting Ben at Glenn Productions, 157 W. 57th St., New York, NY 10019. Contino, by the way, is just wrapping up an engagement in Las Vegas and is booked for a one-nighter in Chicago, April 10.

"Amidar" is the Japanese term for a mythical gorilla. It's also the name of the new video game licensed by Stern Electronics, Inc. from Konami Ind. of Japan and currently being shipped sample in the U.S. Game theme is of the non-combat, lighthearted variety. Initial feedback from marketing director Tom Campbell has been "very positive." Stern officials are currently finalizing arrangements for a March 1 meeting of the factory's game distributors, to be held in Chicago. Agenda will be topped by a preview of some additional new product that's about 30 days away from sampling. "We are very anxious to have our distributors see some of the new machines being readied for release by Stern," said Campbell. "One of the new pieces, in particular, is a completely new take on any product the industry has ever seen — and we're very excited about it."

Congratulations to Jack Shawcross of Bally Northeast-Syracuse on his promotion to vice president of New York State operations. Nice news about a heckuva nice guy ... Distrib's sales manager Tony Procopio notes that "business is still riding high" at the Syracuse branch and he's expecting the opposite happening here this year to be a big one this year. Driving games such as Taito America's "Grand Champion" and Gremlin's "Turbo" are especially popular during this buying period. Midway's newly released "Ms. Pac-Man" is doing extremely well, he said, racking up good collections of its own without inhibiting those of its ilustrious "Pac-Man" predecessor — and attracting women players in even larger numbers.

Dateline El Cajon, Calif., home of Cinematronics, Inc. sales manager Steve Blattspiler notes that the firm recently made some new overseas distributor appointments to further strengthen its representation in the European market. In addition to securing new distribution in the United Kingdom market, Cinematronics appointed ENV of Frankfurt to handle its line in Germany. The company is making ready for its upcoming participation in the World Jukebox & Amusement Show (Amusement Operators Expo) convention, being held in Chicago's Hyatt Regency Hotel. Cinematronics will be hosting an exhibit and premiering some new products. Among company officials who will be in attendance are proxy Fred Fukumoto, Tom Stroud and Steve Blattspiler.

California Music: The Place To Go For Jukebox Oldies

LOS ANGELES — With oldies accounting for as much as 40 to 90 percent of the records played in some jukeboxes, it's no wonder that operators are concerned about the availability of such classic titles as "Angel Baby" by Rosie and the Originals and "I'm Your Puppet" by James & Bobby Purify.

Indeed, ever since Cash Box introduced its expanded Jukebox Programmer chart (Cash Box, Feb. 13), this has been one of the chief gripes of surveyed operators, who complain that record labels have a laissez-faire attitude when it comes to oldies.

One company that isn't taking the oldies market for granted, however, is California Music Co. Here, one of the nation's oldest, one-stops, California Music merchandises its vast selection of oldies singles with the operator's convenience in mind.

One 11,090 TITLES

Shirley Dennison, an 18-year veteran of California Music, has compiled a list of the oldies titles that are in company stocks. The 39-page booklet is constantly updated and mailed to operators around the country.

To help operators, it simply checks off the selections (and quantities) he wants and returns the mailer to California Music. Phone orders are also accepted, and the one-stop furnishes free title strips. A minimum order of $25 is required for shipping.

Each selection is numbered so that it can be located easily in the corresponding index rack, where the records are arranged alphabetically according to the label and artist. The titles are cross-referenced in a three- by-five index card file that lists both the A and B sides of the record.

In the mailer records are listed according to musical types — i.e., rock, country, jazz, blues, gospel, polka, waltz, mambo, tango, show tunes and even TV themes — as well as record companies. There is also a special section devoted to classic songs of the '40s, '50s, '60s and '70s.

Since the oldies program was started several years ago, sales at one stop have climbed to more than 4,000 singles a week. According to Dennison, the best-selling titles are "Sugar Sugar" by The Archers, "Angel Baby," "I'm Your Puppet" and Frank Sinatra's "New York, New York."

Additional information may be obtained by writing Shirley Dennison, California Music Co., 2933 West Pico Boulevard, Los Angeles, Calif. 90006. The telephone number is (213) 733-1181.

Midway, Zaccaria Agreement Announced

CHICAGO — David Marafoske, president of Midway Manufacturing Company, announced that the company has concluded a license and distribution agreement with Zaccaria of Bologna, Italy. Zaccaria is among the most prominent designers and manufacturers of video games and other coin-operated products in all of Europe.

In commenting on the agreement Marafoske said, "Stan Jarocki, our vice president of marketing and I met with Mariano Zaccaria, president of the company, and his brothers Franco and Natale, director of production and sales, in Bologna and throughout Italy. They are approaching the differences between the Texas state constitution and the U.S. Constitution as they apply to the apportionment question. The Supreme Court has diluted the question and this landmark decision means that the line is no longer a game to avoid federal constitutional questions.

In his opinion, Justice Stevens noted that the apportionment court had not addressed itself to the differences between the Texas state constitution and the U.S. Constitution as they apply to the apportionment question. The Supreme Court has diluted the question and this case has nothing to do with the apportionment question. The line is no longer a game to avoid federal constitutional questions."

Bally Profits Up In '81

March 3-5: National Amuse Machine Operators Assn. (NAMO); Hotel Pacific; Tokyo, Japan. First convention.

March 5-6: AMOA Notre Dame Management Seminar; Notre Dame, Indiana.

March 26-28: Amusement Operators Expo (AOE); annual convention; Hyatt Plaza Hotel; Chicago, Ill.

April 2-3: AMOA Notre Dame Management Seminar (advanced); Notre Dame, Indiana.

April 2-4: NAMA Western Convention; Brooks Hall, San Francisco, Calif.

April 15-18: Florida Amusement Vending Assn.; annual convention; Orange County Convention Center; Orlando, Fla.

May 7-8: Ohio Music & Amusement Assn.; annual convention; Columbus Hilton Inn; Columbus, Ohio.

June 3-5: Amuse. & Music Operators of Texas; annual convention; Americana Hotel; Fort Worth, Tex.

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Convention Center; Kalispell, Mont.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte, N.C.

Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Radisson Hotel; Morgantown, W.Va.

Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.

Nov. 18-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

INDUSTRY CALENDAR


Bally Appoints Malloy

CHICAGO — Charles H. Farmer, president of Bally Pinball Division and Domestic Division, announced the recent appointment of Paul F. Malloy as vice president of the Domestic Distribution Division. Malloy will assist Farmer in coordinating activities for the company's three domestic distribution offices: Advance Automatic Sales Company (San Francisco, Calif.); Bally Northeast Distributing, Inc. (Norwood, Mass.); and Empire Distributing, Inc. (Chicago, III.). Malloy will be working out of the Bally Pinball Division facility in Bensenville, Ill.

Malloy has spent 10 years in public accounting and the last eight years as director of internal auditing for Bally Manufacturing Corporation. He lives in Chicago and is a graduate of Loyola University.
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CASHBOX "Jukebox Programmer" shows Bare at a strong #16
Produced by RODNEY CROWELL

"SOMEDAY SOON" (R-32735) from the album "RODEO ROMEO" (C-37568) is off to a flying start on the national country charts BB-60 * CB-58 * RW-58 *
After last week's "Jukebox Record to Watch, "Someday Soon" hits the "Jukebox Programmer" chart with #25
Produced by RAY BAKER

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