Of the countless products and services introduced in 1981, FORTUNE magazine chose just 10 that deserved special attention. And one of them was MTV: Music Television. MTV was singled out for providing a unique and innovative contribution to the American marketplace.

But more than FORTUNE has smiled on us. Now MTV is a full member of the music community. All around the industry, the impact has been dramatic—on record retailers, radio programming, concert promotion.

According to FORTUNE, video music on cable is big news. We're working to make it big business—for us, and for all our friends in music.
EDITORIAL Sneak Preview

In this time of economic hardship, perhaps a lesson can be drawn from the independent retailers—the mom-and-pop stores that represent what may be the industry’s closest contact with the mass of consumers. As money gets tighter and tighter, and sales refuse to improve, many of the mom-and-pops have had to adjust their outlook on the industry to stay afloat.

Mom-and-pop stores may be an indication of what things will be like for all in the not-too-distant future. Unable or unwilling to tie up massive amounts of cash in inventory, mom-and-pops have responded with extremely selective buying patterns—moving away from all but the most popular product in manageable quantities. Iffy items, such as 8-tracks, are being dropped altogether by some.

In addition, the mom-and-pops have made a conscious effort to add new product and accessory lines. While the emphasis is still on prerecorded music, there is also a strong commitment to experimenting with other leisure-related products. Without the major resources of corporate or chain headquarters to provide a cushion, the mom-and-pops have had to make do with imagination, innovative marketing and the determination that comes with owning the business.

Thus, the industry would do well to study how the mom-and-pops fare in this restrictive economic climate. As the smallest, least-capitalized operations, mom-and-pops are always looking at business the way it might be for the bigger companies in the near future. It would be wise to take some lessons from this “sneak preview” before the reality descends upon us all.

NEWS HIGHLIGHTS

- Cash-starved mom-and-pop stores keep close eye on purchases (page 5).
- Stations generally favor FCC decision on AM Stereo (page 5).
- WEA raises wholesale price for midlins (page 6).
- “Did It In A Minute” by Daryl Hall & John Oates and Orchestral Manoeuvres In The Dark’s “Souvenir” (new and developing act) are the top Cash Box Singles Picks (page 9).
- “Success Hasn’t Spoiled Me Yet” by Rick Springfield and Kim Wilde’s “Wilde” (new and developing artist) are the top Cash Box Album Picks (page 10).

TOP POP DEBUTS

SINGLES

54 DID IT IN A MINUTE — Daryl Hall & John Oates — RCA

88 THE SECRET POLICEMAN'S OTHER BALL — Various Artists — Island

POP SINGLE

I LOVE ROCK 'N ROLL
Joan Jett & The Blackhearts
Boardwalk

B/C SINGLE

THAT GIRL
Stevie Wonder
Tamia/Motown

COUNTRY SINGLE

BOBBIE SUE
Oak Ridge Boys
MCA

JAZZ

THE GEORGE BENSON COLLECTION
Warner Bros.
**Cash Box News**

**Cash-Strapped Mom & Pops Looking For New Directions**

by Jim Bessman

NEW YORK — Due to the high cost of borrowing money, mom-and-pop retailers are growing increasingly hard-nosed in their record buying habits, and are adapting to the tough times by also focusing on non-music products according to a Cash Box survey. Used records have emerged as an important profit line, and many stores have added gift cards, dress items and other non-music services and lines have developed as ways to complement their already rich product sales.

Willie Bembry, owner of Soul To Soul Records Boutique in Miami, typified independent retailers when he said: "We have had to cut back on our non-hit music and new artist releases. Where once we bought in quantity every two weeks, Bembry's is only buying the necessary titles every couple of days to keep a steady but small stock. "I can't have my money sitting on the shelves," said Bembry.

At Lieberman Enterprises' Dallas office, one-stop manager David Nichols has witnessed buying habits similar to Bembry's, "Mom-and-pops are cutting back on quantity buys but re-ordering more often," he said. "They are not going out on a limb with new product unless they get specific requests at the store."

In New York, Richard Taylor, president of Moonshine Records, has had to reduce his orders by 10-15%. Although he is big on catalog, he doesn't hold many pieces. "We stock onesies, twosies," he said, "because you can't hurt on single LPs. But we don't carry whole lines unless it's the Stones or other regular movers."

In Cudahy, Wisc., Jerry Homa, who owns Breakwater Records, is also shying away from what he termed, "junk singles, no names, and unfamiliar product."

**More Thorough Research**

Mom-and-pops like Sunshine Records in the Denver suburb of Aurora are striving to save money by gaining greater understanding of their markets. "We're trying to pick hits better than the trades," said Fred Ladd, manager at Sunshine. "We want to become the first store to get new hit product, and to achieve this we're dealing with 20-30 of the best DJs in town to find out what's hot. We also keep customer cards to keep tabs on what each person likes and what's still selling."

At Sound Of Hills, salesman Bob Moss credits his store's versatility as the main reason for its survival. "We're not a mom-and-pop in the sense of being limited," he explained. "We keep abreast of everyone: dance music, imports, whatever is hot. A lot of disco DJs come in to buy imports and 12-inchers. We also cater to the area and provide personal service. We make you feel comfortable, hold records and keep customer lists. The big chains don't do that."

**Oldies Attract Teens**

Paul Stewart, owner of Byfroths Records in Queens, has found that his selection of oldies 45s has become a strong magnet for younger customers. "Kids are starting to hear oldies for the first time on some of the MOR stations. They like them and are coming in to buy them."

At the same time, Stewart laments the fact that new singles which have jumped cents in price to $1.69 in the last six months (with some labels at $1.99), have lost their desirability. And new albums. "Of the 21 titles I keep in my front display rack, there is no major title that has been released after last Christmas. Nothing new in Stevie Wonder was supposed to be out last November, I'm beginning to wonder if there is a Stevie Wonder."

But Sy Lerner, owner of Serenade Records in the Holls section of Queens, finds plenty of good product on his racks. "Things have been very good most of the year," he reported. "There's no one thing controlling the business, but I can name 20 numbers that turn over every week."

**(continued on page 14)**

**New, Catalog LPs In WEA Stocking Program**

by Michael Martinez

LOS ANGELES — Joining other major branch distributors that are shifting the emphasis of their dealer stocking programs to reflect a greater commitment to catalog, WEA Corp. last week unveiled a new discount and dating plan titled Inventory Management Program. As an added feature, WEA also announced that all new releases in the selected product lines will be eligible for the same discount and dating.

The WEA plan allows for discounts ranging from 5-15% and up to 60 days additional credit billing, which is aimed at encouraging dealers to order, on a once per-month basis, WEA-distributed gospel, classical and jazz titles.

According to WEA, all new and catalog titles — including frontl ine and $5.98 list albums on the Light, Elektra-Music, JECM and Nonesuch labels will be part of the program. Also included is a large number of titles from Atlantic's jazz catalog.

**Wide Range Of Music**

The WEA program differs from similar programs bowed by RCA and CBS in regards to the period dealers may order the product and the range of music featured in the stocking programs.

Notification of the program went out from the eight WEA branch managers to accounts March 5. Participation in the program is limited to those dealers with accounts.

Noting that the WEA program focuses attention on the catalog fill problem many dealers have, WEA president Henry Droz said, "This program offers all eligible accounts the opportunity to purchase selected albums at WEA's discounted list price and extended credit terms once a month."

"Second only to convenience, the reason consumers choose to store is to purchase pregotted music," according to Charles WCI Market Research findings, is the selection of music offered by the store," Droz added.

The WEA chief continued that: "Catalog

**(continued on page 18)**

**EVERY WHICH WAY**

Wendy Waldman recently signed an exclusive recording contract with Epic Records. Her debut label is "Which Way To Main Street," is slated for release in mid-March. Picture seated after the signing was Myron Roth, senior vice president/general manager, West Coast operations, CBS Records; Robin Gee, Waldman's manager; Peter Paterno, Waldman's attorney; Waldman; Greg Geller, vice president; Allen Kasha, Epic/Portrait/CBS Associated Labels (E/P/A); Pictured standing are (l-r): Zack Horowitz, director, business affairs, West Coast; CBS Records; Larry Douglas, vice president, marketing, West Coast; E/P/A, Frank; and Myron Roth, senior vice president, A&R, West Coast; Epic, and Larry Hamby, director, A&R, West Coast, Epic.

**NOT LOST ANYMORE**

After a long search, Capitol Records finally signed pop group Missing Persons to a recording contract. Pictured in the back row following the signing are (l-r): Bruce Wendell, vice president, promotion, Capitol; Rupert Penny, vice president, A&R; Helmut Fest, vice president, international, Capitol Records Group; Steve Brookes, manager, Missing Persons; Dale Bozzio of the group; Ken Scott, producer, Missing Persons; Terry Bozzo and Warren Cuccurullo of the group; Mark Berger, director, business affairs; fair; Capitol; and Bob Young, vice president, Capitol. Pictured in the front row are (l-r): Dennis White, vice president, marketing, Capitol; Nikki Randall, director, music research, Capitol; and Bruce Ravid, talent acquisition manager, West Coast; Capitol.

**Stations Generally Support FCC's Marketplace Decision For AM Stereo**

by Larry Riggs

NEW YORK — In the wake of the Federal Communications Commission (FCC) decision to allow market forces to determine the standard system for AM stereo broadcasting, a Cash Box survey of major market AM music outlets revealed general endorsement of the FCC's six-to-one ruling and optimism about AM stereo's promotional value before AM stereo receivers become widely marketed.

**Timmer Replaces Kinkele As Int'l PolyGram Head**

LOS ANGELES — Jan O. Timmer was recently named to the position of executive vice president of operations for the worldwide PolyGram Group, replacing Kurt Kinkele, who will retire June 30 when he becomes 60 years old. Kinkele, in the meantime, will assume an at-large position in the corporation, committing his efforts on special assignments within the PolyGram Group.

In his new position, Timmer will be responsible for the activities of the PolyGram Record Operations division, PolyGram Publishing division and PolyGram home video. He will be based in Hamburg, Germany, which, along with Baarn In The Netherlands, is the headquarters of the worldwide PolyGram Group.

Timmer, a member of the PolyGram Group management team since his appointment (continued on page 20).

Jan Timmer

Cash Box/March 20, 1982
Compromise Seen For California Paraphernalia Bill
by Jeffrey Resnner

LOS ANGELES — A controversial bill that would curtail the sales of head shop paraphernalia in California record stores and other outlets seemingly stalled in the Assembly's Criminal Justice Committee, earned a new lease on life last week when Assemblyman Lawrence Kaploff (D-San Diego) indicated during a hearing that he might support the bill if certain amendments were made. The author of the bill, Sen. Newton Russell (R-Glendale) feels that Kaploff's support would secure the all-important eighth vote needed to win approval from the 14-member committee.

The bill, supported by various parents groups and law enforcement agencies, generally prohibits the sale and manufacture of devices deemed to be used for ingesting illegal drugs. Several opponents of the measure as it now stands, including Kaploff, believe that the definitions of paraphernalia are too vague and include products such as pipes that may be used for the drug culture. "I don't think the idea of outlawing a spoon just because it may be used to snort cocaine," Kaploff told Cash (continued on page 16).

midline product, the base price on the $5.98 product selling price has jumped from $3.43 to $3.62, placing the cost of WEA midline product an average of 20 cents higher the possibility costs.

Drozd said that WEA now saw a need to raise the price of such product in order to maintain the same level of support at the retail level for such product.

But retailers contacted by Cash Box said the WEA midline increase would shrink dealer profit margins. Success with most of the dealers saying they would resist varying price on midline product.

"It is an unfortunate incentive for the retailer who will have to absorb the price hike," said Ken Dobin, buyer at the 17-store Waxie Maxie chain based in Washington D.C. "The increase will reduce everyone's margin, bringing everyone's profit on WEA midlines much tighter."

Dobin noted that midlines have generally been the strongest selling catalog items and that consumers have consistently found such product a value.

The Waxie Maxie buyer said that the chain "would resist varied pricing on midlines despite the increase because we find that midlines dominate the price category for consumers and employees."

Drop In The Bucket

Also designed to decrease variety pricing at his stores, Ben Karol, head of the New York City-based King Karol stores, said, "There are so many midlines, WEA only is a drop in the bucket."

"We've got about 10,000 midline titles to choose from, coming from all major labels and even some small new ones," Karol added. "If WEA overprices their midline product by 20-25%, then the market-

Shapiro Named VP/GM For CBS Songs Int'l

NEW YORK — Harvey Shapiro has been named vice president and general manager of CBS Songs International. He will report to Michael Stewart, president of CBS Songs.

Shapiro will be based in New York and will oversee the international activities of CBS Songs. In addition, he will direct the division's offices in the U.K., Australia and Canada as well as regional offices in Europe and Latin America.

Shapiro joined CBS in 1972 and worked in various financial and administrative positions. In 1977, he rose to director, music publishing operations, CBS Records International. In 1975, he was named vice president of CBS Songs International.

Committee Formed

In light of the difficulties that have arisen in the past year, the ACC has appointed a new four-man committee last week to review all takeover bids. Not Matthews will rule the committee, which will also include Leo PlatiZky, Ellis Birk and Tony Lewis. Hosome's latest offer now puts the pressure on the Southern California commuter as the main benefactor of the appeals court ruling last week (Cash Box, March 13).

Ronson has indicated in the past that he will vigorously pursue acquisition of the ACC, but has also stated that he is not prepared to accept the offer if Hosome's Court retains control of his 51% of the common stock.

"I don't believe that Mr. Hosome's Court (continued on page 28)
CBS Records International presents The Crystal Globe Award For Over 5 Million Albums Sold Outside The USA to Meat Loaf
NEW FACES TO WATCH

Aura, whose name is derived from the word "aura" meaning a subtle sensory stimulus, subtly fine-tuned spirited musicians forming its central core—lead vocalist Curt Jones and Starlane Young, producer Steve Washington, writer/arranger/manager Jennifer Ivory, and pianist/sax man Thomas Lockett. Together this band of energetic, sensual performers create soul-stirring, yet jubilant music, tinged with overtones of R&B, dance-oriented rock and even a bit of Motown.

The group, currently enjoying the success of its latest album, "A Little Love," has had two previous long-playing releases—a self-titled debut disc and last year's "Send You Love"—but its origins go back almost a decade.

Eight years ago, producer Washington was touring as a trumpet player with one of the country's top groups of the time, The Pointer Sisters. The following year, at the tender age of 16, the horn player and high school friend Lockett formed a group called Slave, which successfully spawned a gold album and a single for the young residents of Linden, a small town in New Jersey. Washington produced five LPs for the group, including Salsoul and various additional gold status.

In 1977, the musical prodigy decided to take his talent on the road and began working in the various projection of offering major assistance to Slave, assembled Aura along with the aid of other vocalists and instrumentalists throughout the Jersey area. As the group became more and more popular, it began touring with some of the best-known names in R&B. In 1981 saw Aura perform at the legendary New York disco, Chaka Khan, Maze, The Reddings and The Sugar Hill Gang in support of "Send You Love." In addition, the group received recognition through several television appearances, including a taping of Soul Train in Los Angeles and a San Francisco cable show entitled Soul Beat.

"We're a lot different from other groups when it comes to our stage performances."-Curt Jones

"I don't believe there is an aura among other groups when it comes to our stage performances," adds Starlane Young. "In addition, the group received recognition from Slave, assembled Aura along with the aid of other vocalists and instrumentalists throughout the Jersey area. As the group became more and more popular, it began touring with some of the best-known names in R&B. In 1981 saw Aura perform at the legendary New York disco, Chaka Khan, Maze, The Reddings and The Sugar Hill Gang in support of "Send You Love." In addition, the group received recognition through several television appearances, including a taping of Soul Train in Los Angeles and a San Francisco cable show entitled Soul Beat.

"We're a lot different from other groups when it comes to our stage performances."-Curt Jones

"I don't believe there is an aura among other groups when it comes to our stage performances."-Starlane Young. "In addition, the group received recognition through several television appearances, including a taping of Soul Train in Los Angeles and a San Francisco cable show entitled Soul Beat.

SPECIAL SONGWRITERS PROFILE

Panzer/Dorf: Writing Ballads With Special Kind Of Appeal

by Jeffrey Resnner

LOS ANGELES—Although their songwriting collaboration began just about a year and a half ago, lyricist Marty Panzer and producer Steve Dorff have already triumphed with a respectable assortment of tunes recorded by some top-selling artists. The Panzer/Dorf pact, known for sensitive portrayals of human relationships, is responsible for Kenny Rogers' latest hit, "Through the Years," and "I've Even Loved You More," written and produced by Rogers for a new LP due out this spring. "Learning to Live Without You," to be included on Julio Iglesias' initial English-speaking team, "I've Even Loved You More," a track from the new Motown outing by Bettye LaVette.

The two men not only work quickly together, they also manage to produce soul-stirring product that has crossover potential reaching pop and country audiences. "There's a special kind of chemistry between Marty and myself," ad- mitted the blonde-haired, laid-back Dorff. "We got to be good friends despite the fact that we have totally different lifestyles." Panzer agrees that the difference in their personalities is a major factor in their accomplishments to date. "We come from dissimilar backgrounds, and so far that's been a positive instead of a negative force in our songs. Steve is a little bit of a country man, while I'm a little rock 'n roll." Friends Of Manifold

Introducing a new act from representatives from Broadcast Music Inc. (BMI) in late 1980, Dorff and Panzer had enjoyed success on their own before pooling their talents to form Manifold, which was originally from New York and now transplanted in Los Angeles, the two have been churning out ballads nearly all of their adult lives.

As a teenager, Marty Panzer loved music, but didn't really consider getting seriously involved with it as a livelihood. All of that changed in high school, however, when he began penning ditties along with childhood friend Steve Dorff. Dorff was my best friend was a musician, we started playing around with songs," reminisced Panzer. "We'd get a special mixture for acts, then some jingles, and lo and behold, one day came out with a real, complete song together. The more I wrote, the more I enjoyed it, but I did it primarily as a function of our friendship. I got into writing because of Barry; if he had become a pitcher on a baseball team, I'd have been my best catcher." With Manifold, Panzer wrote the words for over 20 songs that made the whole world sing, including "Even Now..."

Walter Bros. Set To Distribute Slash

LOS ANGELES—Walter Bros. Records and Slash Records recently entered a pact calling for selected Slash product to be distributed worldwide through Warner Bros. It was revealed with an announcement from Mo Ostin, Warner Bros. president and board chairman, and Bob Biggs, president of Slash.

The record company chiefs, along with Vision Management's Shelly Heber, added another installment of exclusive, long-term signing of The Blasters to Warner Bros. via Slash. The pact permits Warner Bros. to commence distribution of the group's self-titled debut Slash LP immediately. The album contains the first single to be distributed by Warner Bros. "I'm Shakin'".

Commenting on the new pacts, Ostin said, "One of the genuine pleasures of this industry is in forming working relationships with such vital and imaginative grassroots collectives as Slash Records. We look forward to our association with Slash and, needless to say, are delighted to welcome the group to our roster as prodigiously talented as The Blasters."

Norm Winter PR Moves

LOS ANGELES—Norm Winter Assoc. Public Relations has moved its offices to 1600 Sunset Plaza Dr., Los Angeles, Calif. 90069. The new telephone number is (213) 659-6639.

PARACHUTING HOME—Industry veterans Bud Dain and Eddie DeJoy are currently in the studio with Parachute, one of the top-selling bands in Japan, recording a new LP for Ca- tyon Records. Dain and DeJoy will control the rights outside of Japan. Pictured in Sound City Recording Studios are (l-r): Mike Dunn of the group; DeJoy; Pete Robinson, (seated), co-producer of the LP with Dain and DeJoy; Dain; Terry Shaddick and Jesse Bashir, songwriters for the LP along with Parachute; and Jackson Schwartz (seated), engineer.
NEW AND DEVELOPING ARTISTS

ORCHESTRAL MANOEUVRES IN THE DARK
(Virgin/Epic 14-02766)
Souvenirs (3:29) (Virgin Music, admin. in the U.S. by Chappell Music — ASCAP) (P. Humphreys, M. Cooper) (Producers: OMD, M. Howlett)
An insidiously catchy and melodic synthesizer glissando from OMD’s “Architecture & Morality” LP, this electronic Brit-pop chart hit is the strongest U.S. bid yet for Andy McCluskey and Paul Humphreys. sends sequel from “Ghosts of Fire.”

JAMES ANDERSON
(Kat Family Z55 02860)
Anderson is a rock shouter who makes his vocal performance as serious as his brassy, baleful tune. He digs deep (you can actually hear him gulp for air) for a from-the-diaphragm performance on this pumping pop/rock, which is as commercial as a Rick Springfield tune but gritty enough for AOR.

BALANCE
(Portrait 24-02926)
Big American pop/rock in the heartland tradition of Styx, et al, this ambitious production from the group that scored with the more modest but equally slick “Breaking Away” is a pop/rock attention-grabber. A natural for AOR, as well as pop.

JOHNNY AND THE DISTRACTIONS
(A&M 2399)
Johnny and the Distractions, led by muscular vocalist/guitarist/songwriter Johnny Koonce, hail from Portland, home of Quarterflash. Like that band, the Distractions play hooky, no-frills rock as they amply demonstrate here with the barrage of slashing guitar riffs and flailing drum sticks.

CHARLENE
(Motelown 1611MF)
I’ve Never Been To Me (3:47) (Stone Diamond Music Corp. — BMI) (R. Miller, K. Hirsch) (Producers: R. Miller, G. Gory, D. Costa)
This 1976 tune is what you might call a “housewives hit.” It’s about the “paradise” of fantasy and the self-awareness of a mother and wife’s reality, set to an MOR melody and Charlene’s Olivia Newton-John-like vocal. As you might imagine, it’s already eating up the pop and A/C charts after “re-discovery.”

MEL BROOKS
(WMOT AET 1396)
It’s Good To Be The King (Part 1) (3:42) (Bee Bee Music/Island Music — ASCAP) (J. Brooks, P. Wingfield) (Producer: P. Wingfield)
Funnymen Mel Brooks lays down a royal rap in character as King Louis XVI funkign his way through the French Revolution from “History of the World: Part I.” A chorus of cooling sires backs Brooks on this collaboration with Pete “18 With A Bullet” Wingfield. Also out as a 12-inch.

THE TWEETS
(Satril/Mirus SA 1006)
Dance Little Bird (Birdie Song) (3:59) (September Music Corp. — ASCAP) (W. Thomas, F. Ren dall) (Producer: H. Hadaway)
Believe it or not, a cover battle has developed here in the States over this #2 U.K. novelty hit. Polydor has released a version of the same song by Joey & The Little Birds but this is the real (shame) thing. It’s essentially a continental Euro pean melody played on what sounds like accordion with bird whistles in the background.

REVIEWS

HITS OUT OF THE BOX

The Charlie Daniels Band
(Epic 14-02826)
Still In Salagon (3:50) (Dreema Music/Dan Daley Music — BMI) (D. Daley) (Producer: J. Boylan)
a numbing drum beat and oriental guitar leads us into this thought provoking first person of a returned Vietnam vet who is mentally "still in Salagon." More rock than country, it should do well on the pop lists.

Donnie Iris
(Carousel/MCA MCA-52031)
My Girl (3:59) (Bema Music Co./Ameb Music Co., a divi sion of Sweet City Records, Inc. — ASCAP) (M. Avsec, D. Iris) (Producer: M. Avsec)
"I Love You Like A Rock" continues to garner steady AOR play while this Beatlesque cut from the "King Cool" LP should make a substantial pop impact. Sounds like John and Paul re-working "Lullabye Of Broadway."

Don Mclean
(Millennium JH-13106)
Jerusalem (3:45) (Benny Bird Co., Inc. — BMI) (M. McLean) (Producer: L. Butler)
The second single from the "Believers" LP is a pop/rock/balky "mood" tune with such lines as "Jerusalem is old/Jerusalem is new/Jerusalem can hold Moslem, Christian, Jew." the "O'Jays"
(Philadelphia Int'l Z55 02834)
Geil and Linda Womack helped Kenny Gamble arrange as well as write this in the Gamble's case, produce this crisp mid-tempo dance tune. The old Philly soul sound is more in evidence here than on previous PIR outings and will undoubtedly satisfy B/C radio.

Tight Fit
(Jive Arias VS 103)
The Lion Sleeps Tonight (3:05) (Cromwell Music Ltd.) (Perrett, Creatore, Weiss, Linda Campbell) (Producer: T. Friese-Greene)
The Tokens and Robert John both had massive hits with this song, but this version here is closer in approach to a lesser known reworking by Brian Eno. Jungle per cussion effects and synthesizer make this #1 U.K. hit diffuse enough to catch again here.

Waylon & Willie
(RCA JK-13073)
Just To Satisfy You (2:50) (Irving Music/Pardy Publishing — BMI) (W. Jennings, D. Bowman) (Producer: C. Moman)
Country's indescribable duo team up once again for a hard twangin' number from Waylon's "Black On Black" LP. Shotgun (Montage 1214)
Sadie Hawkins would definitely approve of the sentiment in this dance groove from the veteran act's debut for the Montage label. Sax breaks and a rhythm section blend of percussive keyboards, snapping snare and bass bottom make this a good dance floor, as well as turntable, offering.

Herbie Hancock
(Columbia 18-02624)
Like Me Up (3:42) (Rod Songs — PRS/Almo Music Corp. — ASCAP) (R. Temperton) (Producer: H. Hancock)
Rock guitar blends with the funk on what stands to be one of Herbie's biggest yet. The Rod Temperton tune shimmers, shimmies and moves with the same energy that is captured in his songs covered by Brothers Johnson, George Benson and Patty Austin.

Rose Royce
(Epic 14-03918)
Rose Royce may no longer be on the Whithfield label but the group has retained Norman himself to produce this Epic debut, a Rufus-type of energetic dance dance.

Cheryl
(Tahoe TA-101)
Some former members of Paul Revere and the Raiders back up local L.A. chanteuse Cheryl on a Barbara Streisand-type ballad, with sax complement rounding out the full-blown production.

Paul Collins Beat
(Columbia 18-02833)
On The Highway (3:55) (Gralonac Music — BMI) (Collins, S. M) (Producer: B. Bone0
Fans of the '60s guitar sound will take delight in this road rally from Paul Collins and his Beat-niks. There are all sorts of psychedelic shards thrown off the fireboard here like so many pieces of broken glass on the asphalt. It's hard to separate the Hendrix references from the garage riffs. Fun AOR stuff.

The Beatles
(Capitol 5700)

Elton John
(Geffen MCO 56049)
Empty Garden (Hey Hey Johnny) (3:59) (Big Pig Music Ltd. — BMI) (E. John, B. Taupin) (Producer: C. Thomas)

The Cars
(Electra E-7433)

The Rolling Stones
(Rolling Stones RS 21300)
Hang Fire (2:22) (Colgem—EMI Music Inc. — ASCAP) (Jagger, Richards) (Producers: T. Glemmer Twins)

BARRY MANILO
(Arista AS 0675)

Ray Parker Jr.
(Arista AS 0669)
The Other Woman (3:46) (Raydola Music — ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)
SUCCESS HASN'T SPOILED ME YET — Rick Springfield — RCA AFL1-4125 — Producer: Keith Olsen — List: 8.98 — Bar Coded
Hot on the heels of his Grammy win for Best Rock Vocal Performance, Male. Rick Springfield's second RCA LP is bound to zip up the charts with speedbullets. Each track here has a hook-heavy persuasion and sharp, bouncy riffs that elopimize the meaning of the word "pop." Again, producer Keith Olsen eicits a clean, glossy feel from the youthful Top 40 maestro, with every song on this potent disc sounding like a potential hit single. "Calling All Girls," "Don't Talk To Strangers" and the "Jessie's Girl" -ish "I Got Excited" stand out as prime movers.

CHRISTIANE F. — David Bowie — RCA AB1L-4239 — Producers: David Bowie, Tony Visconti and Harry Maslin — List: 8.98 — Bar Coded
Although David Bowie's appearance in the film Christiane F. is limited to a brief bit of concert footage, this album should provide a shot in the arm to those fans clamoring for more from the artist whose last year's "Scary Monsters" climbed the pop charts. The songs on this soundtrack LP have been available in studio versions, and the raw energy caught on wax feels away the veneer of the earlier mixes, revealing the true force of the European can- non's bending sounds.

THE GIFT — The Jam — Polydor PD-1-6349 — Producers: Peter Wilson and the Jam — List: 8.91
Having performed together as an ensemble for nearly a decade now, this Who-inspired trio of musical artists from the United Kingdom exhibits the down-tempo, mod movement in Britain - patriotic political acumen, spiffy fashion sense and, most important, basic relentless rock in roll belted out with an urgent, energetic force. The group's latest release boasts two pop horns, Steve Nichol on trumpet and Keith Thomas on saxophones, who give it a fuller, more rounded sound.

Soothing, sensitive ballads effectively capturing the primitive style technique with beautifully crafted vocals are the essence of Bonoff's newest platter, and the romantic songstress has never sounded finer. Session artists Darryl Kotchmar, David Sanborn and Waddy Wachtel give the album a highly professional sheen, as do other guest shots by J.D. Souther on background vocals and Joe Walsh on electric guitar.

QUEST FOR FIRE — Soundtrack — RCA AB1L-4274 — List: 8.98 — Bar Coded
Dramatic if at times overbearing, orchestral music with haunting vocals, piercing string arrangements and gritty brass sections, this soundtrack to the box-office smash about life in the stone age does have the tendency to break out of the standard form at times, and these are the moments when it becomes spontaneously combustible. Adventurous classical and jazz PDs will find short tracks like "Wagabous" and "The Small Blue Female" dreamy, yet intriguing.

PLAYERS IN THE DARK — Dr. Hook — Casablanca NLBP 7264 — Producer: Ron Halfkine — List: 8.98
Words like "outstanding," "versatile" and "exceptional" are often bandied about when critics try to dissect the music set forth by this band of intrepid rockers, yet anyone who listens to Dr. Hook's sound textures and arrangements would have to agree that these qualifying terms are mere understatements. The group's patented blend of blues, rock and country is beyond description, and on its latest album, the members play with a fervent and buoyant beauty that has a song like "Devil's Daughter" and "Fire in the Night" will incur a powerful reception from AOR and country zealots alike.

KIM WILDE — EMI America ST-17065 — Producer: Ricky Wilde — List: 8.98 — Bar Coded
With her pretty lips, bedazzling blonde mane and seductive "come-hither" pose, this young singer/composer may be considered just another Debbie Harry clone, but her emotional voice is what really sets her apart from Blondie's lead singer. Impetuous intonations, laced with careful, enticing phrasing, allow this LP to emerge as a shining debut for a rising star. Choice cuts are "Kids in America," "Chequered Love" and "Water on Glass."

BILL LA Bounty — Warner Bros. BSK 3623 — Producer: Russ Titelman — List: 8.98 — Bar Coded
This LP from singer/Songwriter Bill LaBounty is filled crisply recorded latest, the partners take their best shots at background harmonies by Pati Austin, James Taylor and Jenifer Warnes. LaBounty's fantastic Fender Rhodes fingerings give the LP its spine, while flowing bass lines from ace low-note man Chuck Rainey gives it full-flavored body. With songwriting credits on many cuts shared with hit makers Barry Mann and Cynthia Weil, this one can't go wrong.

MISSIN' TWENTY GRAND — David Lasley — EMI America ST-17066 — Producer: David Lasley — List: 8.98 — Bar Coded
"The blue-eyed soul crooner from the Motor City, Dr. Lasley has captured the heart and soul of background singing credits to his name, and on his debut disc, he pours out his feelings with a tenderness and warmth that recalls the early Chi-Lites and Raindrops. Dr. Lasley's diverse female influences like Laura Nyro and Darlene Love, Lasley is able to conjure up falsetto intonations spiced with playfulness, smhir and sheen joy. Pete Townshend, Bonnie Raitt and Luther Vandross assist and give Lasley that professional glow.

These two gifted singer/songwriter/producers have assembled a intimacy and sensual, their lively, pop-flavored type of funk that melds heavenly harmonies with a strong rhythm section providing a steady, DOR beat. On this, their second recorded hit, the partners take their best shots at mid-tempo ballads, such as "Nice To Have You Back," and even a get-down Latino-edged number, "Salsa Boogie."

ROUND 1 — Bruzer — Handshake FW3774 — Producer: Bill Pfordresher — List: 8.98
"The blue-eyed soul crooner from the Motor City, Dr. Lasley has captured the heart and soul of background singing credits to his name, and on his debut disc, he pours out his feelings with a tenderness and warmth that recalls the early Chi-Lites and Raindrops. Dr. Lasley's diverse female influences like Laura Nyro and Darlene Love, Lasley is able to conjure up falsetto intonations spiced with playfulness, smhir and sheen joy. Pete Townshend, Bonnie Raitt and Luther Vandross assist and give Lasley that professional glow.

RECOMMENDATIONS
THE DUKEs OF HAZARD — Various Artists — Scotti Brothers FE 37110 — Producers: Tony Scotti and John D'Andrea — List: 8.98 — Bar Coded
The hard-driving, rough and ready good ol' boys from the hit TV series have transferred their down-home, devil-may-care ambition to vinyl. Fused with narrations and vocals by the stars of the TV program, this disc serves up a heap o' gritty countryrock tunes like Robbie Robertson's "Up On Cripple Creek" and Johnny Cash's "The General Lee."

VERDICT
WINDOS — The Charlie Daniels Band — Epic FE 37694 — Producer: John Boylan — List: None — Bar Coded
Well-known for speaking up about causes he believes in, Charlie Daniels lifted out with a powerful tribute to Vietnam vets called "Still In Saigon." It's absolutely spine- tingling. The kindliness of Dixie rock, Daniels began his rise to fame and glory with session work on Bob Dylan's country LPs, and here he continues to reach new heights with songs of love, good times, barroom brawls, political upheavel and life on the range. "Ragin' Cajun," and "Ain't No Ramblers Anymore" are both perfect for country programmers, while "Bowling Along With The Wind" is the cut for A/C and MOR stations.

NEW AND DEVELOPING ARTISTS
KIM WILDE — EMI America ST-17065 — Producer: Ricky Wilde — List: 8.98 — Bar Coded


ENGLISH SETTLEMENT — XTC — Epic ARE 37943 — Producers: Hugh Padgham and XTC — No List — Bar Coded
British new wave/pop rock unit XTC mixes acute social commentary with fresh, bouncy instruments that often cause the mind to reel. On this American release, pared down to one LP from the original English two-record set, the quartet sings about teenage runaways, crime epidemics, the automotive culture and the American obsession with guns and violence.
Duke Jupiter is exploding at all formats of radio and there's nothing to stop this scrappy hard rock band from duking it out with the best of them.

Their debut album, "Duke Jupiter 1," for Coast To Coast Records is getting heavy rotation at WBAB, WDHA, WTPA, WECM, WQXK, WPYX, WZIR, WMJO, WCOM, WSYR, WOUR, WAAL, WABA, WHFS, WXRL, WSLQ, WWWV, WRKK, WDLE, WKWF, KSMB, WQXK, WHRL, KBLE, KFMX, KDKB, KIKO, KAYS, WPJL, WSHE, KMET, WSYP, KSAS, WMMS, M105, WEBN, KTXQ, KZEW, KLBJ, KAAT, KOME, KLOS and KGB.

Bill Hard said "...with the new label affiliation, these guys have turned the beat around. "I'll Drink To You" is an absolute smoker. It's pure pop, with a hook a mile wide, great vocals and plenty of biting lead guitar. The sleeper of the week..."

Duke Jupiter's legion of fans is growing daily as they slam it out on the gruelling cross-country club and concert circuit. The power and the glory of their killer live show is transferred intact on their new album and comes through on their breaking single, "I'll Drink To You." 155 62001

What more could you ask from the custom-made radio rock band?

"Duke Jupiter I:" Put your dukes up, on Coast To Coast Records and Tapes.

Distributed by CBS Records. © 1982 CBS Inc.
Produced by Steve Katrick.
'81 Was 'Difficult' Year For RCA — Annual Report

NEW YORK — High interest rates, continuing inflation and a weak economy were major factors in RCA's dip in earnings during 1981, according to the Company's Annual Report released last week. The corporation reported earnings of $54 million, down from $88 million in 1980, on sales of approximately $8 billion, resulting in a loss of 19 cents per share on common stock during the past year.

Similarly, the company's electronics segment, of which records and video products are a part, realized an increase in sales of 11%, topping the $4 billion mark, while profits declined 43% to $141.1 million. The cost of introducing the SelectaVision video disc system was cited as a major factor in the segment's decline.

Profits from sales of RCA's audio records and video product were up, while profits declined outside the U.S. to manufacture from RCA's master recording — declined in 1981. However, the division reported increased sales and profits from the company's domestic operations, with RCA Records U.S.A. achieving its largest number of gold and platinum albums and gold singles during the year. A strong U.S. dollar and weak economic conditions in Europe and South America were cited in the overall decline.

Initially sales of SelectaVision video disc players fell far below expectations, with only 31,000 units sold, down from the system's projected sales of 65,000 units. However, factory sales of video disc albums were much stronger than anticipated, bringing in two million albums by the end of 1981.

In the broadcasting segment, sale increased six percent while profits declined in by over 50%. The decline was due to low ratings for the NBC Television Network, a writeoff on certain program material and increased programming costs. However, NBC's eight-owned AM and FM radio stations achieved record listener levels, and The Source proved to be the most successful young-adult network in the country, attracting 183 affiliates.

In total, the Annual Report characterized 1981 as "one of RCA's most difficult years." Aside from the poor performance of the broadcasting segment, the Hertz Corporation, RCA's transportation rental company, and a major decline in picture tubes were singled out as the major areas of loss. Strong performance was also reported for communications, financial services and governmental electronics.

Hayden, Assoc. Moves

LOS ANGELES — Tom Hayden and Assoc. recently relocated to new offices at 8335 Sunset Blvd., Los Angeles, Calif. 90069. The new telephone number is (213) 656-0970.

Psst! Have You Heard About The Deal?

24 TRACK RECORDING

with Dolby A

"For Only" $24.00 per hour

That's Right

$24.00 per hour

201•863-4080

(most 7-Minutes from Linda Taney)

"Video cassettes of name musical performers and talented unknown artists for possible purchase and distribution. Prefer urban contemporary or country western."

PREMIERE SHOWCASE, INC.

Ms. Rogers [212] 697-9670

EXECUTIVES ON THE MOVE

Soular

Morrow Upped To VP At Nighttime, Nocturne Firms

Patsy Morrow

LOSA ANGELES — Pat Morrow was recently named to vice-president of Nighttime, Inc. and Nocturne, Inc. His responsibilities include marketing, promotion and tour responsibility for the company's accounts which include Journey, 4-1-5, Gregg Rolie and producer Ken Elson. Morrow will additionally be involved in development of Nocturne's sound, lighting, rigging, trucking and busing services.

Similarly, when working in the San Francisco-based headquarters with company president Walter Herbert, Morrow served as road manager for Journey the past six years. Steve Clark will be replacing Morrow on the road.

"I am very happy to announce this promotion," Herbert said, adding, "Pat is a very vital and integral part of the continuing growth of Nighttime and Nocturne, Inc." Inc.

Gerrity Named To New Entertainment Company Position

LOSA ANGELES — Linda Gerrity was recently named to the new position of president of artist relations at the Entertainment Company. In her new job, Gerrity will be responsible for overseeing artist development for the firm.

Gerrity joined the Entertainment Company six and a half years ago, most recently serving as assistant to company president Charles Kapkennon.

One year later joining the company's New York office, Gerrity was transferred to the Los Angeles office where she coordinated the careers and record production for Entertainment Company clients. Before joining the firm, Gerrity was administrative assistant to Koppelman when he was vice president of A&R at Columbia Records. Gerrity also worked as assistant to company president Charles Kapkennon.

"I am very happy to announce this promotion," Herbert said, adding, "Pat is a very vital and integral part of the continuing growth of Nighttime and Nocturne, Inc." Inc.

Changes at Kapri

— Ray Soular has been promoted to executive vice president of national promotion at Kapri Records. He was formerly head of the west coast A&R division and promotion. Her new position also is as executive producer for Alpheg Base Music Publishing Co. Carolyn Roth has been appointed to business affairs administration. She was formerly college promotion manager for Kapri.

Bass To Head Regency Classical Division

— Richard Bass has been named to head the newly created classical division of Regency Artists, Ltd., the talent agency. Bass was formerly the concerts manager for the L.A. Philharmonic Orchestra and the Hollywood Bowl.

Empire Promotes Kinzel

— The Empire Agency has announced the promotion of Carole Kinzel as vice president of the booking agency. She joined Empire in September, 1979, as an associate and booking agent.

Records Names Castagna

— Dan Castagna has been named manager, international artist development and tours, for RCA Records. He joins RCA Records after having spent the past three years as associate director, artist development — for CBS Records, Epic, Portrait and Associated Labels.

Mega Names Marcellino

— Mega Records has appointed Jerry Marcellino to head Mega’s A&R staff. He has been active in the industry as both a songwriter and producer whose new single, "Number One," was recently released.

Blackley Appointed

— Peter Blackley has been named production and marketing manager for EMI's Music Video, North America. In 1978 he was named national merchandising coordinator for Capitol Records. Last year he served as manager for the EMI One World Music Conference.

Neal To R.M.R.

— Henry Neal has been named national promotion director with Real Music Records. He comes to R.M.R. from Philly World Records.

Hill At MCA

— Elmer Hill has been named national promotion manager. R&B product for the MCA Records. Prior to that, he was national promotion manager for black product for 20th Century Fox Records.

Cunniff Named At E/A

— Al Cunniff has been appointed Nashville public relations director for Asylum Records. In 1976 he was named press relations director for the Country Music Foundation and most recently, between 1980-82 he was southeastern editor for Record World magazine.

Blackley

Hill

Cunniff

McNally

Brill Promoted

— Billy Brill has been promoted to regional promotion manager, west coast, for MCA Records. Brill, who is located at the L.A. Branch of MCA, has held national single promotion positions with Mercury, Ariola and Polydor.

Hutson Johns Crescent

— David Hutson has been named music director by Crescent Records, the record label subsidiary of The Crescent Music Group. Prior to joining Crescent, he was president of Bountiful Recordings in Detroit.

First American Records

— First American Records has named a new sales manager. The new appointment was announced by John Heider as east coast sales manager. He comes to First American with a background that includes stints with RSO, London and Liberty/United Artists Records.

McNally Named

— Maria McNally has been named Intersong-International repertoire coordinator. She comes to Intersong-International from United Artists where she was a film and television presenter.

Changes At Screen Gems

— Gerd Muller has been named director of professional activities for Screen Gems/Columbia/EMI Music, Inc. and, Barbi Rich has taken over Muller's previous duties with the company as manager, international creative affairs. He has been the Los Angeles office of Screen Gems/EMI Music in November, 1980 as director of international creative affairs, handling Screen Gems projects worldwide, excluding the United States and Canada.

Lembo Appointed

— Endless Music has announced the addition of Jerry Lembo as east coast promotion director. Lembo, a DJ at Harpers in Fairview, New Jersey, has been an independent promoter for Elektra and Profile Records.

Gianopulos Named

— James N. Gianopulos has been named director of business affairs, west coast, for RCA "SelectaVision" VideoDiscs. Prior to joining RCA, he was director of business affairs with ASCAP.

Faulty Names Cope

— Faulty Products, Inc. has announced the appointment of Mark Cope to managing director. He was most recently regional merchandising and marketing manager for the Musicland chain. Prior to that he was national sales director for Mushroom Records.

Gibson At S.R.S.

— Songwriters Resources And Services has named Bob Gibson, Ralph Goldman, Barry Mann and Allee Willis to its board of directors. Gibson is chairman of the public relations firm The Gibson Group, and Ralph Goldman is partnered in the entertainment management firm of Segal, Goldman & Macnow. Barry Mann and Allee Willis are widely-recognized songwriters.

Artist Management Names Two

— Mike's Artist Management has announced that Fae Horowitz, who joined the company two years ago as production coordinator has been named managing director. The appointment of Cindy McCormick from promotion coordinator to promotion director.

Barone Promoted

— ElectroSound Group, Inc. has announced the promotion of Robert J. Barone to vice-president—operations effective March 1, 1982. He joined ElectroSound in May 1978 as vice president and general manager of its Monarch Record Manufacturing Corp.
IN-STORE OF THE YEAR — Drummer Art Blakey recently greeted fans at New York's J&R Music Stores Jazz Mart in support of his most recent LP on the Timeless label, "Alone Of The Year." Pictured at the store are (l-r): Jo Ann Jimenez, U.S. representative, Timeless Records; Blakey; and Debbie Morgan, manager, J&R Jazz Mart.

CASH BOX PHOTO BY RICHARD GOODMAN

INNER CITY NEWS — New York-based Inner City Records, whose parent company, The M&M Group, recently bowed a wholesale-distributorship as a sister operation, has just acquired the Dutch Keytone label for American and Canadian distribution. Founded by flutist Chris Hinze, the 13-title catalog debuts here with six LPs: "Am I Blue" by singer Ann Burton; "Solos & Duos" by Joachim Kuhn; "Cascade" by saxophonist Charlie Mariano; "Eyeball" by keyboardist Jasper-Yanti Hof; "Flute & Mantras" by Keayone Honcho Hinze; and "Toots Thielemans" by the celebrated harmonica master. Featuring a house band approach, many of the titles boast support work by Philip Catherine, John Lee and Gary Brown. In addition to the Keytone Thielemans LP, Inner City will release four live albums by the Belgian harpist in the coming months, all recorded at the Boernerhofstede Club in Laren, Holland; in other I.C. news, the label has just shipped "Nights in Brazil" by singer/keyboardist Judy Roberts and "Midnight Lullaby" by singer/songwriter Tom Gruning, and distributors around the country have been reporting a very strong response on the debut album by Dutch/rock/fusionists Daniel on Inner City's subsidiary label, City Sounds.

YOU TOO CAN BE A JAZZ MUSICIAN — Whenever aopper gets jazzy, he's sure to lament the passing of the jam session. Quite rightly so, since musicians traditionally cut their teeth in after-hours blowing sessions, learning from established players. Economics have chiefly been to blame for the passing of the jam session, both on the road and in the clubs. This 'N THAT — The building that once housed Local 627 of the AFM in Kansas City has been designated an Historic Landmark by the National Park Service. As the black musicians' local, the building was home to a whole of history; KCP was the jump-off point for many of the territory bands operating in the Southwest during the '30s, including the Blue Devils, Andy Kirk and Jack McShann . . . A Quincy Jones Scholarship Fund has been established at the Berklee College of Music in Boston. Jones, an alumnum of the jazz school, donated $10,000 to the fund to get the ball rolling. . . . The Widespread Jazz Orchestra last week opened New York's newest venue, the New Ballroom. The club is located on 28th Street between 7th and 8th Avenues in Chelsea. Gencorn Records is searching for new jazz artists from the southern United States to be showcased on July 21 at this year's Montreaux Jazz Festival. Auditions will be held in New Orleans, Atlanta and South Florida. Anyone interested in being heard should contact the label at (305) 581-9050. Drummer Billy Cobham has been working on a pair of albums for the Elektra/Musician label in Normandy Studios in Rhode Island. The two albums, "Observations" and "Reflections," will both be released this year . . . Multi-Media Masters, Inc. recently screened a 10-minute promotional film on Columbia recording artist Alberta Hunter. The outfit is developing plans for an hour-long concert by the vocalist for cable television. Pianist Marian McPartland's National Public Radio program, Piano Jazz, soon begins its third season. Guests on this year's 13-part series include Alice Coltrane, Cy Coleman, Jaki Byard, Jimmy Rowles, Stanley Cowell and Randy Weston. St. Peter's Church in New York will present a month-long tribute to Duke Ellington, including a performance of his Third Sacred Concert by Mercer Ellington's Big Band on April 18, a tribute by the Bob Wilbur Group on the 29th, and the annual Duke Ellington Lecture Series, beginning April 15 and running for six consecutive Thursday evenings. The theme for this year's lectures will be "The Lady Jazz Singers" and will focus on Billie Holiday, Lee Wiley, Mildred Bailey, Ethel Waters, Ivy Anderson and Bessie Smith. Further info is available from the church at (212) 935-2200.

JAZZ ALBUM PICKS

TOP 30 A L B U M S

JAZZ ALBUM PICKS

TOUR DE FORCE — Al Cohn, Scott Hamilton, Buddy Tate, Cal Collins, Jake Hanna, Bob McNeill and Dan Mckenna — CONCORD J CORD 172 — Producer: Carl Ellis — List: 15.98
West Coast Indy Concord Jazz has managed to build a deep catalog and a real stable of jazz stars in a relatively short period of time. This double-pocket live LP is an outstanding feature for some of the label's better known artists, and the three-tenor team of Cohn, Tate and Hamilton plays naturally with wit and consummate ease. The rhythm section features sax, female being filler, lend pause and breadth.

AT NEWPORT — The Oscar Peterson Trio w Roy Eldridge, Sonny Stitt and Jo Jones — VERVE — List: 9.98
PolyGram's Verve import series continues to be a major hit on the retail scene, and this album perfectly demonstrates why. One of Verve's classic Newport recordings from the '50s, Peterson fans won't no doubt feast on side one's fare, which features outstanding trio tracks with Ray Brown and guitarist Herb Ellis. The trio is joined on side two by Jones, Stitt and Eldridge for some flat-out blowin' on "Monitor Blues" and "Roy's Son," with "Willow WEEP For Me" and "Autumn In New York" operating as solo vehicles for the hornmen.

An outstanding new fusion band under the leadership of keyboardist Pat. Coi. The octet moves gracefully from the funkiness of affairs to the smoothness of ballads, handling rhythmic and melodic changes with the greatest of ease. Most notable selections are the title track, "Megan's Song" and "The Amazing Mr. M.," dedicated to guitarist Pat Metheny. Expect to hear more from this band.

THE GIANT — Dizzy Gillespie — Jazz Man JAZ 5017 — Producer: Arnauld De Froebel — List: 8.98
Dizzy in Europe in the early '70s: An outstanding rhythm section features Kenny Clarke on drums, Niels-Henning Orsted Pedersen on bass, Kenny Drew on piano and Humberto Canto on tamboura. Tenorman Johnny Griffin guests on one track, and the results are a well-balanced date with the trumpeter alternating between the fiery and the sentimental. Outstanding track is the Latin-infused "Stella By Starlight."
Cash-Strapped Mom & Pops
Looking For New Directions

(continued from page 5)

In Santa Monica, Calif., Off The Record owner Al Abramowitz has found success through maintaining an identity distinct from that of its original customer base. He says that the chains don't care," explained Abramowitz. "We have a broad inventory and stock more than one hundred titles for the over-40 customer, who has grown tired of the usual popular music. We have a large vocalist selection, including people like Andy Williams and Tony Bennett. We have 2,000 original and 1,500 movie soundtracks, as well as 2,500 jazz titles, and we're expanding further in that area. We're concerned about the competition from 40-45. Another major record category that Off The Record is into is used records. "I don't know how independents can exist without some sale in used inventory," he says, "since the profit margin on new records is very low." At Aron's Records in L.A., general manager John Kinkele, who is also a record collector, says the proportion of used to new sales records has shifted 10% in favor of used during the last few months. He said that his 17-year-old son has already handed over his collection of LPs to Goodsvying in Irving, Texas. Owner Murray has had to "weed out" his 8-track tape inventory and now orders only sealed products.

In Richmond, Calif., Bill Harris, co-owner of Jones & Harris, is also upset at what seems to be the end of the road for the 8-track tape. "Lots of people still have 8-tracks, and we used to sell a lot of tapes," he explained. "In the 8-track market, a lot of people don't convert to cassette because store will soon invest at least a couple hundred dollars more. I can't get titles in 8-track that I know can make us money off of," he said. "The Time and Prince, since Warner Bros. has eliminated 8-tracks."

The spokesman for that loss, Harris is doing what a lot of other independent store owners are doing, jumping into accessories "with both hands and feet." Breckwater's Homa is among the first to convert to a full line of blank audio and videotapes. Sound of Hits, Moss credited the sale of Walkmans and cassette decks with keeping the store afloat. Moonshine's Taylor said that live-concert posters have become a big item, and Jim Lankes, manager of Los Angeles' largest 8-track store, just outside of Palm Springs, Calif., said that he has "jumped heavily into all entertainment software and carries all video games besides having set up a video game center, including machines. In addition, Lankes has introduced a full line of boutique product to enhance that inventory."

Besides having lost 8-track sales, L.P. Goodsvvy's Murray has had to give up sale of drug paraphernalia because it has been outlawed in Texas. "We used to sell paraphernalia as we got it, at a complete 100% markup," said Murray. "So it was a problem. The Time and Prince problem is to find another music-related product with the same turnover rate and profit margin. I don't think 8-track is dead, but the new sounds and the ugly rock bands don't appeal to us."

Ticket Sales Added

To help put the hook back, L.P. Goodsvvy recently became a Ticketmaster concert ticket outlet. Also going this route is Jim Morris of Dallas, who has included a Ticketron ticketing service.

Lankes is also pursuing a pair of independent booking programs at Rancho Mirage. He expects that this venture will become an authorized Phone Mart Store, where telephones can be returned for repair. He has also located a high-quality out of town, high-tech, good service. "I don't think that this is the kind of service we're going to offer," he said. "We want to offer a more personalized service for our customers."

Lankes feels that an entertainment store is the perfect place to increase revenue and profits. So we want to tie up less capital in records and tapes.

Stewart Goes Platinum

L O S A N G E L E S — Warner Bros. recording artist Rod Stewart had his LP "Tonight's the Night" platinum by the Recording Industry Assn. of America (RIAA) in 1977. Stewart has done a number of platinum releases in the past and has also had a small market and medium market volume business and is known for providing a range of top-of-the-line records and tapes. He is currently touring with the Rolling Stones and is expected to release a new album in the near future.

Thurlow, Daniels, King Tapped At Platinum

L O S A N G E L E S — Gary Thurlow and Donald Daniels were named president and vice president, respectively, of CBS Records. In addition, Thurlow, Daniels and Greg King were named directors of the corporation. The appointments followed the resignation of Fred Goodman, former president of the company and director of the corporation. In addition, Thurlow and Daniels will also manage all stock in the company. Thurlow and Daniels said they "will take all necessary steps to reorganize the company and financial structure of the company." The appointments followed the resignation of Fred Goodman, former president of the company and director of the corporation. In addition, Thurlow and Daniels will also manage all stock in the company. Thurlow and Daniels said they "will take all necessary steps to reorganize the company and financial structure of the company."
**Carmichael Named To Head GMA**

NASHVILLE — Ralph Carmichael, president of Light Records and Lexicon Publishing, was named president-elect of the Gospel Music Assn. (GMA) during Gospel Music Week, as GMA announced its new officers and board of directors. Carmichael, who will serve from 1983-85, will succeed Frances Preston, vice president in charge of BMI's Nashville operation, at the end of this year.

Other officers elected are Norm Odlum, executive secretary; Mike Cowert, treasurer, and Horace Boyer, Aaron Brown, Cam Flora, Gloria Hawkins, Buddy Huey, Arnold Ligon, Steve Lovren, Thurlow Spurr, Carol Stott, John Studviant, Bill Taylor and Steve Wyer, vice presidents.

Billy Ray Hearn, president of Sparrow Records, Canoga Park, Calif., was elected chairman of the board to replace P.J. Zondervan, chairman of the Zondervan Corp., Grand Rapids, Mich.

**Board of Directors**

Elected to the board of directors in their respective categories were Ragan Courtenay (artist/musician), Bob Crawford (record company), Ken Harding and Jerry Crutchfield (record producers), J.G. Whitfield (talent buyer/promoter), Sam Lovullo and Terry Shepard (TV/video), Donna Hilley and Evelyn Raymer (music publisher), Tom Rodden (publications), Mosie Lister (composer), Joe Battaglia and Tom Farley (radio), Jim Black (licensing organization), Lou Hildreth (artist manager/agent), Paul Davis and Bram Keizer (international), Dick Curt (advertising agency/public relations) and Stan Jantz (merchandise).

**Gospel Music Week**

**MORE GOOSE WEEK HIGHLIGHTS** — During Gospel Music Week in Nashville, the performance rights organizations, ASCAP, BMI and SESAC, hosted their annual luncheons for gospel week registrants. Pictured are (4-1): Joe Moschato, director, affiliate relations, BMI; Barbara Mandrell, BMI vice president, at BMI's annual Springfest Luncheon, where Mandrell was presented with a special Award of Honor; Dallas Holm; Jim Black, SESAC vice president; Phil Johnson and Lowell Lundstrom at the SESAC luncheon; and Connie Bradley, ASCAP's southern regional director; Becky, Cindy and Nancy Cruse of the Cruse Family; Ron Griffin, John T. Benson Publishing Co., Nancy Cruse and John Studviant, ASCAP, at ASCAP's luncheon. The luncheons highlighted a week of activity promoting gospel music.
SPARS Will Sponsor NARM Digital Recording Symposium

by Michael Glyn

LOS ANGELES — Professional digital recording will be the topic under discussion at the upcoming 11th annual conference of the National Association of Recording Merchandisers (NARM) in Las Vegas, March 28 through April 1.

The SPARS symposium March 27 will be the third in a national series of road shows held by the recording studio trade organization and featuring together the industry professionals and manufacturers of professional audio equipment.

The event will be held March 27, 4:30-6:30 p.m., and will include demonstration of digital recording equipment, product presentations by manufacturers of digital recording equipment, and a limited amount of digital recording topics.

Among those slated to speak will be JVC Victor's George W. Purcell, Jr., DigiTech's John R. Donnel, Rupert Neve Inc.'s Tore Norder, Sony Corp. of America's Rick Rofsky, Recording Methods, Inc.'s Bruce Hough-Denison, and 3M Digital Systems' Clark Duffy. Topics to be covered include "International Distribution of Digital Sound," "The Future of Digital Audio," "Audio Digital Recording (DAD) Improvements in Defense Against Piracy," "Digital Audio Tape," "Digital Audio Editing," and "Digital Editing and Its Advantages."

"An Overview of Digital Recording—Facts and Specifications" and "Digital and Video Applications—Digital Sound" will be the topics of the symposium held by United Western Studios, 6000 Sunset Blvd. in Hollywood, Calif. SPARS members are invited to attend the session.

On March 28, as part of a 1982 conven- tion business session entitled "Digital Music: Let's Reverse The Downward Trend" (continued on page 17)

Compromise Looms For Calif. Paraphernalia Bill

(continued on page 6)

Orland — An ex-vice president of the California Department of Corrections has resigned his position on the Board of Corrections, according to a report in the Wall Street Journal, Thursday, March 28.

Dr. Glyn, a former prison administrator, resigned from his post on September 28, 1982, after it was revealed that he had been involved in drug smuggling while working at the California Department of Corrections.

Dr. Glyn's resignation followed a series of investigations into the department's drug trafficking network.

The investigation, conducted by the California Department of Justice, revealed that Dr. Glyn had been involved in smuggling marijuana from Mexico to California.

In addition, the investigation found that Dr. Glyn had been involved in the distribution of drugs to inmates in the state prison system.

The resignation of Dr. Glyn is the latest in a series of high-profile departures from the California Department of Corrections.

Earlier this year, the department's former director, Robert R. McCallum, resigned under pressure after it was revealed that he had accepted $300,000 in kickbacks from a prison consultant.

The resignation of Dr. Glyn and Robert R. McCallum comes at a time when the California Department of Corrections is facing a number of challenges, including a growing inmate population and a shortage of prison beds.

California's prison system is currently operating at 160% capacity, with a predicted population of 130,000 inmates by 2020.

In addition, the department is facing financial difficulties, with a projected deficit of $400 million for the fiscal year ending June 30, 2023.

The resignation of Dr. Glyn and Robert R. McCallum is expected to have a major impact on the California Department of Corrections, as the department looks to fill critical leadership positions in the face of these challenges.
Digital Recording Symposium Set For NARM Confab

(continued from page 16)

Trend," NARM will host a segment on "The Magic of Digital Imaging" directed by SPAR's Stone. During the segment Stone is expected to trace the development of digital recording, providing historical background on the process, in addition to discussing the subject of acceptance of digital product as opposed to the visual invention of recorded music outlets. In taking a "pragmatic approach" to digital, Stone is also expected to deal with "the barriers that the industry faces, the potential problem areas and how to guarantee the introduction and survival of digital recorded product," according to NARM.

SPAR's Costa has been tapped to follow Stone, surveying the various digital technologies and unravelling the technology jargon surrounding digital. Costa will also repeat the SPAR demonstration of the differences between the analog and digital recording and review hardware.

NARM and Hastings/Record Town/Disc president John Marmaduke will close the session with insight into the future of the retail environment. He is expected to propose a plan which is to be "a program which will be totally integrated and comparable with current record outlet merchandising methods.

The 1982 NARM convention will be held at the Century Plaza Hotel, March 26-29.

RIAA Publishes Guide To American Digital Recording Facilities

NEW YORK — The Recording Industry Association of America (RIAA) has published a guide to American digital recording facilities in an effort to encourage use of this relatively new technology. Information for the directory was provided by the five manufacturers of digital master recording and editing equipment currently active in the U.S. These companies have been divided into two out of two joint seminars held between the RIAA and the Society of Professional Audio Recording Services (SPARS), a non-profit organization which is currently contributing to all RIAA member recording companies, the trade press, record buyers and retailers. The RIAA has plans quarterly updates and continuing expansion of this directory.

Available free to subscribers from the RIAA, the guide includes a section of the entire United States.

Vestron, Chrysalis Join RIAA/VIDEO Division

LOS ANGELES — Vestron Video and Chrysalis Visual Programming have both joined RIAA/VIDEO, the video division of the Recording Industry Association of America (RIAA), bringing the current total of member companies in the organization to 27. Chrysalis is headquartered in Stamford, Conn., with John Peisinger as president; while Chrysalis Visual is based here and is headed by Christmas. Gary Usher, RIAA's vice president of administration Paul Hutchinson and general manager Linda Carhart.

Vestron's RIAA/VIDEO News, MCA's Videodisc/MCA VideoDisc picked up two gold certifications for the month of February. The companies received their 15 and 16 awards in the last quarter. Universal Pictures releases Night Hawks and The Deer Hunter. The awards represent combined sales of at least 25,000 video-clip cassettes with a retail list value of $1 million.
WEA Stocking Plan Includes Current And Catalog Albums

(continued from page 5) has become a bread and butter item for us right now given overall depressed economics, soaring costs and a recognition on our part that there is pressure on us and our customers to maintain inventories that don't turn over quickly.

Further elaborating on the reason for introducing such a program at the present time, Droz explained, "By providing our accounts with the opportunity to make a broader range of product available to their customers, they will be better able to manage profitable, but often neglected, segments of their inventory with greater flexibility."

Discounts

Under the Inventory Management Program, Light's frontline product is shipped at a 10% discount with 60 days extended dating. All Light label 35.98 LPs, Musi- 
clan, ECM and Atlantic Jazz LPs will be covered in a four-week period and 60 days additional dating. Also receiving 60 days extended credit is Nonesuch LP product, which will discount through the program at 15%.

Authorized return of product resulting from purchases under the program will be conducted at the appropriate discount. Like the CBS program, the WEA plan allows dealers to purchase product on consignment and return the once a month consolidated order at normal prices and billing.

Both CBS and WEA plans differ from RCA's in that the RCA program, which has been dubbed, "Great Artists/Great Performances," calls for three-times yearly consolidating dating.

Unlike CBS or RCA, whose programs focus on classical product — the RCA Red Seal and CBS Masterworks — the WEA program offers titles from varied genres of music. Also unlike the RCA program, the Inventory Management Program discount and dating extends to new releases from the selected product lines.

According to Droz, "We felt that the more product lines included, the more meaningful this program would be."

WEA Announces 5.5% Price Hike On Midline LPs

(continued from page 6) the place will take care of them."

Karol explained that the higher-priced stores. WEA product will be less prominently displayed. He said that midline titles are often displayed near the front of the store in a large browser bin, with many of the titles also being stocked in bins under an artist's name. Karol said that "now that we will be making 25 cents less on WEA product," midlines from that company will only be displayed under the artist's name, cutting down on the normal quantity of purchase by the impulse bargain buyer.

Though his chain has engaged in variable pricing on midline product, John Marmaduke, head of the 92-store Hastings Books, Records and Video chain based in Columbus, Georgia, said that WEA’s hike would cut into volume sales.

Marmaduke said he had no feelings about the WEA hike, but added that the industry was experiencing the arrival of the $6.48 midline.

Also supporting the contention that the WEA hike is on the verge of midline prices by all major labels, Karol said that raising the suggested list price of midlines to $6.98 would make more sense because "as regular goods go up, manufacturers will want to keep the pricing spread in line."

Simmons Album To List At $10.98

LOS ANGELES — Citing higher than normal packaging and marketing costs, Elektra/Asylum Records recently announced that the Richard Simmons L.P. "Reach," will be listed at $10.98. The album is due to ship May 1.

The Simmons package is to be marketed through normal retail outlets in addition to drug stores, health and beauty aid department stores and other general merchandise stores. The LP, which includes a 12-16 page book with illustrations and lyrics is being backed by an extensive merchandising campaign, with a TV direct marketing campaign set for late summer.

SINGLES BREAKOUTS

CALLING ALL BREAKOUTS

MAKING LOVE • ROBERTA FLACK • ATLANTIC 4005
Breaking out of: Peachtree — Columbus, Ga. — Indianapolis, Ind. — Los Angeles, Calif.

BABY MAKES HER BLUE JEANS TALK • DR. HOOK • CASABLANCA/POLYGRAM
Breaking out of: Los Angeles, Calif. — Indianapolis, Ind. — Austin, Texas — Nashville, Tenn.

WILL YOU TRY SOMETHING NEW • A TASTE OF HONEY • CAPITOL 59099

GOIN' DOWN • GREG GUIDRY • COLUMBIA 18-02691
Breaking out of: Kansas City, Mo. — Indianapolis, Ind. — Columbus, Ohio — Cleveland, Ohio

TOP SELLING ACCESSORIES

* Excludes T-Shirts & Paragraphists

爻 Heavy Sales
ALBUM BREAKOUTS

THE CONCERT IN CENTRAL PARK • SIMON & GARFUNKEL • WARNER BROS. 285K 3654
Breaking out of: Cameo/Atlanta, Total/Atlanta, War Peace/Nashville, Jeff Bradley/Alabama, Sire/Atlanta, WEA/Nashville
Phonograph Records, Atlantic, Hollywood, United/Chicago, Good Records, Relativity/Atlanta, Zuma/New Orleans, Giper plate/Nashville
MERCHANDISING AIDS: Poster, Oversized Poster, Stand, singles

SEASONS OF THE HEART • JOHN DENVER • RCA AFL-14526
Breaking out of: Lechmere/Woburn, Record & Tape, Retail Co/Pittsburgh, Atlantic/Woburn, WEA/Atlanta, Atlantic/Atlanta, RCA/Atlanta, Sound City/Atlanta, Record Theatre/Pittsburgh
Phonograph Records, Atlantic, London/Atlanta, Sire/Atlanta, Total/Atlanta, Total/Nashville, Carlton/New York, U.S. Records, Reprise/Cincinnati, Promo 1/Atlanta
MERCHANDISING AIDS: Poster, Stand, singles

ENGLISH SETTLEMENT • XTC • VIRGIN/EPIC ARE 37943
MERCHANDISING AIDS: Poster, LP Flat

SWING TO THE RIGHT • UTOPIA • BEARsville BRK 3666
MERCHANDISING AIDS: 1x1 Flat

YOU'VE GOT THE POWER • THIRD WORLD • A & M ARE 37945
MERCHANDISING AIDS: 3x3 Cover Blow Up Poster, LP Flat

TAKING CARE OF GRAMMY — Video Shack, a major videocassette and disc retailer with several stores in the New York City area, has had since January an eyecatching window display at its 49th St. store promoting Grammy nominees for “Video Of The Year.” According to John Hume, purchasing manager, the store will be continuing the promotions through March. “We selected artists from Pacfic Arts Video, which handles Michael Nesmith In Elephant Parts, called with the idea after Nesmith’s video was nominated. Kesselman then put together the display, which features the “I’ve Got You Babe” video by Simon & Garfunkel, among others," Hume says that the store is now planning to promote the Grammy, until the end of March. Music videos, ads, are taking off nicely even without the merchandising help, but the display has helped to increase consumer awareness of the existence of the hundred or so concert and video album titles now available. The producers and distributors of music videos would do well to give stronger support. “Music videos are a big business market,” he believes. “They are great items for folks who own VCRs and for us. It’s nice to give young people something they’ll buy.”

TRANSFUSION...TRANSFUSION — E/P/A just sent out one of the stronger invites to come across the What’s In-Store desk lately, this one for Ozzy Osbourne’s March 27 p.m. appearance at Disc-O-Mat Records on Broadway. This show affair suggests that instead of brew, you “Bring Your Own Blood,” presumably not for the Red Cross.

BIG LITTLE GUIDE — The Spring edition of TSGD (Time-Sensitive Delivery Guide) is now available. It contains listings and service information for courier companies in the U.S. and offers comprehensive rates information for coast-to-coast deliveries. The volume enables shippers to find the best method of sending small packages express between any two points in the U.S. for same-day or next-day delivery. TSGD is updated twice a year and sold by annual subscription for $92, plus $7 handling. A free 30-day trial subscription is available by writing TSGD at 1140 Hammond Dr., suite #100, Atlanta, GA 30328, or by calling Lanette Mathews at (404) 396-7000. The third edition of the guide, which will be out in July, will have a new international section for couriers delivering into or out of the U.S.

NARM NOTES — On March 29 at the 1982 National Assn. of Recording Merchandisers (NARM) convention, a 1/8 hour television advertising seminar is scheduled for retailers and others interested in effectively using TV as an advertising consider-

DO YOU KNOW US? — Andrea Standley, her brother Brent and his wife Deborah Reason, all of MusiCards, Inc., are hoping that their new product, MusiCards, gain them entry into the music business as well as their images into the hearts of those who receive any of the eight personal recording greeting cards — “Sweetheart,” “You Jazz Up My Life,” “We’re Special People,” “You’re a Special Friend,” “Rock On Your Birthday,” “I’m Sorry,” “Love Is,” “Missing You” — now available. The colored-vinyl, $4.95-each cards may be mailed in the envelopes provided and are offered at any of Brent’s disc stores, typical music store, or music club.

HEARTY PROMOTIONS — Joan Jeff & The Blackhearts, Loverboy and Sister Sledge were recent guests for retailers this Valentine’s Day. Record Bar in N.C., gave customers who bought in a black heart a dollar off Jeff’s “I Love Rock ‘n Roll” LP or tape, and the designer of the best black heart received a free copy of her preceding LP, “Bad Reputation.” Record Bar’s Stavely, N.C., store held a “Be A Loverboy On Valentine’s Day” promotion that gave away dinner for two, flowers, candy and the Loverboy catalog to the first place winner. The second place winner was given the catalog, and the third place winner received a 2-piece loverboy suit under a “MusiCards” suit week. Of course, they’re not the only ones keeping love alive. The office got together with Bissinger Candies’ three stores to help out Sister Sledge’s “My Guy” single with a contest that awarded winning ladies custom-made chocolates cast with the names of the contest winners.

AWWW! — Who’s making the cutest in-store appearances at the moment? Contest It’s the puppy or kitten-of-the-month provided by the Central Missouri Humane Society for Record Bar in Columbia, Mo. The store will give a free copy of the second-place LP of the month, the one which has won the pet a new home.

WHOOPS! — This column inadvertently credited CBS Records with supplying the 12 pairs of sneakers awarded at the Sneaker promotion at the Record Bar stores in Oklahoma City and Norman, Okla. Handshake Records, which is Sneaker’s label, was the real benefactor.
AIR PLAY

Stations Generally Support FCC Ruling On AM Stereo

Hughes Is Appointed President At Viacom

Lyman Named RKO VP, Gov't Relations

Radio

A BROADCASTERS’ Deregulation Bill — Rep. James Broyhill (R-N.C.) has proposed two of the most sweeping radio deregulation bills to date, cheering the industry’s leading trade associations in the process. H.R. 5585 would eliminate the authority of the Federal Communications Commission (FCC) over programming decisions and would remove equal time clause measures. H.R. 5584, which states that radio frequencies be allocated “in a fair, efficient and equitable manner,” would also eliminate the comparative hearing process for broadcast license renewal, recording or competition for the same station.

While both organizations like the latter provision, the former drew some criticism. “Over the years, Section 307(b) has been interpreted to mean that local broadcast stations can be used to prevent access to new technology. What we want is a free marketplace and protection of localism.” Added NAB’s Sheehan, “These bills are about 80% maybe 90% of the way there.” Both bills are currently sitting in the House Telecommunications Subcommittee, and no hearings have yet been scheduled on them.

COLLEGE CONFAB — A reported 1,500 college radio program directors, general managers and students converged on Washington, D.C. last week for the Intercollegiate Broadcasters' Association (IBA) convention at which broadcasters were treated to workshops on what M.2 rights are used in copiers. Five stations were treated to workshops on everything from the workings of the FCC to effective news presentation and music programming. NBC’s has yet to be heard.

SYNDICATION INDICATIONS — Los Angeles-based syndicator Westwood One fielded suit last week against NBC, enjoining it from using the moniker “On the Record” for the music information segment of the Today Show. Westwood One maintains that the title creates too much confusion with its feature “Off the Record,” hosted by L.A. radio personality Mary Turner, which airs in 200 markets nationwide. The syndicator reportedly believes NBC was trying to use the title to get around a contract with Turner. One also seeks punitive damages...London Wavelength is currently producing a special feature of rare Beatles music, scheduled to air on the Memorial Day weekend on 400-500 markets nationwide. The show will consist mainly of music recorded between 1962 and 1965, although some interviews will be included. Producer Graham Barker, creative director of the band’s recording, will have London Wavelength, a Creative Factor of Hollywood, producing a special focusing on Columbus recording group journey, set to air March 27 on over 200 stations nationwide. This is the first in the syndicator’s new offerings entitled Rock Trends. Individual programs will consist of as A&M recording group The Police, and Capitol Recording artist Bob Seger.

NETWORK NEWS — Warner-Amex Satellite Entertaiment’s Co’s Music Television (MTV) and NBC’s Source are alternating in stereo March 20 at 11:59 p.m., a concert by Colleen’s “Thus I Judge a Journey live from the oval in Houston. So far, the Source has cleared over 40 stations for the simulcast, including WMMR/Philadelphia, WMET/Chicago KEJ/San Jose and KWW/St. Louis.

STATION TO STATION — Announcers belonging to the American Federation of Television and Radio Artists (AFTRA) recently went out on strike against all-news outlet WINS/New York after its four-year contract had expired. At issue in the strike is management demands that announcers spend more time at the station without further compensation, job security and outside contracting of servicing agencies. At present, the two sides were still not speaking to one another. Top 40 outlet WLS/Chicago is selling its My Morning show, “Woodstock’s ‘Animal Stories’” through the mails now. “We’ve been selling them for many months now at record stores in Wisconsin, Iowa and Illinois through MS Distributors,” Ed Marcini, WLS promotion coordinator, told Air Play. “The demand is so overwhelming that we’re offering an exclusive offer. We have two New England cities that are still carrying the ‘Egg Suckin Dog’...”

Lyman Named RKO VP, Gov’t Relations

Hughes Is Appointed President At Viacom

Stations Generally Support FCC Ruling On AM Stereo

(continued from page 5)

to stereo to maintain a competitive stance in the market even if they had reservations about its ultimate potential for programming. “I would convert to AM stereo if only for the gimmick value of it,” said Telecaster president Bob Adams. And he was not alone. At Top 40 station WLS/Chicago, “I think that all AM stations are going to have to it. It’s something that’s been forced on the AM stations by the FCC.”

Echoing Lippincott’s sentiments, Bob Adams, program director at A/C outlet WGMS/Washington, continued his efforts to make the station stereo despite the station’s inability to be the saving grace of AM radio. “I think that the addition to FM is occurring, not because of stereo, but because AM broadcasters are offering froucy programming.”

In contrast to WHN’s Moors, Adams said that consumer ignorance of stereo broadcast- ing could work against AM of the future. “The average consumer is not an audiophile and has no idea of whether or not he is getting his money’s worth from AM and stereo broadcasting,” said Adams.

One other fear that concerned the broadcast- ing community was that AM would emerge as a uniform national system would emerge. “The Commission made the decision, and we have to live with it,” said Tom Bigby, manager of Boston’s WPLN/AM-FM formatted WTKN/Los Angeles. “But it’s going to be like going back to the early days of radio and having to convince people before the RCA system was adopted. What good would it do us if there were seven different AM stereo systems?”

One System Needed

“They’re going to have to come up with a consistent system,” said Jay Clark, opera- tions manager for WABC-AM, “Let’s not have one for Chicago, one for L.A., and one for New York.” Interestingly enough, WABC is, prepared to stereo broadcasting, but is not sure that it will make the switch, now that it has decided to change its format to all-talk (Cash Box, March 6). “We’re looking at it.”

WALSH, ESKRIDGE NAMED TO EXC. POSITIONS AT NBC

NEW YORK — Robert S. Walsh has been named vice president of NBC Stations/Radio. He will report to Robert E. Mulholland, NBC president and chairman. Walsh has been president, NBC Television Stations since August 1973. Walsh rose to that post after a five month tenure as executive vice president, television stations division. In January 1978, he was named vice president and general manager of WMAQ-TV/Chicago. His previous posts included the station manager of WMAQ-TV and the vice president and general manager post at WRC-TV/Washington between 1976 and 1978.

In addition, Michael Eskridge was named executive vice president, NBC Television Stations/Radio. Eskridge will now be responsible for finance, administration and engineering at the NBC Radio Division. Eskridge was named executive vice president, NBC Television Stations last November. He bids previously served as vice president of finance and administration, NBC Television Stations for three years. He moved NBC in 1975 as a systems analyst, rising to manager, operations analysis later that year.

In 1973, he was named director, business systems and operations analysis. In 1975, he was appointed director of pricing and financial evaluation. In 1977, he moved to Chicago to take the post of director of business affairs at WMAQ-TV. He remained there until April 1978.
SUCCESS

Rick Springfield - Success hasn't spoiled me yet - RCA
Add: None. NOS: WYSP, WGRQ, KMJG, SXFS, WFRG, WOCL, WWCS, WKBQ, WYSP, WGRQ, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Good in all regions; strongest in East.

Bryan Adams - You want it, you got it - A&M
Add: None. NOS: WYSP, WGRQ, KMJG, SXFS, WFRG, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Fair in West and Midwest; weak in others.

The Cars - Shake it up - Elektra
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WKBQ, Preferred Tracks: None. Title: None. Sales: Good to moderate in all regions; weakest in South.

Death Wish II - Original soundtrack - Swan Song/Atlantic
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Just shipped.

The Dregs - Industry standard - Aristos
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Fair in East; weak in others.

Jay Ferguson - White Noise - Capitol
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Fair in East; weak in others.

Foreigner - 4 - Atlantic
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Good to moderate in all regions; weakest in South.

Golden - 3 + Elektra
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in East.

Genesis - Abacab - Atlantic
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in East.

The Go-Go's - Beauty and the Beat - J&R/Ascap
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Rick Springfield - Standing Hampton - Geffen
Add: None. NOS: WYSP, WGRQ, KMJG, SXFS, WFRG, WOCL, WWCS, WKBQ, Preferred Tracks: None. Title: None. Sales: Moderate in West and Midwest; fair in others.

The J. Geils Band - Freeze-Frame - EMI America
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Good in all regions.

Johnny & the Distractions - Let it rock - A&M
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate in West; weak in fair others.

Le Roux - Last Safe Place - RCA
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, WWCS, KSHE, WKBQ, Preferred Tracks: None. Title: None. Sales: Fair in South and West; weak in others.

Huey Lewis & the News - Picture this - Chrysalis
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Weak in East; moderate to fair in others.

Loverboy - Get Lucky - Columbia
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Nick Lowe - Kick the Knife - Columbia
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Bob & Doug McKenzie - Great White North - Mercury/Polygram
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Steve Nicks - Bella Donna - Modern Atlantic
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Aldo Nova - Portrait/CBS
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.

Ozzy Osbourne - Diary of a madman - Jet/CBS
Add: None. NOS: WYSP, KMJG, WXBS, WOCL, Preferred Tracks: None. Title: None. Sales: Moderate to fair in all regions; weakest in South.
Music City News
Honor Frazier, Miller, 'Elvira'

NASHVILLE — Dallas Frazier received the songwriter of the year award for "Elvira," and Roger Miller was inducted into the Nashville Songwriters' Assn. International (NSAI) Hall of Fame during the second annual Music City News top country hits awards show at Opryland March 3.

Frazier took the 1982 trophy for a tune that is over 15 years old with "Elvira," which was selected by subscribers of the Music City News in what had as the only nationally televised, fan-voted country awards presentation.

Other winners included: "Don't Wait On Me," written by Harold Reid and Don Reid, "Fancy Free," Jim Jefferies and Roy August, "Feels So Right," Randy Owen, "I Was Country (When Country Wasn't Cookin')," Kye Fleming and Dennis Morgan; "If Drinkin' Don't Kill Me (Her Memory Will)," Harlan and Sanders and Rick Beresford, "I'll Need Someone To Hold Me When I Cry," Bob McDill and Wayland Holyfield; "Old Flame," Danny Lowery and Mac McAnally, "Tight Fit," Jeff Hugman, and "You're The Reason God Made Oklahoma," Larry Collins and Sandy Pinkard.

Miller, who was recognized by NSAI director Maggie Cavender for his work in the entertainment industry, through his own publishing, Braly Publishing, was a special performer on the telecast, along with Alabama, Janie Fricke, George Jones, the Oak Ridge Boys, the Statler Brothers, Conway Twitty, David Frizzell and Shelly West, and Kye Fleming and Dennis Morgan.

Sovine Leaves Walk;
Takes Tree Int'l Post

NASHVILLE — Roger Sovine, former vice president of professional services at the Wink Music Group, has joined the staff of Tree International here as vice president and general manager of the professional division, effective immediately.

Commenting on the move, Buddy Killean, president and CEO of Tree, said, "We have looked for someone for over a year to fill a position at Tree working directly with me in running the professional division, signing writers, getting songs recorded and general overall day-to-day music activities. I don't feel there is anyone in the world more capable of running this division than Roger.

Sovine has been in the music business since 1965, having worked with Cedarwood, Show Biz and South Pros, prior to joining Broadcast Music, Inc. (BMI) where he was eventually named assistant vice president of the company prior to joining Wink.

RCA ARTISTS FLOCK TO COUNTRY RADIO SEMINAR — RCA recording artists were present en masse to welcome participants to the 13th annual Country Radio Seminar Feb. 25 at the artist/attendee reception. The artists met and had photos taken with many disc jockeys and industry members at the Opryland Hotel. Pictured standing are (l-r): R.C. Bannon, Leon Everette, Rrazy Bailey, Sandy; Randy Owen of Alabama, and Wayne Edwards and John McManama, RCA regional country promotion. Pictured kneeling are (l-r): Tim McFadden, RCA regional country promotion; Steve Warnier; Teddy Gentry of Alabama; Louise Mandrell, and George Albert, Cash Box president and publisher.

'S82 'Hat' Instrumentalist Nominees Set

by Richard Imamura

LOS ANGELES — All of the last year's win-
ers — a number of whom have winning streaks at stake — are once again among the final nominees in the instrumentalist categories of the Academy of Country Music (ACM) "Hat" awards. All seven win-
ers of last year's instrumentalist categories, plus the winning touring and non-touring bands, will once again vie for the Hats, which will be announced two weeks prior to the nationally televised program April 29.

In the guitar category, Al Bruno will be shooting for his third consecutive Hat (and ninth overall), while the bass category, Curtis Stone is also in contention for his third in a row. In the steel guitar competition, both Buddy Emmons and J.D. Maness, who tied for the Hat last year, are in the running once again.

The longest streak at stake will be Archie Francis' in the drum category. Going into this year's competition, Francis is riding a six-year winning streak. Johnny Gimble, last year's fiddle winner, will be going for his fourth straight Hat; Harp's "Pop" Robbins will be trying for his third straight Hat for keyboard; and harmonica player Charlie McCoy will be in the running for his fifth consecutive Hat in the specialty instruments category.

In the band categories, the Charlie Daniels Band will be shooting for its third straight Hat in the touring band category, while the Palominos (featuring Jimmy Snyder) will be seeking to repeat last year's win and garner its fifth Hat overall.

In addition, Hats for Country Night Club of the Year, Radio Station of the Year and Disc Jockey of the Year (selected by a poll of industry trade publications and country music personnel at the labels) will be announced along with the above mentioned winners. Last year's winners included Gilley's in Pasadena, Texas and the Palominos in North Hollywood, Calif. in the radio station category, KLAC/Los Angeles in the radio station category and Sammy Jackson of KLAC in the DJ category.

By tying with the Palominos last year, Gilley's broke a 12-year streak as the undisputed leader in that category.

Ballots for the instrumentalist categories were mailed to ACM voting members March 12. Deadline for returning the finished ballots to the Sherman Oaks, Calif. accounting firm of Drivt V. Call is April 22. While winners in the instrumentalist, vocal category, night club, radio station and DJ will be announced approximately two weeks prior to the nationally televised program April 29 — which will feature the entertain-

singer/songwriter Dave Loggins, Maggie Cavender, NSAI executive director; Michael McDonald of the Doobie Brothers; and Kye Fleming and Dennis Morgan, who penned "I Was Country (When Country Wasn't Cool)" and "I Wouldn't Have Missed It For The World," among others, and received the 1981 songwriter of the year award.

Fleming, Morgan Named Top NSAI Songwriters In '81

NASHVILLE — Dennis Morgan and Kye Fleming were named Songwriters of the Year, while "You're The Reason God Made Oklahoma" by Larry Collins and Sandy Pinkard took honors as Song of the Year at the 15th annual Nashville Songwriters Assn., International (NSAI) Outstanding Songwriters and Career Seminar held at the Hyatt Regency Hotel here.

During the ceremony, 22 songwriters and their songs were awarded with cert-
ficates and plaques for songs written by Frazier for "Elvira"; Randy Owen, "Feels So Right"; Kye Fleming and Dennis Morgan, "I Was Country (When Country Wasn't Cool)"; Fleming, Morgan and Charles Quillen, "I Wouldn't Have Missed It For The World"; Bob McDill and Wayland Holyfield, "I'll Be Sorry When I Cry"; Billy Joe Shaver, "I Just Ain't Old Enough To Coo"; Jan Crutchfield, "It Urns Me Inside Out"; Jim Hunt and Duda Dubull, "Love In The First Degree"; Dolly Parton, "Nine To Five"; Walt Aldridge and Tommy Bradfield, "(There's Nothin' Over Me"; Donny Lowery and Mac McAnally, "Old Flame"; Dick Feller, "Somedays Are Diamonds"; Otha Young, "The Sweetest Thing," and Ross Alan, "I'll Be Your Baby Daddy"; and Ronnie Carson and Ron Peterson, "When You Fall In Love (Everything's A Waltz)"; and Larry Collins and Sandy Pinkard, who received the Song of the Year award for "You're The Reason God Made Oklahoma.

Additionally, the organization has elec-
ted four new committee members. Ann Stuckey will assume the presidency of the NSAI, following retiring president Randy Goodrum, who has been elected treasurer. Debra Dodge, president; and Ross Alan, secretary. The board of directors includes members Kenny O'Dell, Don Wayne, Ed Penney, Susan Hackney, Bill Martin, Buddy Killean, and Buzz Felsen who joined the elected members Wayland Holyfield, Marli Wilkin, Michael Kossler and Charles Crutchfield, while Buddy Killean, Woody Bomar, Jimmy Bowen, Del Bryant, Paul Craft, John G. Denny, Moses Dills, Debra Dodge, Randy Goodrum, Ann Stuckey, Susan Hackney, Debra Dodge, and Debbie Hupp.

Talent Buyers Seminar Set For October 8-12

NASHVILLE — With the theme "Adapting To The New Reality," the Country Music Assn.-sponsored Talent Buyers seminar will once again meet here Oct. 8-12 at the Hyatt Regency Hotel. Beth Kaye of Bette Kaye Pros, has been named chairmen of the event's committee, while Bob Anderson, Walt Disney World; Wayne McCary, Eastern States Exposition; and Joe Sullivan of the National Gay Expo, were named co-chairman of the showcase com-

mittee.

The seminar is currently considering acts for the showcase, which will be held Oct. 9-10 at the Tennessee Performing Arts Center. Interested parties wishing to have acts considered by the showcase committee should send press kits to the Talent Buyers Showcase Committee, P.O. Box 882, Nashville, Tenn. 37202.

Acts should be "country-oriented and acceptable for family entertainment." Artists who were showcased during the 1981 seminar are not eligible for consideration this year. The deadline for submitting showcase entries is April 1.
<table>
<thead>
<tr>
<th>Weeks On 3/15 Chart</th>
<th>Weeks On 3/13 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
</tr>
<tr>
<td>3</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>9</td>
</tr>
<tr>
<td>10</td>
<td>10</td>
</tr>
<tr>
<td>11</td>
<td>11</td>
</tr>
<tr>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>14</td>
<td>14</td>
</tr>
<tr>
<td>15</td>
<td>15</td>
</tr>
<tr>
<td>16</td>
<td>16</td>
</tr>
<tr>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>18</td>
<td>18</td>
</tr>
<tr>
<td>19</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>20</td>
</tr>
<tr>
<td>21</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td>22</td>
</tr>
<tr>
<td>23</td>
<td>23</td>
</tr>
<tr>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td>25</td>
</tr>
<tr>
<td>26</td>
<td>26</td>
</tr>
<tr>
<td>27</td>
<td>27</td>
</tr>
<tr>
<td>28</td>
<td>28</td>
</tr>
<tr>
<td>29</td>
<td>29</td>
</tr>
<tr>
<td>30</td>
<td>30</td>
</tr>
<tr>
<td>31</td>
<td>31</td>
</tr>
<tr>
<td>32</td>
<td>32</td>
</tr>
<tr>
<td>33</td>
<td>33</td>
</tr>
<tr>
<td>34</td>
<td>34</td>
</tr>
<tr>
<td>35</td>
<td>35</td>
</tr>
<tr>
<td>36</td>
<td>36</td>
</tr>
<tr>
<td>37</td>
<td>37</td>
</tr>
<tr>
<td>38</td>
<td>38</td>
</tr>
<tr>
<td>39</td>
<td>39</td>
</tr>
</tbody>
</table>

**COUNTRY**

---

**TOP 75 ALBUMS**

1. Feels So Right
   - Album: Alabama (RCA APL 1-3031)
   - Weeks on Chart: 1
2. Still the Same Ole Me
   - Artist: George Jones ( Epic FE-37106)
   - Weeks on Chart: 2
3. Finally
   - Artist: T.G. Sheppard
   - Label: Curtec (BSK 660)
   - Weeks on Chart: 3
4. Bobbie Sue
   - Artist: Oak Ridge Boys (MCA-5291)
   - Weeks on Chart: 4
5. Willie Nelson's Greatest Hits (And Some That Will Be)
   - Artist: Willie Nelson
   - Label: Jack Grayson (SCC 37542)
   - Weeks on Chart: 5
6. Big City
   - Artist: Merle Haggard ( Epic FE-37550)
   - Weeks on Chart: 6
7. Especially for You
   - Artist: Don Williams (MCA-5210)
   - Weeks on Chart: 7
8. Cowboy Country
   - Artist: Tennessee Crystal-Gayle
   - Label: Elektra (FC 37728)
   - Weeks on Chart: 8
9. Southern Comfort
   - Artist: Conway Twitty (Elektra E-1-60005)
   - Weeks on Chart: 9
10. Faithless
    - Artist: Oak Ridge Boys (RCA-5209)
    - Weeks on Chart: 10
11. Greatest Hits
    - Artist: Oak Ridge Boys (RCA-5150)
    - Weeks on Chart: 11
12. Cimarron
    - Artist: Emmylou Harris
    - Label: Warner Bros. (BSK 3600)
    - Weeks on Chart: 12
13. Juice Newton (Capitol ST 11116)
    - Weeks on Chart: 13
14. Mountain Music
    - Artist: Alabama (RCA APL 1-4229)
    - Weeks on Chart: 14
15. The Pressure Is On
    - Artist: Hank Williams Jr. (Elektra/Curtec SC-535)
    - Weeks on Chart: 15
16. Feelin' Right
    - Artist: B. Bailey (RCA APL 1-4228)
    - Weeks on Chart: 16
17. The David Frizzell And Shelly West Album
    - Artist: Wally Rose (Wasa 3843)
    - Weeks on Chart: 17
18. Best Heart On Me
    - Artist: John Leas (Capitol SC-5302)
    - Weeks on Chart: 18
19. Black on Black
    - Artist: Waylon Jennings
    - Label: RCA (AHL-1-4247)
    - Weeks on Chart: 19
20. Step By Step
    - Artist: Eddie Rabbitt (Elektra SC-539)
    - Weeks on Chart: 20
21. My Home in Alabama
    - Artist: Alabama (RCA APL 1-3641)
    - Weeks on Chart: 21
22. There's No Gettin' Over You
    - Artist: Ronnie Miles (RCA-1-4600)
    - Weeks on Chart: 22
23. Waitin' for the Sun to Shine
    - Artist: Roger Cook & Roger Evans (FE FE 37 193)
    - Weeks on Chart: 23
24. Always on My Mind
    - Artist: Willie Nelson (Columbia FC-37911)
    - Weeks on Chart: 24
25. Seven Year Ache
    - Artist: Rosanne Cash
    - Label: Columbia (SOC 3465)
    - Weeks on Chart: 25
26. Share Your Love
    - Artist: Kenny Rogers
    - Label: Liberty (LOO-1108)
    - Weeks on Chart: 26
27. Kenny Rogers
    - Artist: Kenny Rogers
    - Label: Liberty (LOO 1072)
    - Weeks on Chart: 27
28. Strait Country
    - Artist: George Strait (MCA-5248)
    - Weeks on Chart: 28
29. Live
    - Artist: Barbara Mandrell (MCA-5243)
    - Weeks on Chart: 29
30. Me and My R.C.
    - Artist: Louise Mandrell and R.C. Bivens (RCA APL 1-4508)
    - Weeks on Chart: 30
31. I Am What I Am
    - Artist: George Jones (Epic FE 35866)
    - Weeks on Chart: 31
32. Desperately Dreams
    - Artist: Eddy Raven (Elektra 3545)
    - Weeks on Chart: 32
33. Greatest Hits
    - Artist: Jim Reeves & Patsy Cline (RCA APL 1-1427)
    - Weeks on Chart: 33
34. I Love You
    - Artist: Loretta Lynn (MCA-5290)
    - Weeks on Chart: 34
35. You Don't Know Me
    - Artist: Mickey Gilley (Epic FE 35146)
    - Weeks on Chart: 35
36. Not Guilty
    - Artist: Larry Gatlin & the Gatlin Brothers
    - Label: Capitol (FC 37466)
    - Weeks on Chart: 36
37. Greatest Hits
    - Artist: Royce Nelson (RCA-1-3722)
    - Weeks on Chart: 37
38. With Love
    - Artist: Johnny Cash (MCA-5213)
    - Weeks on Chart: 38
39. Greatest Hits
    - Artist: Anne Murray (Capitol SO-12110)
    - Weeks on Chart: 39
### Country Chart

#### March 20, 1982

**#1**
**Bobby Sue** - "OAK RIDGE BOYS" (ASCAP)

**#2**
**She Left Love All Over Me** - "HANK WILLIAMS JR." (ASCAP)

**#3**
**Big City** - "CHELSEA" (ASCAP)

**#4**
**Blue Moon With Heartache** - "GLEN CAMPBELL" (ASCAP)

**#5**
**The Very Best Is You** - "CHARLIE MCLAIN" (ASCAP)

**#6**
**The Closer You Get** - "DONNY TRITTY" (ASCAP)

**#7**
**Another Sleepless Night** - "NEIL DIAMOND" (ASCAP)

**#8**
**If You're Waiting On Me (Those Somedays Up)** - "THE KENDALLS/Johnny Standley (ASCAP)

**#9**
**Same Old Me** - "DONNY TRITTY" (ASCAP)

**#10**
**Tennessee Rose** - "RAY STEVENS" (ASCAP)

**#11**
**Through The Tears** - "Kenny Rogers (BMI)"

**#12**
**Be There For Me Baby** - "PAM DONALDSON" (ASCAP)

**#13**
**A Country Boy Can Survive** - "DWAYNE WILSON" (ASCAP)

**#14**
**Misty River** - "TERRY GIBBS (ASCAP)"

**#15**
**LIE** - "LYNDA LULL" (ASCAP)

**#16**
**Sweet Yesterday** - "ROBBY ROGERS/Bobby Blue Bland (ASCAP)"

**#17**
**Crying My Heart Out Over You** - "RICKY SKAGGS (ASCAP)"

**#18**
**If You're Thinking You Want A Stranger (There's One Coming Home)** - "ROY STARR (ASCAP)"

**#19**
**Another Honky-Tonk Night on Broadway** - "GARY BANDELL & SHELLEY WEST" (ASCAP)

**#20**
**Mountain O' Love** - "CHARLEY PRICE" (ASCAP)

**#21**
**In Like With Each Other** - "DATELINE BROTHERS BAND" (ASCAP)

**#22**
**Single Woman** - "DOUG PONTON" (ASCAP)

**#23**
**After The Clocks Are winding** - "ERROL THOMAS/COLE BOLIN (ASCAP)"

**#24**
**Busted** - "JOHN CONLEE (ASCAP)"

**#25**
**New Cut Road** - "MAURICE JOHNSON" (ASCAP)

**#26**
**Mountain Music** - "ALABAMA" (ASCAP)

**#27**
**Round The Clock Lover** - "Molly Davies" (ASCAP)

**#28**
**You Ever Get The Feelin' Up On Some Moon** - "CARY GAYLE/WILLIAM BOLLINGER (ASCAP)"

**#29**
**Still Be Her** - "DON MALL & THE GLASERS" (ASCAP)

**#30**
**A Little Bit Crazy** - "EDDY RAVEN" (ASCAP)

**#31**
**Don't Look Back** - "SAMY ROGERS" (ASCAP)

**#32**
**Do Me With Love** - "Bobby Goldsboro" (ASCAP)

**#33**
**From Lewis To Calvin Klein** - "BRENDA LEE" (ASCAP)

---

**Alphabetical Top 100 Country Singles (#1-#100)**

1. **Bobby Sue** - “OAK RIDGE BOYS” (ASCAP)
2. **She Left Love All Over Me** - "HANK WILLIAMS JR." (ASCAP)
3. **Big City** - "CHELSEA" (ASCAP)
4. **Blue Moon With Heartache** - "GLEN CAMPBELL" (ASCAP)
5. **The Very Best Is You** - "CHARLIE MCLAIN" (ASCAP)
6. **The Closer You Get** - "DONNY TRITTY" (ASCAP)
7. **Another Sleepless Night** - "NEIL DIAMOND" (ASCAP)
8. **If You’re Waiting On Me (Those Somedays Up)** - "THE KENDALLS/Johnny Standley (ASCAP)
9. **Same Old Me** - "DONNY TRITTY" (ASCAP)
10. **Tennessee Rose** - "RAY STEVENS" (ASCAP)
11. **Through The Tears** - "Kenny Rogers (BMI)"
12. **Be There For Me Baby** - "PAM DONALDSON" (ASCAP)
13. **A Country Boy Can Survive** - "DWAYNE WILSON" (ASCAP)
14. **Misty River** - "TERRY GIBBS (ASCAP)"
15. **LIE** - "LYNDA LULL" (ASCAP)
16. **Sweet Yesterday** - "ROBBY ROGERS/Bobby Blue Bland (ASCAP)"
17. **Crying My Heart Out Over You** - "RICKY SKAGGS (ASCAP)"
18. **If You’re Thinking You Want A Stranger (There's One Coming Home)** - "ROY STARR (ASCAP)"
19. **Another Honky-Tonk Night on Broadway** - "GARY BANDELL & SHELLEY WEST" (ASCAP)
20. **Mountain O' Love** - "CHARLEY PRICE" (ASCAP)
21. **In Like With Each Other** - "DATELINE BROTHERS BAND" (ASCAP)
22. **Single Woman** - "DOUG PONTON" (ASCAP)
23. **After The Clocks Are winding** - "ERROL THOMAS/COLE BOLIN (ASCAP)"
24. **Busted** - "JOHN CONLEE (ASCAP)"
25. **New Cut Road** - "MAURICE JOHNSON" (ASCAP)
26. **Mountain Music** - "ALABAMA" (ASCAP)
27. **Round The Clock Lover** - "Molly Davies" (ASCAP)
28. **You Ever Get The Feelin' Up On Some Moon** - "CARY GAYLE/WILLIAM BOLLINGER (ASCAP)"
29. **Still Be Her** - "DON MALL & THE GLASERS" (ASCAP)
30. **A Little Bit Crazy** - "EDDY RAVEN" (ASCAP)
31. **Don't Look Back** - "SAMY ROGERS" (ASCAP)
32. **Do Me With Love** - "Bobby Goldsboro" (ASCAP)
33. **From Lewis To Calvin Klein** - "BRENDA LEE" (ASCAP)
First There Was “Fancy Free,”
The Platinum Album Featuring
The Grammy Award-Winning Platinum Hit,
“ELVIRA”

Now The MCA Records Group
Proudly Congratulates
THE OAK RIDGE BOYS
On Their New Album
“B-B-B-B-B-B-B-B-BOBBIE SUE”

Already Gold And Heading Toward Platinum
Featuring The Smash #1 Single “BOBBIE SUE”
SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS

KIPPI BRANNON (MCA MCA-52023)

If I Could See You Tonight (2:22) (Jeffrey's Rainbow Music — BMI) (M. Callie) (Producer: C.E. Howard, Jr.)

Brannon’s follow-up to her debut single, “Slowly,” showcases another side of the performer by tapping a more upbeat number that something of a bluegrass flavor, thanks to the banjo line. Exotically produced, arranged and vocally rendered, this single has “hit” written all over it.

GARY STEWART and DEAN DILLON (RCA JK 13049)


The bad boys of country music have finally released a song that should prove to be an immediate favorite with radio, and especially with the youth market. Their voices blend well, and the material is most appropriate. Keep an eye on these two, for an album must certainly be in the works.

HITS OUT OF THE BOX

LEE GREENWOOD (MCA MCA-52026)


DAVID ALLAN COE (Columbia 18-02615)

Take Time To Know Her (3:28) (Al Gallico Music Corp. — BMI) (S. Davis) (Producer: B. Sherrill)

RAY PRICE (Dimension DS-1032)

Forty And Fadin’ (2:54) (Millstone Music Co. — ASCAP/Chevies Music Co. — BMI) (J. Mundy, B. Moore, K. Tucker, D. Tucker) (Producer: R. Pennington)

FEATURE PICKS

SLIM WHITMAN (Cleveland International/Epic 14-02779)


THE WRIGHT BROTHERS (Warner Bros. WB55033)


JOHN SCOTT SHERILL (Portrait 24-02795)

Out Of The Blue (3:30) (Sweet Baby Music — BMI) (J.S. Sherrill, B. DiPiero) (Producer: T. Cain)

BACKROADS BAND (Soundwaves NSD/SW4667)

Sweet Southern Comfort (3:00) (Hikkit Music — BMI) (J. Marcum, D. Rommel) (Producer: J. Bennett)

TONY ALBERT (Silver Pelican 39854)


BO COULTER (Gold Sound GS-8008)

She Oughta Be Against The Law (2:42) (Meandence Music — SESAC) (P. Jenner) (Producer: T. DeVito)

ANN OWENS (RV 1231)


ALBUM REVIEWS

NIGHT AFTER NIGHT — Jackie Ward — Asylum E-61001 — Producer: Mike Post — List: 8:9

Like many other country artists, Jackie Ward’s albums are a reflection of a variety of influences and styles, from pop to R&B to country. The debut release for Asylum is just that, a nice collection of tunes that are soulful and country. Best cuts include “Circle Of Love,” and a country rendition of the Hamilton, Joe Frank and Reynolds hit “Don’t Pull Your Love.”

ONE FOR YOU — Capitol recording artist Mel McDaniel (I) recently made a radio appearance in Glendalow, Texas to promote the single “Take Me To The Country,” which entered the Cash Box Country Singles chart at #98 sold this week.

WHIRLWIND IN EUROPE — Epic artist Don King recently completed a mini-tour of Europe that placed him in Holland, where his “Whirlwind” album will be released in June. His first date was in Hilversum, Holland for a live 59-minute show on KRO Radio.

FALLEN ANGEL OUT — Sierra Records has released the “Gram Parsons and the Fallen Angels Live 1973” album, recorded during an on-air concert taped in the early weeks. The concert was taped in WLR in Hempstead, N.Y. during Parsons’ last tour. An excellent collection, the album features, in addition to Parsons, Jock Bartley, Neil Flanz (who is now playing with Joe Sun), Kyle Tullis, N.D. Smart II and Emmiou Harris the Fallen Angels.

WORLD’S FAIR — Conway Twitty and Loretta Lynn will be performing at the World’s Fair when they perform as part of the Fair’s World Festival of Entertainment at the Civic Coliseum. Lynn is scheduled to appear Aug. 26, while Twitty will perform Oct. 10.

HERE AND THERE — Steve Wariner was recently named a “Great Kentuckian” by the government of his home state. Loretta Lynn has postponed plans to work on her follow-up book to Coal Miner’s Daughter due to increased scheduling demands. You may recall that the film based on the book grossed over $80 million, becoming the second highest grossing film of 1980 behind Star Wars. RCA artist Ronnie Milsap has signed with ARA for exclusive representation in all fields. Milsap is currently working on his 14th album for RCA, scheduled for a late spring release. And speaking of RCA releases, the long-awaited Dolly Parton album, "Heartbreak Express," is scheduled for release later this month. All the material was written by Parton, except for the current single, "Single Women," and the song "Release Me."

NEW BANK IN TOWN — Southern Horizons, Inc., a banking consulting firm designed to handle stage wise of the entertainment industry, was formed recently, with Richard H. Purdy as president. "The growing complexity of the financial world — encompassing changing banking practices, government regulation, the rise of non-bank financial institutions and the generally unpredictable economy — has brought about a vital understanding of banking and the important industries they serve in the entertainment industry," Purdy said. "Unfortunately, there exists all too frequently a lack of understanding on both sides of a business relationship between the financial institutions and its customers in the entertainment industry. Southern Horizons, as an alternative to the traditional banker, will complement the existing professional services of business managers, accountants and attorneys by planning, coordinating and executing those aspects of an entertainment industry client's affairs that relate to the needs of the banking services.

NEW OFFICE — AGAC/The Songwriters Guild has opened a new office at 50 Music Square West, Suite 207, 37203. The telephone number is (615) 329-1782.

SUN SONG — "I’d like to take this opportunity to say I’ve really enjoyed my past three years at Cash Box and thank everyone in the business for making it such an enjoyable and worthwhile experience. This will be my last column for the magazine as I will be moving on to pursue other interests. I can be reached at (615) 385-1262."

Jennifer Bohler
THE COUNTRY MIKE

NOCONA BOOTS MURPHY — The Nocona Boot Corp. is sponsoring the Nocona National Two Step Contest in conjunction with the release of Michael Murphy's latest single, "The Two Step Is Easy," on the Liberty label. Nocona will work with 19 radio stations in sponsoring couples with the "2 Step Challenge," where Murphy will be guest-hosting the "Midnight Jamboree" on KWBZ/Dallas, where Murphy will select the grand prize winners May 1. The grand prize includes a pair of exotic boots for each winner, a sterling silver buckle and $1,000 cash. Participating stations include: KABC/Los Angeles; KDKC/Kansas City; KFBK/Sacramento; KFRC/San Francisco, Calif.; KICA/San Diego; KFWB/Los Angeles; KJLH/Los Angeles; KFRC/Fresno; KEKL/Kalamazoo, Mich.; KISQ/San Francisco; KMLE/Reno; KMXB/Boise; KCYX/Kansas City; KVNE/Shreveport, La.; KJJO/San Jose; KWN/Houston and KGNA/New York.

Jonie Hall, Tears becoming country
YOU'RE QUICK just broadcasting 'ROUND 1
Cash well-deserved


MUSIC NEWS

Cash's mother, passed away Friday, March 5th.

WUSW UPDATE — Speculation turned to truth last week as Mooney Broadcasting of Memphis, purchased Triplet Broadcasting's Nashville country outlet, US 107 (WUSW). While rumors continue to float about format change, station personnel are in the job market. Program Director/Emcee Rick McDaniel told King the 100,000 FM has a 28 share of the Nashville market from scratch in the latest Arbitron book. King may be reached at the station, (615) 242-0775.

MOST ADDED COUNTRY SINGLES

MOVIE REPORTS

Country Music Festival To Air Via 275 Stations

Mountaineer — The Nocona Kidney Foundation's second annual "Country Music Festival" will be heard on more than 75 stations.

Hat Nominees (continued from page 22)

Country Music Festival

Country radio stations across the United States, April 3-4. The 1982 festival, called the Country Music Radiothon in 1981, will feature dozens of country music personalities in an attempt to raise money for the foundation and educate the public about the hazards of various kidney diseases.

Acceptance at the radio level represents an "increase of almost 100 stations over last year's event," where some $800,000 was raised on behalf of the organization, according to E. Burns McIndoe, chairman of the foundation. "More importantly, it means we will be holding in many states that did not participate at all last year, including Arizona, Oregon, Washington and Alabama. This year's festival is truly a national event."

The broadcast, partially live and partially pre-taped, will include performances by Chet Atkins, Ray Bailey, Bobby Bare, Alabama, Mickey Gilley, Merle Haggard, Con Hunley, Tom T. Hall, Brenda Lee, Johnny Lee, Loretta Lynn, Ronnie Milsap, The Oak Ridge Boys, Charlie Pride, Earl Scruggs, Ricky Skaggs, Mel Tillis, Shelly West and Hank Williams, Jr. Johnny and June Carter Cash will co-chair the event with Ray McEvoy acting as emcee.

National record company involvement has been obtained from International Dairy Queen with promotional assistance from the Tony Lama Boot Company. The Foundation's Jim Warren is director for the festival, and Gayle Hill, president of Nashville-based G. Hill Co., is producer for the event.

PROGRAMMERS PICKS

Cash Box | March 20, 1982

Joe Patrick 
WNDE/New Orleans

Jerry Adams
KDFI/Wichita

Stan Davis
WVAL/Altoona

Mark Andrews
KJWZ/Portland

Johnny Steele
KVEG/Las Vegas

Tom "Cat" Reeder
WCWK/Warrenton

Nancy Lyebarger
WIL/St. Louis

Jim Powell
WYDE/Birmingham

Willey Carpenter
WNWW/Asheville

Don Walton
KFH/Wichita

John Buchanan
KNIX/Phoenix

Teens Of The Lonely — Mickey Gilley — Epic
For All The Wrong Reasons — Bellamy Brothers — Elektra
You'll Be Back (Every Night In My Dreams) — Bellamy Brothers — Mercury
You'll Be Back (Every Night In My Dreams) — Steely Dan — Warner Bros.
You'll Be Satisfied — Waylon & Willie — RCA

MOST ACTIVE COUNTRY SINGLES

MOUNTAIN MUSIC — ALABAMA — RCA — 74 REPORTS
DON'T LOOK BACK — GARY MORRIS — WARNER BROS. — 54 REPORTS
RIGHT RELATIONSHIP — DICK CLARK & THE PERSUADERS — WARNER BROS. — 53 REPORTS
ALWAYS ON MY MIND — WILLIE NELSON — COLUMBIA — 51 REPORTS
BUSTED — JOHN CONLEE — MCA — 49 REPORTS
ROUND THE CLOCK LOVIN' — GAIL DAVIES — WARNER BROS. — 47 REPORTS
YOU'RE NOT EASY TO FORGET — DOTTIE WEST — LIBERTY — 44 REPORTS
A LITTLE BIT CRAZY — EDDY RAVEN — ELEKTRA — 44 REPORTS

YOU'LL BE BACKSTAGE EVERY NIGHT IN MY DREAMS — The Statler Brothers were visited backstage by Bruce Nelson of KERN/Houston prior to their recent appearance at the Houston Livestock Rodeo. The Statler are currently working in promotion of their latest Mercury release, "You'll Be Back (Every Night In My Dreams)." Included are Don Reid of the group; Nelson; Harold Reid, Jimmy "The Elf" Fortune and Phil Balsley of the group; and Frank Leftle, national country promotion director, PolyGram.

TOOK MY BANJO WALKING — DAVE COOK & THE DIRT ROAD DRAGS

NASHVILLE — The National Kidney Foundation's second annual "Country Music Festival" will be heard on more than 75 stations.

Hat Nominees (continued from page 22)

Country Music Festival

Country radio stations across the United States, April 3-4. The 1982 festival, called the Country Music Radiothon in 1981, will feature dozens of country music personalities in an attempt to raise money for the foundation and educate the public about the hazards of various kidney diseases.

Acceptance at the radio level represents an "increase of almost 100 stations over last year's event," where some $800,000 was raised on behalf of the organization, according to E. Burns McIndoe, chairman of the foundation. "More importantly, it means we will be holding in many states that did not participate at all last year, including Arizona, Oregon, Washington and Alabama. This year's festival is truly a national event."

The broadcast, partially live and partially pre-taped, will include performances by Chet Atkins, Ray Bailey, Bobby Bare, Alabama, Mickey Gilley, Merle Haggard, Con Hunley, Tom T. Hall, Brenda Lee, Johnny Lee, Loretta Lynn, Ronnie Milsap, The Oak Ridge Boys, Charlie Pride, Earl Scruggs, Ricky Skaggs, Mel Tillis, Shelly West and Hank Williams, Jr. Johnny and June Carter Cash will co-chair the event with Ray McEvoy acting as emcee.

National record company involvement has been obtained from International Dairy Queen with promotional assistance from the Tony Lama Boot Company. The Foundation's Jim Warren is director for the festival, and Gayle Hill, president of Nashville-based G. Hill Co., is producer for the event.
Holmes a'Court Hikes ACC Bid To 
$94.6 Million In Wake Of Court Ruling

(continued from page 1)

wants to own ACC,” Ronson says. “He’s go- 
ing to sell at the best price he can get or 
break up the company. I do not intend to go 
anywhere near that.”

Ronson, on a business trip to the U.S. last 
week, is expected to make another bid 
shortly. In addition, there is much specula-
tion in London that publisher Robert Max-
watson will also enter the bidding for ACC. 
Maxwell already owns a quantity of ACC 
common stock.

Holmes’a’Court has not officially 
informed that he would back out com-
glomerate if he finally gains control, but 
the film production and distribution wing 
will nonetheless be a problem for whom-
soever finally comes out on top.

Reports of massive losses in the U.S. 
film production and distribution wing of 
the company, and the retrenchment of the 
out bids and, ultimately, the demise of Lord 
Grave as head of the conglomerate. Losses 
in excess of $20 million prompted bidding 
for Northern Songs, a subsidiary of ATV 
Music (ACC’s music publishing wing) and 
owner of much of the Beatles catalog. 
Such music industry figures as Paul McCartney 
and Yoko Ono bid up to $40 million for 
Northern Songs, but Lord Grave held out 
for a higher bid to take over the entire ATV 
Music operation. Negotiations stalled at 
that point, and ACC found itself squeezed 
for cash — at which time it was stepped in 
with its initial $65.9 million bid.

Ronson has indicated that in the event he 
gains control of the ACC, he will begin 
an "orderly withdrawal" from the film business 
in the U.S.

In the meantime, the value of ACC stock 
on the London Exchange continues to rise.

U.K. Groups Adjust Mechanics Rate

LONDON — Ending months of wrangling, 
the British Phonographic Industry and the 
Mechanical Rights Society (MRS) have reached a new agreement for 
£3.60 per tape, or an average of £.256 per 
unit. Both parties were reportedly pleased 
with the agreement, characterizing it as "highly 
satisfactory."

Under the new agreement, supplemen-
tary markups from wholesale price (which 
yield a total cost to which a 6% mechanical royalty is applied) were ad-
justed to more realistic levels to be more in 
line with actual retail practice.

The Jingle Brothers, director of the BPI, 
was quoted as saying that the new markups 
are more in line with actual practice, since 
the well-known retailers are not applying 
the mythical average markup of 43%, whereas 
in reality, it was never higher than 36%.

"Under the terms of the new agreement, a 
markup of 25% will be given to 10 singles 
and 7"10" formats in the 2.75 pound ($4.92) price range; a markup of 31% will be applied to pop albums and 
tapes under 275 pounds; and a 36% markup 
will be applied to pop albums and tapes 
over 275 pounds.

INTERNATIONAL BESTSELLERS

ITALY

Argentina

JUENOS AIRES — Although the video 
scene, from the royalty and copyright 
side, is coming on strong from the 
Argentine, the sale of videocassettes and the 
sale, rental and exchange of videocassettes are on the way up.

In the current moment, however, the participation of the 
record industry in this market was nearly non-existent, and it seems that the vast 
volume of this future boom will almost com-
pletely bypass the existing record com-
panies and most of the retailers.

A new department is being set up by 
hardware retailers, who usually do not 
stock records, and at some electrical ap-
plications, too. It is far away from being 
the end of the line at any rate.

A recent survey made by local trade paper Prensario 
showed that the trend among the video 
people is to channel their product through 
specialized outlets in the case of high-
priced equipment (a JVC VHS portable 
recorder is setting for around $5,000 or 
more, without camera) and through 
refrigerator and washing machine retailers, 
who also carry video equipment, when speak-
ning about lower-priced goods. The 
cheapest price tag is currently $800 for a 
small video cassette machine operating 
in PAL-N system, which is the local TV norm 
but requires special processing for the 
North American video market, which 
is recorded on NTSC; a Panasonic 
VHS recorder costs around $1,400 and can 
be adapted by astute native technicians 
who have both on PAL-N and NTSC for 
about $150.

This all technical confusion has led to a highly divided market: about 50% of the 
existing 30,000 existing machines are ow-
dered by people who accept NTSC cassettes 
while the other 50% of those with English; the rest want tapes dubbed 
in Spanish. The production of local stuff 
comes mainly from the film distributors, 
who lease the rights of their movies, and 
the International titles arrive through import 
to the "clubs" and retailers. Besides buying a 
pre-recorded cassette, fees (which is 
$4-500) is, it is possible to "rent" one ($7) or exchange it ($5) after pay-
ing the admission fee, usually at a 
cassette, at one of these "clubs." Blank 
cassettes retail between $25 and $50, and 
one of the incentives to join a club has been 
"renting" fees, because up to now, the 
video-tapes have been banned from the 
big screen for several years. However, a change in the 
video market is taking place, and this 
charm of getting in some places a 
secrecy copy of Emmanuelle or 
Clockwork Orange on a 
marginal platform.

VHS United Kingdom

LONDON — The Queen performed 
the opening ceremony of the Barbican Arts 
and Conference Centre, London’s newest 
venue, which cost a cool 150 million pounds 
and took more than a decade to build. The 
complex includes three cinemas, 
numerous conference rooms, a web of 
art galleries and auditoria and awa-
demia for the two permanent tenants — 
The Royal Shakespeare Company and The 
London Symphony Orchestra. 
Director Henry 
Wrong, who previously held the same post 
at New York’s Lincoln Centre, intends to 
make London a home to a number of events 
which will place contemporary musical entertainment 
alongside the more traditional or classical.

The opening of the Barbican Centre marks 
the end of a phased investment in arts 
venues that is unparalleled in the 
city’s history. The National Theatre, 
the Royal Festival Hall (and its associated 
venues) and the National Film Theatre have 
all been built in that time, and in the 
current financial climate, the arts 
building program will ever be repeated. Of 
all those venues, the only one ever to back 
polk rock music, except by default, is the 
Barbican, which has included in it its 
programming from the outset. The 
Barbican Arts Centre is in “The City,” a 
district of the capital that is accessible to Wall Street, 
and within two years, visitors to London will be able to use a computer 
linkup to learn of future events and book tickets from 
anywhere in the world.

O’Sullivan, who was voted “The World’s Most Successful Artist” in 1972, is 
ailing legal action against his manager, 
Gordon Mills, and music companies that he 
owns or has an interest in. Mills is alleged to have 
been misleading the artist in his 
career. The case could have serious im-
lications in many artist/manager 
relationships.

O’Sullivan’s claim is that while he was an unknown innocent, he 
was persuaded to sign documents that 
yielded him a claim of signifi-
cant income from royalties and copyright income from his compositions. O’Sullivan is asking the judge to cancel agreements made between himself and his company with 
Gordon Mills and ‘The MAM Group of 
Companies and with Ebo Ltd, and CBS Inc. of 
New York. All the defendants 
are asked to have and to own 
three — City, New York. All the defendants 
are asked to have and to own 
three
### TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>SKYLINE</td>
<td>Charles &amp; Russ EA</td>
<td>RCA AFL-41230</td>
<td>49</td>
</tr>
<tr>
<td>2</td>
<td>LOVE IS WHERE YOU FIND IT</td>
<td>The Whispers</td>
<td>Solar/Sacramento</td>
<td>31</td>
</tr>
<tr>
<td>3</td>
<td>YES IT'S YOU LADY</td>
<td>Robert Wadley</td>
<td>Philadelphia</td>
<td>51</td>
</tr>
<tr>
<td>4</td>
<td>THE TELLER &amp; LIE</td>
<td>Bettye Lavette</td>
<td>Motown</td>
<td>15</td>
</tr>
<tr>
<td>5</td>
<td>5 SOMETHING SPECIAL KOOL &amp; THE GANG</td>
<td>(De-Lite/Philadelphia 8000)</td>
<td>RCA</td>
<td>21</td>
</tr>
<tr>
<td>6</td>
<td>WHY DO FOOLS FALL IN LOVE</td>
<td>Diana Ross</td>
<td>RCA AFL-14533</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>YOUR WISH IS MY COMMAND</td>
<td>Marvin Gaye</td>
<td>Motown</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>TOM TOM CLUB</td>
<td>Bobby Blue</td>
<td>Philadelphia</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>FRIENDS</td>
<td>Thelma Houston</td>
<td>Philadelphia</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>LITTLE LOVE</td>
<td>Shalamar</td>
<td>RCA AFR-8551</td>
<td>13</td>
</tr>
<tr>
<td>11</td>
<td>THE DUDE</td>
<td>Ben E. King</td>
<td>Philadelphia</td>
<td>15</td>
</tr>
<tr>
<td>12</td>
<td>NEVER TOO MUCH</td>
<td>Commodores</td>
<td>MCA</td>
<td>11</td>
</tr>
<tr>
<td>13</td>
<td>CONTROVERSY</td>
<td>Prince Bros.</td>
<td>BMG</td>
<td>10</td>
</tr>
<tr>
<td>14</td>
<td>I AM YOUR LOVE</td>
<td>Berry Bryant</td>
<td>Capitol</td>
<td>17</td>
</tr>
<tr>
<td>15</td>
<td>RAISE!</td>
<td>Sun &amp; Wind</td>
<td>Atlantic</td>
<td>9</td>
</tr>
<tr>
<td>16</td>
<td>MR. LOOK SO GOOD</td>
<td>Dawn</td>
<td>Boardwalk</td>
<td>18</td>
</tr>
<tr>
<td>17</td>
<td>I'M AM ON GEORGE DUKE</td>
<td>Earth Wind Fire</td>
<td>Epic/Elektra</td>
<td>21</td>
</tr>
<tr>
<td>18</td>
<td>NIGHT CRUISING</td>
<td>Lou Rawls</td>
<td>Poly/Gran/SMH</td>
<td>17</td>
</tr>
<tr>
<td>19</td>
<td>THE SISTERS</td>
<td>Stax-Volt</td>
<td>Stax-Volt</td>
<td>19</td>
</tr>
<tr>
<td>20</td>
<td>THE TIME</td>
<td>Warner Bros.</td>
<td>BMG</td>
<td>12</td>
</tr>
<tr>
<td>21</td>
<td>COME ON MY SIDE</td>
<td>Gladys Knight</td>
<td>WB</td>
<td>16</td>
</tr>
<tr>
<td>22</td>
<td>TASTE THE MUSIC</td>
<td>Kleeer</td>
<td>Atlantic</td>
<td>22</td>
</tr>
<tr>
<td>23</td>
<td>BASIC &amp; CULTURAL CONNECTIONS</td>
<td>Pointer Sisters</td>
<td>RCA</td>
<td>27</td>
</tr>
<tr>
<td>24</td>
<td>IT'S TIME FOR LOVE</td>
<td>Toney Price</td>
<td>Pauley Pavilion</td>
<td>24</td>
</tr>
<tr>
<td>25</td>
<td>THE GEORGE BENSON COLLECTION</td>
<td>Soul</td>
<td>Soul</td>
<td>23</td>
</tr>
<tr>
<td>26</td>
<td>REFLECTIONS</td>
<td>Gil Scott-Heron</td>
<td>Epic/Grita 506</td>
<td>28</td>
</tr>
<tr>
<td>27</td>
<td>I WANT YOU</td>
<td>The Sister Sings</td>
<td>BMG</td>
<td>26</td>
</tr>
<tr>
<td>28</td>
<td>ME AND YOU</td>
<td>The Outlaws</td>
<td>Poly/Gran/SMH</td>
<td>31</td>
</tr>
<tr>
<td>29</td>
<td>LIVE &amp; OUTSTANDING</td>
<td>Miki Jackson</td>
<td>Stax-Volt</td>
<td>35</td>
</tr>
<tr>
<td>30</td>
<td>DOWN HOME</td>
<td>Charley Pride</td>
<td>De-Lite</td>
<td>31</td>
</tr>
<tr>
<td>31</td>
<td>GET AS MUCH LOVE AS YOU CAN</td>
<td>The Temptations</td>
<td>Motown</td>
<td>25</td>
</tr>
<tr>
<td>32</td>
<td>WATCH OUT</td>
<td>Brand New Heavens</td>
<td>Motown 5778</td>
<td>29</td>
</tr>
<tr>
<td>33</td>
<td>SATURDAY SATURDAY</td>
<td>Righteouseous</td>
<td>Poly/Gran/SMH</td>
<td>9</td>
</tr>
<tr>
<td>34</td>
<td>SHOW TIME</td>
<td>Four Tops</td>
<td>Motown</td>
<td>22</td>
</tr>
<tr>
<td>35</td>
<td>FEELING GOOD</td>
<td>Boyz</td>
<td>Poly/Gran/SMH</td>
<td>7</td>
</tr>
<tr>
<td>36</td>
<td>PRIVATE EYES</td>
<td>Ohio Players</td>
<td>RCA AFR-4036</td>
<td>30</td>
</tr>
</tbody>
</table>

### THE RHYTHM SECTION

**A CULTURAL AFFAIR** — The University of California at Los Angeles (UCLA) campus will be the site of a Caribbean reggae cultural fair March 20-21 when some of the music's most important players will be on hand at Pauley Pavilion for a two-day show. The concerts are being co-produced by International Reggae Prods. and Dick Gregory Prods., in association with UCLA's Center for Afro-American studies. Aside from the obvious music attraction of such acts as The Mighty Diamonds, Dennis Brown, Toots and the Maytals, Third World, Denroy Morgan, Steel Pulse and others, the entire campus will be alive with the Caribbean cultural experience. Exhibitions of Caribbean arts and crafts, as well as west Indian foods, will be available throughout the campus. Live music by several local reggae bands will also be part of the mix during the two-day event. A film festival about the Caribbean will also be featured during the two-days, along with lectures on the West Indian experience. The two-day concert was put together by International Reggae Prods. coordinator Rose Parker and Gritty Prods. chief Clyde Washington, with the help of Synergy Prods. head Tony Johnson, who is responsible for the original Jamaican Reggae Sunsplash concerts in Montego Bay. Noting that this event would be an opportunity for L.A. blacks to support reggae music, which has found its greatest support in the rock community up until now, Washington said Bashy Basha is hoping that the black music will remain grassroots, and even though the event was conceived as a way to introduce reggae music to the West Indian audience, there is no immediate plan to feature such acts as The Wailers, Peter Tosh or Bob Marley. "This show will focus on how much of a significant contribution reggae has made to mainstream music, instead of treating it like an underground phenomenon."

**NEW JOB** — Elmer Hill has replaced Jerry Boulding as MCA national promotion manager from R&B product, bringing his total MCA service to 20 years. In his new position as vice president of marketing MCA last year, Hill was national promotion director of black product for 20th Century-Fox Records. Hill's new responsibilities include coordinating all promotion activity for the black product division at MCA. Before joining MCA, Hill managed the black product line at the company's black product staff. Commenting on his new position, Hill said, "I think we're going to become more radio promotion-oriented and probably place stronger emphasis on club pools to break records. Many major labels are now using more radio as part of their marketing strategy."

**NEW LABEL** — Coastal Records Corp. recently bowed in Atlantic, Ga., with Emanuel M. Campbell, Jr. heading the company. Former RCA and Arista company staffer Gene Burleson will handle national sales and promotion responsibilities, including supervision of sales, marketing and distribution staff. The label's first release will be a debut single by reggae singer Montgomery, a Jamaican-born artist now residing in Atlanta. The single, titled "Hey Miss," will be independently distributed nationwide. For additional distribution into the call, Coastal Records at (404) 349-3020.

**ADULT EDUCATION** — The Recording Industry Adult Education program, a condensation of the three-year-old Record Industry Training Program for Young Adults, was recently established by the Institute of New Cinema Artists (INCA). Set to run as eight, two-hour evening sessions over a four-week period, the program is scheduled to start Monday, April 5, with cycles beginning each month, at INCA's mid-Manhattan facility. The classes, which cost $125 each, will cover songwriting, music publishing, artist development and artist management. Although noting that a four-week course could only scratch the surface of the knowledge needed for a person to successfully function in the recording industry, co-program coordinator Victor Brown said that an informed group of professionals will be teaching students the basic background information. Industry veterans scheduled to teach during the programs include Young Rascals vocalist/composer Eddie Brigati (songwriting); composer/pianist Brian Jackson of Gil Scott-Heron fame (songwriting); Robert Maxwell, composer/pianist with the Main Ingredient (songwriting); Carol Gubbs, former Philadelphia International Records staffer (music publishing); Sandra DeCosta, director of artist development, Columbia Records (artist development); and Jim Tyrell, former Epic Records vice president (artist management).

**SHORT CUTS** — France Joli, the Unlimited Touch, D Train and T.S. Monk recently joined Prelude artist Gayle Adams during a benefit for the Harlem YMCA at Bonds International Casino in New York City. ... Thrush Phylis Hyman, who is currently starring in the Broadway smash SophistiCats, recently pacted with Sid Maurer for exclusive management services.

---

*Source: Black Contemporary Chart, March 20, 1982*
<table>
<thead>
<tr>
<th>Week 1/13 Chart</th>
<th>Week 2/13 Chart</th>
<th>Week 3/13 Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**1. THAT GIRL**
Mary J. Blige

**2. TELL ME TOMORROW — PART 1**
Babyface

**3. MAMA USED TO SAY (IN A PUFF)**
Taj Mahal

**4. MIRROR, MIRROR**
David Bowie

**5. GENIUS OF LOVE**
Guns N' Roses

**6. MAKE UP YOUR MIND**
Tina Turner (Sire SRE 49882)

**7. I WANT TO HOLD YOUR HAND**
The Beatles (Epic 47594)

**8. IF YOU THINK YOU'RE LONELY NOW**
Boz Scaggs (Warner Bros. 49864)

**9. IN THE WEAVER'S (Sister Evers E-47961)
**10. WORK THAT SUCKER TO DEATH**
Warren Zevon

**11. MY GUYS**
T-Neck/Ill/Atlantic 47000

**12. CALL ME**
Sharon Redd

**13. ONE HUNDRED WAYS**
Kool & the Gang

**14. COOL (PART I)**
McDonald's All-American Band

**15. LET'S WORK**
Prince

**16. I CAN'T GO FOR THAT (NO CAN DO)**
The Commodores

**17. SHINE ON**
George Duke (Epic 14-20791)

**18. YOU'RE THE ONE I WANNA BE (Train/Prel PRL 4004-AS)
**19. HOT ON A THING (CALLED LOVE)**
The Chilites

**20. NEVER GIVE UP ON A GOOD THING**
Aretha Franklin

**21. NIGHTS OVER EGYPT**
The Jones Girls

**22. THE GIGLIO**
O'Brian (Capitol)

**23. CIRCLES**
Atlantic Starr (23952)

**24. STEPPIN' OUT**
Kool & the Gang

**25. LET THE FEELING FLOW**
Chak-A-Rays

**26. DON'T YOU KNOW THAT?**
Triumph

**27. APACHE**
Sugar Hill Gang

**28. IF IT AIN'T ONE THING... IT'S ANOTHER**
Richard “Dickies” Fields

**29. HONEY, HONEY**
10 & 1/2

**30. WATCH OUT**
The I Wills

**31. WANNA BE WITH YOU**
Earth, Wind & Fire

**32. APRIL LOVE**
L.T.O. (A&M 2397)

---

**March 20, 1982**

**11. IF YOU COME WITH ME**
Kool & the Gang (Capitol E-47908)

**13. TONIGHT I'LL GONNA LOVE YOU ALL OVER**
Gloria Gaynor

**15. YOU'RE MY LATEST, MY GREATEST INSPIRATION**
George Duke

**16. HELP IS ON THE WAY**
Bruce Springsteen

**17. LET'S GO ALL THE WAY**
Chuckii Booker

**18. YOU GOT THE POWER**
Sonny & Cher

**19. IMAGINARY PLAYMATES**
M. Bland

**20. ANGEL**
Chaka Khan

**21. HOLDIN' OUT**
Angela Bofill (Atlantic 0662)

**22. RIGHT IN THE MIDDLE (OF FALLING IN LOVE)**
Luther Vandross (AT/RE/Mann 2387)

**23. WHERE DO THE ROSES GO**
Lionel Richie

**24. WHY YOU WANT ME**
The Commodores

**25. IT'S NASTY (GENIUS OF LOVE)**
Christopher Wren

**26. IF I HAD THE CHANCE**
Chick Daniel & M. Ward

**27. TAKE ME TO HEAVEN**
Janet Jackson

**28. WELCOME INTO MY HEART**
George Michael

**29. SEVEN SEAS OF RHYME**
The Lez

**30. SAD GIRL**
Queen

**31. WHO'S FOOLIN' WHO**
Kool & the Gang

**32. I'LL TRY SOMETHING NEW**
Freddie Jackson

**33. LOVE SEASONS**
Sugar Hill Gang

**34. A FRIEND OF MINE**
Dr. Hook

**35. A NIGHT TO REMEMBER**
New Edition

**36. THOSE NIGHTS**
Sea

**37. TIME**
James Ingram

**38. MURPHY'S LAW**
The Commodores

**39. THIS FEELING MUST BE REAL**
Kool & the Gang

**40. THE OTHER WOMAN**
George Benson

**41. LET IT WHIP**
Jazz Band

---

**March 27, 1982**

**11. HOLD IT OUT**
Maurice White & Earth, Wind & Fire

**13. MILES IN MY MIND**
George Benson

**15. NATURE OF THE BEAST**
George Duke

**16. SUGAR HILL**
Grandmaster Flash & The Furious Five

**18. THE ONLY ONE**
Millie Jackson

**20. FORGET ME NOTS**
The Commodores

**22. MAKING LOVE**
George Benson

**23. LET ME BE THE ONE TO DANCE**
LaSoul

**24. LOVE COOKS**
Summer

**25. CALL ME (One Two One Two)**
Aretha Franklin

**26. LET MY LOVE LIGHT YOUR WAY**
Kool & the Gang

**27. BE MINE**
George Benson

**28. GIVE ME ONE**
Debbie Allen

**29. DOWNTOWN**
Robert Parker

**30. WANNA BE WITH YOU**
Earth, Wind & Fire

**31. APRIL LOVE**
L.T.O. (A&M 2397)

---

**April 3, 1982**

**11. HOLD IT OUT**
Maurice White & Earth, Wind & Fire

**13. MILES IN MY MIND**
George Benson

**15. NATURE OF THE BEAST**
George Duke

**16. SUGAR HILL**
Grandmaster Flash & The Furious Five

**18. THE ONLY ONE**
Millie Jackson

**20. FORGET ME NOTS**
The Commodores

**22. MAKING LOVE**
George Benson

**23. LET ME BE THE ONE TO DANCE**
LaSoul

**24. LOVE COOKS**
Summer

**25. CALL ME (One Two One Two)**
Aretha Franklin

**26. LET MY LOVE LIGHT YOUR WAY**
Kool & the Gang

**27. BE MINE**
George Benson

**28. GIVE ME ONE**
Debbie Allen

**29. DOWNTOWN**
Robert Parker

**30. WANNA BE WITH YOU**
Earth, Wind & Fire

**31. APRIL LOVE**
L.T.O. (A&M 2397)

---

**April 10, 1982**

**11. HOLD IT OUT**
Maurice White & Earth, Wind & Fire

**13. MILES IN MY MIND**
George Benson

**15. NATURE OF THE BEAST**
George Duke

**16. SUGAR HILL**
Grandmaster Flash & The Furious Five

**18. THE ONLY ONE**
Millie Jackson

**20. FORGET ME NOTS**
The Commodores

**22. MAKING LOVE**
George Benson

**23. LET ME BE THE ONE TO DANCE**
LaSoul

**24. LOVE COOKS**
Summer

**25. CALL ME (One Two One Two)**
Aretha Franklin

**26. LET MY LOVE LIGHT YOUR WAY**
Kool & the Gang

**27. BE MINE**
George Benson

**28. GIVE ME ONE**
Debbie Allen

**29. DOWNTOWN**
Robert Parker

**30. WANNA BE WITH YOU**
Earth, Wind & Fire

**31. APRIL LOVE**
L.T.O. (A&M 2397)

---

**April 17, 1982**

**11. HOLD IT OUT**
Maurice White & Earth, Wind & Fire

**13. MILES IN MY MIND**
George Benson

**15. NATURE OF THE BEAST**
George Duke

**16. SUGAR HILL**
Grandmaster Flash & The Furious Five

**18. THE ONLY ONE**
Millie Jackson

**20. FORGET ME NOTS**
The Commodores

**22. MAKING LOVE**
George Benson

**23. LET ME BE THE ONE TO DANCE**
LaSoul

**24. LOVE COOKS**
Summer

**25. CALL ME (One Two One Two)**
Aretha Franklin

**26. LET MY LOVE LIGHT YOUR WAY**
Kool & the Gang

**27. BE MINE**
George Benson

**28. GIVE ME ONE**
Debbie Allen

**29. DOWNTOWN**
Robert Parker

**30. WANNA BE WITH YOU**
Earth, Wind & Fire

**31. APRIL LOVE**
L.T.O. (A&M 2397)
Their last album was RADIANT, it gave us the hit singles "When Love Calls" and "Send For Me."

Their newest album is BRILLIANCE unto itself. One listen and you will know it is the brightest star in our musical horizon.

Includes the single "CIRCLES"

Produced by James Anthony Carmichael
Management: Earl Cole for Cole Classic Management

An album to brighten your day. On A&M Records and Tapes.
IT'S GONNA TAKE A MIRACLE — DENICE WILLIAMS
KPRS, WDAS, WNEW, KXAN, WBNX, WPL, WDAY, WDAY, WDAY, WDAY, WJMO, WJMO.
A NIGHT TO REMEMBER — SHALAMAR — SOLAR/ELEKTRA
WRAP, WDAS, WNEW, WLSM, WABD, WWM, SD Condor, WWDJ, WWDJ, WWDJ, WWDJ.
FORGET ME NOTS — PATRICE RUSHEN — ELEKTRA
WDAS, WNEW, WNEW, WPL, WNEW, WNEW, WNEW, WNEW, WNEW, WNEW, WNEW,
FOR THE OTHER WOMAN — RAY PARKER, JR. — ARISTA
WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM.
LET'S TRY SOMETHING NEW — TASTE OF VENICE — CAPITOL
KPRS, WNW, V103, WPAL, WJLN, WJLN, WPAL, WJLN, WPAL, WJLN.

1. IT'S GONNA TAKE A MIRACLE — DENICE WILLIAMS
2. A NIGHT TO REMEMBER — SHALAMAR — SOLAR/ELEKTRA
3. FORGET ME NOTS — PATRICE RUSHEN — ELEKTRA
4. FOR THE OTHER WOMAN — RAY PARKER, JR. — ARISTA
5. LET'S TRY SOMETHING NEW — TASTE OF VENICE — CAPITOL

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — CHI-LITES
KPRS, WDAS, WNEW, KXAN, WBNX, WPL, WDAY, WDAY, WDAY, WDAY, WJMO, WJMO.
THE NIGHT IS STILL YOUNG — ALLIES
Brick, B. Womack, Jan, Shalamar, Hall, R. Joli, Duke, Williams.
PARKER, JUMPS: Atlantic
Flack, KDAY Burch.
CONSTRUCTION, Starpoint, Vandross, Way, — Bar-Kays, Wonder, L.
Bar-Kays, — WDAS, — WSOK, — KPRS, — WAYS, — WJMO.
THE OTHER WOMAN — RAY PARKER, JR. — ARISTA
WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM, WADM.
LET'S TRY SOMETHING NEW — TASTE OF VENICE — CAPITOL
KPRS, WNW, V103, WPAL, WJLN, WJLN, WPAL, WJLN, WPAL, WJLN.

1. THE NIGHT IS STILL YOUNG — ALLIES
2. CONSTRUCTION, Starpoint, Vandross, Way, — Bar-Kays, Wonder, L.
3. THE OTHER WOMAN — RAY PARKER, JR. — ARISTA
4. LET'S TRY SOMETHING NEW — TASTE OF VENICE — CAPITOL
Airline Tickets
Hotel Reservations
Ad in Cash Box

Your advertising message in the 1982 Cash Box NARM issue is the best way to reach the entire retail sector. The high-volume record/tape/video/accessory merchandisers will be on hand for the convention and tuned into Cash Box's timely coverage.
Advertising, Bar Coding, Home Video, Merchandising, Rack Jobbing, Retailing and more will be covered in-depth in our 1982 NARM issue. Plus, a special section on Home Video Games - the fastest growing product line in the home entertainment industry.

To reserve ad space contact:

<table>
<thead>
<tr>
<th>Hollywood</th>
<th>New York</th>
<th>Nashville</th>
<th>Chicago</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nick Albarano</td>
<td>J.B. Carmicle</td>
<td>Jim Sharp</td>
<td>Camille Compasio</td>
</tr>
<tr>
<td>(213) 464-8241</td>
<td>(212) 586-2640</td>
<td>(615) 244-2898</td>
<td>(312) 863-7440</td>
</tr>
</tbody>
</table>

AD DEADLINE:
March 24, 1982

ISSUE DATE:
April 3, 1982

Bonus distribution at NARM March 26-30, Los Angeles, California
Panzer/Dorf: Writing Ballads With Special Kind of Appeal

(continued from page 8)

Longevity and commitment are not top priority subjects; maybe it's the society of 1982 that we've got in here, people not hav-

ing long-lasting relationships."

Dorf, who spent eight years in Atlanta before moving here in 1981, began his career while in a junior high school band. Later he moved to Georgia and began playing with a few jingles and arranged strings for commercials before he headed west to hook up with other studios. According to Dorf, joining Panzer, Dorf wrote short pop and

seven-top selling country songs, counting has just released "Grooving by Panorama Can" crooned by Glen Campbell, "Every Which Way But Loose," sung by Eddie Rab-

bii., "I Just Fall in Love Again" with Anne Murray and "Free in the Morning" inter-

preted by Melissa Manchester.

When tailoring one of Panzer's lyrics to a melody, Dorf claims to react emotionally to the message of the words within the first or second reading. "I'm not so much a hook writer," said Dorf. "I try to come as well constructed musically as the choruses. I don't try and nail the chorus immediately, rather I try to get an overall feeling of where the song should be and usually it just happens. It doesn't take

Fields Management Bows

LOS ANGELES — Judi Barlow Fields Management recently opened its offices in Beverly Hills. The firm represents Harry Anderson, Bill Medley and Danny Wells.

The firm is located at 9777 Wilshire Blvd., Suite 606, Beverly Hills, Calif., 90212.

too long, and if it does then I know there's something wrong because I write real fast."

With a host of tunes in the fire already, Dorf has been influenced with two of the results of their work in 1982 as they were with last year's output. "I'd like to maintain that style of writing because that's what we do. We're not Panzer, and we'd like to improve on it."

Cornyn Clarifies Stand On Music Video Potential

(continued from page 17)

statement. At the ITA, he implied that the record industry currently reluc-

tant to invest in software. "What we have to do... is the hardware investors on one side of the room, knowing they're not supposed to lose a bundle. It is a courtship ballet with little physical contact."

On the other hand, Cornyn said in last week's statement, "Without (hardware manufacturers') investment, video music would take many more years to mature into a reality. If the distributors are not involved, they're not going to be getting their careers on. If there is any present lack of rush-to-market by the WCI or any other firm, it can only mean the shift in our own thinking from video as a promotional tool for audio albums, to video as an original music form and the birth of the form as an independent business."

Cornyn was unprepared at press time for additional comment.

COLUMBIA ESCAPES — Representatives of Columbia Records and members of Journey recently got together at Julius Castle in San Francisco to celebrate the success of Journey's "Escape" LP, Pictured in the Columbia-LA office: Jon Leiber, senior vice president/general manager, Columbia; Herbie Herbert, management and direction, Journey; Mike Gibber, vice president, West Coast A&R, Columbia, Neal Schon and Jonathan Cain of the group; Bob Sherrord, vice president, marketing, Columbia; George Chalas, director, national promotion, West Coast, Columbia, and Tony Zeltzer, director, west marketing, Columbia.

(continued from page 10)

SOUND VIEWS

version of The Elephant Man, starring Phillip Anglim: the motion picture of The Amazing Spider-Man; On The Beach, with Gregory Peck, Anthony Perkins and Fred Astaire; Woody Allen's Love And Death; Alfred Hitchcock's Spellbound; and the war drama Too Late The Hero, with Cliff Robertson, Michael Caine and Henry Fonda. The Night The Lights Went Out In Georgia retails for $9.95 while all other Motion titles will carry a $9.95 list. "Blade Edwards' O.B. is the March release for MGM/CBS' First Run Home Video Theater rental program. Word from MGM/CBS is that the Bergen and Blissett (in Cats, Cats and Jacqueline) film has a rental release which debuts this week. The Video Guide says, "The broadcast with Peter Falk is slated for May and Whose Life Is It Anyway?" with Richard Dreyfuss is tapped for June. Video cassette titles for March from MGM/CBS include Picasso: A Painter's Diary, At The Circus; the film Pearl Buck's The Good Earth; Westworld; Styli and Mike King: School. New videocassette titles from MGM/CBS in the CED format include the previously videocassette programs Piaf; the CBS News Collectors Series program Man On The Moon; the science fiction film Soyent Green: The Street Fighter, with Sonny Chiba; and the first film of Tennessee Williams' Cat On A Hot Tin Roof. Look for the release of the CBS Video Enterprises instructional program on casino gambling, hosted by the Smothers Brothers. Talk at the Playboy Casino in Atlantic City, the tape gives tips on how to beat house odds, picking spots on the table, blackjack techniques, selecting roulette bets and choosing safeguards in baccarat.

Michael Glyn

ION JAZZ

RECORDS RECORDS RECORDS — Down, but not out — that's the story at Artists House Records today. The company recently released "Where Flamingos Fly" by Gil Evans and "Are You Glad To Be In America" by James Blood Ulmer, an LP licensed from the U.K.'s Rough Trade label. Artists House honcho John Snyder says that the discs will be available by mid-1983. The labels will continue to operate, despite the fact that it is without a distribution web. Snyder is presented by Dee Clements, Art Pepper, Thad Jones/Mel Lewis, David Liebman and perhaps Charlie Harper and Ira Sullivan, Deep central keeps just on comin' from PolyGram Classics. The label has just added 10 months to its Japanese Mercury/Emarcy series: "Turn To Point" by Benny Colson, "Dinah" by Dinah Washington; "Listen To Art Farmer And The Orchestra"; "Sarah Swings The Twiloid" by Sarah Vaughan; "Dizzy Gillespie And The Double S"; "Lester Young" by Lester Young; and "Columbia Student Best Coast Jazz" with Brown and Roach; "Cleveland Style" by Jimmy Cleveland and his Orchestra; and "With Respect To Nat" and "Canadiana, Junie" by Oscar Peterson. List is £9.98. Stash Records mileage on the hard cover "Bamboo Fence And The Savoy Sultans", a collection of new recordings. Choice Records has released "Aahmed Jamal/Gary Burton In Concert," taped at last year's MDEW Convention in Cannes.
<table>
<thead>
<tr>
<th>Week's On Chart</th>
<th>Week 3/13</th>
<th>Chart Peak</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Beauty and the Beat</td>
<td>5.88</td>
<td>34</td>
</tr>
<tr>
<td>2. Freeez-frame</td>
<td>5.88</td>
<td>19</td>
</tr>
<tr>
<td>3. I love rock 'n roll</td>
<td>5.88</td>
<td>5</td>
</tr>
<tr>
<td>4. Escape</td>
<td>5.88</td>
<td>13</td>
</tr>
<tr>
<td>5.Ghost in the Machine</td>
<td>5.88</td>
<td>22</td>
</tr>
<tr>
<td>6. Physical</td>
<td>5.88</td>
<td>21</td>
</tr>
<tr>
<td>7. Hooked on Classics</td>
<td>5.88</td>
<td>2</td>
</tr>
<tr>
<td>8. Chariots of Fire</td>
<td>5.88</td>
<td>15</td>
</tr>
<tr>
<td>9. Private Eyes</td>
<td>5.88</td>
<td>27</td>
</tr>
<tr>
<td>10. 4</td>
<td>5.88</td>
<td>36</td>
</tr>
<tr>
<td>11. Get Lucky</td>
<td>5.88</td>
<td>9</td>
</tr>
<tr>
<td>12. Great White North</td>
<td>5.88</td>
<td>12</td>
</tr>
<tr>
<td>13. Quarterflash</td>
<td>5.88</td>
<td>10</td>
</tr>
<tr>
<td>14. Shake it up</td>
<td>5.88</td>
<td>14</td>
</tr>
<tr>
<td>15. Tattoo You</td>
<td>5.88</td>
<td>32</td>
</tr>
<tr>
<td>16. Bella Donna</td>
<td>5.88</td>
<td>17</td>
</tr>
<tr>
<td>17. The Concert in Central Park</td>
<td>5.88</td>
<td>16</td>
</tr>
<tr>
<td>18. The Innocent Age</td>
<td>5.88</td>
<td>7</td>
</tr>
<tr>
<td>19. Bobbie Sue</td>
<td>5.88</td>
<td>25</td>
</tr>
<tr>
<td>20. For those about to rock we salute you</td>
<td>5.88</td>
<td>15</td>
</tr>
<tr>
<td>21. The Dude</td>
<td>5.88</td>
<td>25</td>
</tr>
<tr>
<td>22. Tom Tom Club</td>
<td>5.88</td>
<td>11</td>
</tr>
<tr>
<td>23. Why do fools fall in love?</td>
<td>5.88</td>
<td>18</td>
</tr>
<tr>
<td>24. Diary of a madman</td>
<td>5.88</td>
<td>18</td>
</tr>
<tr>
<td>25. Skyline</td>
<td>5.88</td>
<td>22</td>
</tr>
<tr>
<td>26. Yes it's you lady</td>
<td>5.88</td>
<td>31</td>
</tr>
<tr>
<td>27. Feels so right</td>
<td>5.88</td>
<td>25</td>
</tr>
<tr>
<td>28. Memories</td>
<td>5.88</td>
<td>24</td>
</tr>
<tr>
<td>29. The first family rides again</td>
<td>5.88</td>
<td>33</td>
</tr>
<tr>
<td>30. Mesopotamia</td>
<td>5.88</td>
<td>30</td>
</tr>
<tr>
<td>31. Something special</td>
<td>5.88</td>
<td>29</td>
</tr>
<tr>
<td>32. Love is where you find it</td>
<td>5.88</td>
<td>36</td>
</tr>
<tr>
<td>33. Tonight I'm yours</td>
<td>5.88</td>
<td>28</td>
</tr>
</tbody>
</table>

34. Standing Hampton | 9.96 | 9 |
35. Working class dog | 9.96 | 51 |
36. Juice | 9.96 | 55 |
37. Raise! | 9.96 | 19 |
38. Mountain music | 9.96 | 63 |
39. The George Benson collection | 9.96 | 18 |
40. Green light | 9.96 | 33 |
41. Never too much | 9.96 | 26 |
42. Non-stop erotic cabaret | 9.96 | 47 |
43. Abacab | 9.96 | 23 |
44. The poet | 9.96 | 41 |
45. The one that you love | 9.96 | 19 |
46. Objects of desire | 9.96 | 8 |
47. Controversy | 9.96 | 20 |
48. Don't say no | 9.96 | 43 |
49. Your wish is my command | 9.96 | 14 |
50. Small change | 9.96 | 8 |
51. Nick the knife | 9.96 | 56 |
52. Come morning | 9.96 | 15 |
53. Carol hensel's exercise & dance program volume 2 | 9.96 | 14 |
54. Beautiful vision | 9.96 | 14 |
55. Share your love | 9.96 | 55 |
56. The time | 9.96 | 30 |
57. Greatest hits | 9.96 | 9 |
58. Electric rendezvous | 9.96 | 75 |
59. On the way to the sky | 9.96 | 8 |
60. I am love | 9.96 | 17 |
61. Dream on | 9.96 | 76 |
62. You could have been with me | 9.96 | 17 |
63. Jazzercise | 9.96 | 64 |
64. A little love | 9.96 | 81 |
65. Weather report | 9.96 | 75 |
66. 20 aerobic dance hits | 9.96 | 10 |
67. Aldo nova | 9.96 | 85 |
68. Carol hensel's exercise and dance program | 9.96 | 57 |

March 20, 1982
AROUND THE ROUTE

by Camille Compasso

Amusement Operators Expo gets underway March 26 at the Hyatt Regency Hotel in Chicago for a three-day run and the show looks like it'll be a blockbuster this year, especially in terms of exhibits. This three-year-old convention has grown from 70 booths to 235, with just about every manufacturer displaying product at the '82 edition — several of whom will be unveiling new equipment expressly for AOE attendees. Daily exhibit hours are from 10:30 a.m. to 4:00 p.m. A key feature of this convention is the number of seminars and workshops that take place over the three-day period; and they are timed to allow convention-goers to attend several. The topics are timely and pertinent with a number of industry notables moderating some of the sessions. This year a special "distributors only" preview of the exhibits will be held from 9 to 10:30 a.m. on March 27 and 28.

"Alpine Ski," next scheduled video game from Taito America, is currently in test and scoring good grades, as we learned from marketing chief Mike Von Kennel. Sample shipments to distributors have been processed. This is a game of skill where the player guides a skier through the various phases of the pop-

(continued on page 41)

PERSONALITY PROFILE

Russ Mawdsley, Jr.: From Psych Major To Service Manager

by Jeffrey Ressner

LOS ANGELES — Eight years ago, Russ Mawdsley, Jr. graduated from college with a degree in psychology, yet he didn't really feel up to pursuing a career in the science of mental processes and behavior. Instead, he decided to take advantage of his family ties and joined his father's coin-op company, Russell-Hall, Inc., located in the pastoral college town of Holyoke, Mass.

Unlike many other sons who enter their father's business, Mawdsley, Jr. didn't jump into an executive position immediately. He began as a low man on the firm's totem pole, doing route work — cleaning, repairing and transporting machines. Currently he's acting as service manager for the organization, taking over as chief op when the patriarch is away on business or vacation.

A well-established company that operates jukeboxes, video games, pinball machines and cigarette vending devices, Russell-Hall, Inc. handles hardware over a fifty-mile radius of its headquarters, dealing primarily in street locations with about 25% of its activities tied up in skating rinks, bowling alleys and student unions at the University Of Massachusetts and Mt. Holyoke's campuses.

Neat Appearance

According to Mawdsley, service is the key to Russell-Hall's success in the coin-op industry. "That's our number one priority here," said the youthful manager. "We can usually take care of a machine that's down within one hour's notice, using radio-dispatched maintenance vehicles outfitted with all the latest equipment. All of our men are uniformed, too, and that gives us a good, neat appearance. We do everything we can to keep our customers happy."

He also believes that the explosion of video games across the country has provided the coin-op business with an overwhelming proliferation of business rivals. "In a sense, though," said Mawdsley, "I think it's healthy to have a certain amount of competition within the industry. It keeps us on our toes and reminds us that if we don't give our people the best service, someone else can take it away from us."

"The thing that bothers me the most about all of these new ops popping up are the constant price wars that go on," he continued. "Some newcomers are proposing ridiculous 70/30 splits when just about everyone else is thinking the other way. In the long run, everybody will wind up losing over these variable splits."

Mawdsley reports that the games yielding the heaviest profits in his area are "Pac-Man," "Donkey Kong," "Tempest" and "Haunted House." Said the coin-op manager of these successful machines, "Women have done a lot for the popularity of Pac-Man, and likewise with Donkey Kong. Those games don't carry

(continued on page 38)
Russ Mawdsley, Jr.: From Psych Major To Service Manager

(continued from page 35)

the 'mucho' image a lot of the shoot & kill games have. Atari's Tempest vid didn't do too well in our street locations, but worked out great in the colleges and arcades. Tempest appeals largely to kids with fast reflexes who have good hand-to-eye coordination. As far as pin games go, Gottlieb's Haunted House is showing good returns, because it's more than just a regular pinball machine. The new idea of having triple-levels, attractive graphics, spooky music, and more challenging obstacles is what's making this work.

Big Demand For Games

The increase of high-paying but high-priced video games is causing some problems for Russell Hall, Inc. Mawdsley told Cash Box, especially since every location seems to be dictating exactly what kind of machines they want, making it difficult for the company to meet the heavy demands on the more popular games. "We were into multiple pin game buys during that boom, and now we're going with multiple video purchases," he said. "Both of these booms have pretty much cut into our jukeboxes buys for 1982, although we were able to get a good deal on a close-out of last year's models. We haven't abandoned the jukeboxes on our routes. We're constantly upgrading the equipment, and our major drawing card is the fact that we put in new releases fairly regularly (continued on page 42)

Jarocki Is Newest Addition To Midway Marketing Team

CHICAGO — "James L. Jarocki is joining our marketing team," announced David Marofski, president of Midway Manufacturing Co., "to coordinate varied activities of advertising and promotion.

A graduate of the University of Illinois with a degree in advertising, Jarocki recently completed service in the U.S. Air Force as Weapon Systems Officer with F-4-LC Phantom jets. He has been stationed in Germany for the last four and a half years and achieved the rank of Captain.

In his new position "he will be working with advertising programs, distributors, trade shows, publicity, and trademark licensing promotions," explained Stan Jarocki, vice president of marketing. "Jim's previous experience in the coin-operated industry, prior to military service, will be beneficial in his new position," he added.

Jim and his wife Valerie, who are the parents of a five month old daughter named Ariane, are relocating to the Chicago area.

Sega/Gremlin Moves Into New Facility

SAN DIEGO — Sega/Gremlin recently moved into its new 125,000 square foot office and manufacturing building in San Diego's La Mesa County. The new facility, in the Rancho Bernardo Technology Park, will house the company's executive offices and serve as the main manufacturing plant for Sega/Gremlin's line of coin-operated video games.

"This new facility provides us with expanded capability to meet the worldwide demands of the video amusement game industry," stated David Rosen, chairman and chief executive officer of Sega Enterprises Inc. "Initially, we anticipate employing some 500 people at this new location, while maintaining engineering and over 150 production workers. We have already relocated the Sega/Gremlin's corporate office to this new facility. According to Joseph Tushinsky, president and chairman of the board of Superscope, Inc., developer of the electronic piano, we will be available to Pinball/Amusement owners by March 1.

Jarocki was the third pianist in recent months to immortalize his musical style for the Pinball/Amusement system's new "Contemporary Artists" series. Roger Williams and Peter Nero have also recorded performances for lifetime playback via the Pinball/Amusement reprogramming system.

The Sweepsprings, entitled "Lullaby Of Birdland," was captured live by a computerized master recording piano at Superscope's Chatsworth, Calif. headquarters. "I'll Remember April," "September In The Rain," "I Can't Get Started," "Someone To Watch Over Me" and the title song are among the featured jazz classics.

"Lullaby Of Birdland" is one of more than 300 digital tapes now available in the vast Pinball/Amusement library of classical, jazz, pop and classical sources. All are compatible with the Pinball/Amusement system installed in a console, pinout, upright or grand piano or with the Minitun reproducing piano.

Game Center Promo Book Now Available

CHICAGO — "Promoting Your Game Center," an informative book on promotion programs, is now available from Business Builders. The book contains valuable information on how to plan effective promotions for increasing player traffic and encouraging more game play, with specific examples that can be adapted to the needs of the location.

"Each game center will use a promotion idea and implement it to meet the image of their location and personality of the players in their market," explained Carol Kantor, author of the book. "I have written the ideas in a general way and described how a game center can customize them to be most effective." Among the subjects covered are Grand Openings, Game Center Players Clubs, Designing a Logo, Contests (with 10 specific ideas, continued on page 42)

Kiernan Joins Cleveland Coin

CLEVELAND — A recent addition to the Cleveland Coin International staff is Tim Kiernan, who is manager of special projects for the Columbus, Ohio branch office. In this position he is responsible for planning and implementing various special promotions, merchandising efforts, sales incentive programs, etc. at this branch.

Prior to joining the Cleveland Coin distribution company, Kiernan served in the office of the Ohio Attorney General for about eight years, where he was assistant chief investigator in the charitable foundation section.

He recently relocated his residence from Cleveland to the Columbus area.

INDUSTRY NEWS

Jim Jarocki

Pictured above is the new Sega/Gremlin office and manufacturing complex in San Diego, Calif.

ENGINEERING, SHIPPING/WAREHOUSING, and the wood products division, which manufactures cabinets for the wide range of video games produced by the company, will remain at their current San Diego locations.

Recent product introductions from Sega Gremlin include "Zaxxon," a four-player version of "Eliminator," "Turbo," "005," and the highly successful "Frogger.

Shearing Records For Pianocorder

LOS ANGELES — Jazz great George Shearing has branched into another aspect of recording with the upcoming release of his first performance tape for the Pianocorder reprogramming system. According to Joseph Tushinsky, president and chairman of the board of Superscope, Inc., developer of the electronic piano, the tape will be available to Pinball/Amusement owners by March 1.

Shearing is the third pianist in recent months to immortalize his musical style for the Pinball/Amusement system's new "Contemporary Artists" series. Roger Williams and Peter Nero have also recorded performances for lifetime playback via the Pinball/Amusement reprogramming system.

The Sweepsprings, entitled "Lullaby Of Birdland," was captured live by a computerized master recording piano at Superscope's Chatsworth, Calif. headquarters. "I'll Remember April," "September In The Rain," "I Can't Get Started," "Someone To Watch Over Me" and the title song are among the featured jazz classics.

"Lullaby Of Birdland" is one of more than 300 digital tapes now available in the vast Pinball/Amusement library of classical, jazz, pop and classical sources. All are compatible with the Pinball/Amusement system installed in a console, pinout, upright or grand piano or with the Minitun reproducing piano.

INDUSTRY CALENDAR

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

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

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

April 15-18: Florida Amusement Vendor Assn.; annual convention and trade show; Curtis Hilton Convention Center; Tampa.

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

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


July 15-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.

July 29-31: South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.

Sept. 24-25: West Virginia Music & Vendor Assn.; annual convention; Ramada Inn; Charleston.

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

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

Nov. 19-20: IAAPA annual convention; Bartle Hall; Kansas City.
the ultimate conflict
between man and machine

ROBOTRON: 2084

Williams ELECTRONICS, INC.
IN REVIEW. Presented is a photographic lineup of some of the new amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

TAITO AMERICA 'GRAND CHAMPION': A video driving game, realistically portrayed on a plotted race course. Thrilling obstacles, radar screen and sound effects add to the appeal. (12/12/81).

UNIVERSAL USA 'LADY BUG': A video maze game that's lighthearted in theme and fun to play. Player guides a Lady Bug and protects her against a variety of Enemy Beetles. (12/12/81).

SEGA/GREMLIN 'ELIMINATOR': Space combat is the theme of this video game where space-ships, computer controlled ships and the Eliminator must be forced into the base and destroyed. (12/12/81).

DYNAMO 'LIL HUSTLER': One or two can play this coin-operated video game of pool. Full color monitor, exciting visual images, realistic sound and the challenges of the real thing. (12/12/81).

BALLY 'ELEKTRA': This is Bally's first 3-level pinball game, with such added features as two separate bonus systems, multi-ball, unique graphics, speech/sound package and more. (12/26/81).

SEGA/GREMLIN 'TURBO': A MultiPhase video driving game which offers all of the exciting elements of the sport. Fully illuminated instrument panel, 3-D, color imagery and lots of extras. (1/9/82).

SIGMA 'LAUNCHER': A wire missile video combat game involving attacking enemy tank troops invading the player's position. Speed and action accelerate in the play process. (1/9/82).

SIGMA 'ROLLING STAR FIRE': A sit-down capsule arcade game of offense/defense action, with the Tokyo-based factory's new hydraulic system for better maneuverability of the cockpit. (1/9/82).

SEGA/GREMLIN '007': As the name implies, this is a video spy chase game, equipped with Multi-Scene computer and the exciting challenges of Secret Agent 007's dangerous mission. (1/16/82).

TAITO AMERICA 'QIX COCKTAIL TABLE': This model of its popular video game marked the first American-made cocktail table introduced by the company. Dimensions allow for location flexibility. (1/16/82).

MIDWAY 'KICK-MAN': Fun and challenge galore as a clown/acrobat on a unicycle attempts to burst or catch balloons and other objects. Pac-Man is a guest star at various times. (1/23/82).

GAMETECHNIK'S 'TRI-POOL': A video pool game played by similar rules as the real thing, with unique features like "Phantom Spot Ball" for lining up shots, "lucky" bonus and others. (1/23/82).

BALLY 'VECTOR': A fast playing pinball game, loaded with new features like a digital playfield readout for measuring flip speed and many others. Exciting graphics and sound package. (2/6/82).

SEGA/GREMLIN 'ELIMINATOR 4-PLAYER': A 4-player model of the noted video game with all of the play features intact, four exciting game strategies, the Colorbeam monitor and more. (2/6/82).
**INDUSTRY NEWS**

**AROUND THE ROUTE**

*(continued from page 37)*

**Man Versus Machine**

Williams Electronics, Inc. has introduced its latest video model, "Robotron 2084," which the factory describes as the ultimate conflict in video game play — man versus electronic man. The action takes place in the year 2084 when the robots that were made to serve mankind have become more efficient than their human designers and have succeeded in eliminating most of humanity, with the exception of a few hundred people existing as clones of the three basic human types — man, woman and child — who are being victimized by rampaging robots attempting to reprogram their minds. There is a ray of hope, however, in one clone who is able to resist the onslaught of robots.

The player’s mission then is to direct this mutant clone who is armed with special optic lenses and an anti-robot laser gun, to seek out and destroy the robots and rescue his fellow humans. Rescuing the humans offers the highest scoring possibilities from 1,000 points for the first human rescued, up to 5,000 points for the fifth. The player has three chances to destroy the robots but earns another chance every time 25,000 points are scored.

In the play process, the left joystick is used for maneuvering the clone in any of eight directions and, with the right joystick, the player can simultaneously operate the rapid-firing anti-robot laser gun in any of eight directions. To successfully rescue the wandering clones the player must deactivate six classes of robots including the Hulks, which attack in all but the fifth wave and are the only ones that cannot be killed, so the player must steer clear of them.

The remaining classes of robots include the Grunts, which are the least deadly but must still be reckoned with; the Spiders, which are a little more dangerous and can spawn deadly Enforcer Embryos; the Enforcers, which should be destroyed quickly to prevent them from launching dangerous Enforcer Sparks against the player; and the Brains, the cleverest and most deadly of the species. This enemy can launch a two-pronged attack every fifth wave, with the victims being the humans in the second prong of the attack. If captured, a human will be transformed into a Prog that will turn against its protector.

The player also has the Tanks to contend with. As the Ground Attack Force of the robots they fire a constant barrage of rebounding shells at the player in their efforts to kill him.

In addition to all of the above mentioned enemy forces, the player will be faced with pulsating, immobile Electronics which attempt to block his path. In each attack wave they assume different shapes but remain very deadly and must be avoided.

**Promo Canopy**

A brightly lit promotional canopy designed to draw player attention and add excitement to Sega/Gremlin’s four-player "Eliminator" game is now available. Beaming out the Eliminator name and the game action graphics through four eye-catching back lit display panels, the canopy will give the popular game even more appeal, according to the company.

Eliminator is a video game that allows one, two or four players to compete singularly or simultaneously against one another and the computer. It is engineered with Sega/Gremlin’s advanced "ColorBeam" X-Y color (vec-tor) monitor system, which adds a vibrant dimension to game play.

"Dramatic and imaginative sound effects of Eliminator punctuate game action and stimulate players’ competitive impulses," noted Frank Fogleman, vice chairman of Sega/Gremlin. "This new canopy gives still more impact for even greater earnings."

**New Equipment**

The four-player Eliminator features four playing strategies: single players can play solo, or four players can pair up to form teams which compete against one another. Each player and the game computer can be defeated by four players can join in a free-for-all against each other and the game computer, and, finally, the surviving player in any multi-player contest continues to play against the game computer.

Objectives of the game are to force opposing ‘Enforcers’ to abandon their machines, computer-controlled ships and the Eliminator ship into the Eliminator base where they are killed. There are many secondary objectives and playing strategies built into the game to add to the challenge.

Each player operates a different colored ship, either red, blue, yellow or green, and the color of the playfield border changes during game play to indicate which player leads in points.

**New Technology**

With the release of its latest video game, "Victory," Exidy introduced its new Hyperball Color Video Computer which is the result of lengthy research and development at the factory. The new system and the game computer, up to four features among which is a Demonstra-tion Mode which means that when the game is in freeplay, the distributor may freeze the game by pressing certain control panel buttons, which can increase defenses, make the enemies non-aggressive, or automatically promote the rank of the player and return him to play as a stronger player.

The system also provides an Operator Interface Mode, which is activated by pressing a button inside the coin mech door switches on the screen. From the Main Menu, the operator may select either the Manual Diagnostic Test Menu, the Operator Options Menu, or the Ac-counting Statistics Menu. Victory has a Battery Backup Memory that con- tinually calculates statistics and retains an All Time Highest Scores Table. The software menus have totally replaced all hardware dip switches.

The Harness Control is another ser-vice feature of the new system. It provides a neat, easy-to-use solution for wiring. A plastic channel and pliable lid conceals and protects all the wires.

**NEW BRANCH** — Cleveland Coin International, prominent Ohio distributor, recently established a branch operation in Lexington, Ky. The new facility, located at 848-G Nlanding Blvd., Melbourne Industrial Park, contains 12,000 square feet of space to house the full departmental structure, including marketing, warranty, parts & service and administrative offices. The Lexington branch was ready for occupancy in early March and Cleveland Coin’s Ron Gold plans to host a grand opening celebration in May.

**Cash Box / March 20, 1982**
A compilation of current music and games equipment with approximate production dates included in most cases.

BALLY
- Ground Shaker (1/80)
- Silverball Mania (3/80)
- Space Invaders (3/80)
- Rolling Stones (5/80)
- Mystic (6/80)
- Hot Doggin' (7/80)
- Viking (8/80)
- Skateball (10/80)
- Frontier (11/80)
- Xenon (11/80)
- Flash Gordon (2/81)
- Eight Ball Deluxe (4/81)
- Fireball II (5/81)
- Embryon, w.b. (7/81)
- Fathom (8/81)
- Medusa (10/81)
- Centaur (10/81)
- Elektra (12/81)
- Vector (2/82)

GOTTIEB
- Roller Disco, w.b., (1/80)
- Torch (2/80)
- Spider Man (3/80)
- Circus, w.b. (4/80)
- Panthera (6/80)
- Counterforce (8/80)
- Star Race, w.b. (9/80)
- James Bond (10/80)
- Time Line (11/80)
- Force II (1/81)
- Pink Panther (3/81)
- Mars (8/81)
- Volcano (8/81)
- Black Hole (10/81)
- Haunted House (2/82)

STERN
- Big Game, w.b. (3/80)
- All (4/80)
- Skeeball (5/80)
- Cheetah, w.b. (6/80)
- QuickSilver (7/80)
- Star Gazer (7/80)
- Flight 2000 (8/80)
- Nine Ball (1/81)
- Free Fall (2/81)
- Lightning (4/81)
- Split Second (7/81)
- Catacomb (9/81)
- Viper (11/81)

WILLIAMS
- Gorgar (1/80)
- Laser Ball, w.b. (1/80)
- Firepower (3/80)
- Blackout (4/80)
- Scorpion, w.b. (5/80)
- Alien Pucker (10/80)
- Black Knight (12/80)
- Jungle Lord (4/81)
- Pharaoh (7/81)
- Solar Fire (9/81)
- Barracuda (10/81)
- Hyperball pin/video (2/82)

AMSTAR
- Laser Base (7/81)

GAMETECNIKS
- Trimline (2/81)
- G-400 (Space Invaders) (3/81)
- Firebird (4/81)
- Willard II (5/81)
- Eliminator (8/81)
- Eliminator 4-Player (2/82)

CENTURI
- Eagle (10/80)
- Eagle Maxi (10/80)
- Phoenix (1/81)
- Route 16 (4/81)
- Route 16 Elite (4/81)
- Pleiades (7/81)
- Vanguard (9/81)
- Challenger (11/81)

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

DYNASTY
- Lil Hustler (12/81)

EXidy
- Bandido (1/80)
- Tailgunner 2 (2/80)
- Targ (6/80)
- Spectar (1/81)
- Venture (8/81)
- Mousetrap (12/81)
- Victory (2/82)

GAME PLAN
- Intruder (2/81)
- Tank Battalion (3/81)
- Killer Comet (4/81)
- MegaTack (9/81)
- King And Balloon (10/81)
- Enigma II (10/81)
- Kas (11/81)
- Eliminator 4-Player (2/82)

MIDWAY
- Deluxe Space Invaders (1/80)
- Galaxian (4/80)
- Extra Bases (5/80)
- Space Encounter (6/80)
- Space Encounter 3-D (7/80)
- Space Zaps (10/80)
- Space Zaps Mini-Myte (10/80)
- Pac-Man (11/80)
- Pac-Man Mini-Myte (11/80)
- Rally-X (2/81)
- Rally-X Mini-Myte (2/81)
- Golf (4/81)
- Golf Mini-Myte (4/81)
- Wizard of Wor (5/81)
- Wizard of Wor Mini-Myte (6/81)
- Omega Race (8/81)
- Omega Race Mini-Myte (8/81)
- Omega Race Ski-in capsule (8/81)
- Galaga (11/81)
- Galaga Mini-Myte (11/81)
- Kick-Man (1-82)
- Kick-Man Mini-Myte (1-82)
- Ms. Pac-Man (2-82)
- Ms. Pac-Man Mini-Myte (2/82)
- Bosconian (2/82)
- Bosconian Mini-Myte (2/82)

NINTENDO
- Donkey Kong (9/81)

ROCK-Ola
- Warp-Warp (9/81)

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

STERN
- Astro Invader (8/80)
- Berzerk (1/81)
- The End (3/81)
- Scramble (4/81)
- Super Cobra (7/81)
- Moon War (10/80)
- Turtles (11/81)
- Strategy X (11/81)
- Jungler (2/82)

TAITO AMERICA
- Space Chaser (2/80)
- StratoVox (9/80)
- Polaris (12/80)
- Space Invaders Trimline (2/81)
- Crazy Climber Trimline (3/81)
- Crazy Climber Trimline 3-D (8/81)
- Zarzon (5/81)
- Zarzon Trimline (5/81)
- GORB (7/81)
- Colony 7 Trimline (7/81)
- Moon Shullette (8/81)
- Moon Shullette Trimline (8/81)
- Qix (10/81)
- Qix Trimline (10/81)
- Lock 'N Chase (10/81)
- Grand Champion (12/81)

UNIVERSAL USA
- Cheekie Mouse (5/80)
- Magical Spot (10/80)
- Zero Hour (1/81)
- Space Panic (11/81)
- Cosmic Avenger (8/81)
- Lady Bug (12/81)

PHONOGRAPHs
- Centuri 2001
- Lower-NSM Consul Classic
- Lower-NSM Prestige ES-2
- Lower-NSM Festival
- Rock-Ola Grand Grand Hall II Console (9/80)
- Rock-Ola 484 (11/80)
- Rock-Ola B-2 (1/81)
- Rowe MB-310 (10/80)
- Rowe Jewel
- Seeburg Phoenix (12/80)
- Stern/Seeburg DaVinci (7/81)
- Stern/Seeburg VMC (11/81)
- Millimeter Cabaret
- Wurlitzer Taroc
- Wurlitzer Atlantis
- Wurlitzer Silhouette

POOL TABLES
- Irving Kaye Silver Shadow
- Irving Kaye Lion's Head
- Dynamo Model 37
- T.S. Tournament Eight-Ball
- U.B.I. Bronco
- Valley Cougar
The difference is "Visioneering", an exclusive ATARI concept that combines tomorrow's technology with the world's most creative game ideas. A new era in video engineering that makes it possible to implement the kind of innovative play action that means more consistent return. More often.

Hits like Centipede™, the game that dares players to stop giant centipedes and a variety of carnivorous insects, the incredible Tempest™, a new dimension of dazzling color, 3-D realism and 99 progressively challenging skill levels. And our latest hit, new Space Duel™, color video that offers 4 games in one. Competitive 1 or 2 player "Fighters" and cooperative 1 or 2 player "Space Stations". More hits that appeal to every type of player.

Start your own hot streak. Enter the Atari Era. Get all the details from your Atari distributor. Or contact us for referral at Atari, Inc., 790 Sycamore Drive, P.O. Box 806, Milpitas, CA 95035 (408) 942-3100.
THE NEW HIT SINGLE
"STILL IN SAIGON"
PRODUCED BY JOHN BOYLAN

INTO THE JUKEBOX

ONTOS THE CHARTS
**Mawdsley Finds Happiness In CoinBusiness**

(continued from page 36)

— usually over a dozen new 45s every week. The recent upsurge of singles is dis-
couraging, and makes it more difficult for us to fill specific requests. Actually, this is
the first year our company has been hurt by the decline in the economy.

Another problem Russell-Hall has had to cope with is the periodic rip-offs of its
merchandise. To counteract this, he broke into the coin boxes of video games and pinball
units, the company has more or less
been able to recover the security marks
on the anti-crook casing by putting metal bars
“on everything,” and devising “false bottom
” on some pinball games to discourage
robberies.

Hanson’s A Big Winner In Game Plan Promotion

CHICAGO — Game Plan, Inc. of Addison,
Ill., recently concluded a unique three-
program to factor distributors whereby each
game sold the distributor was awarded
credits towards the purchase of a trip to Rome
and operator credits. This promotion was
utilized by Ray Hibarger, president of
Hanson Distributing Co., Inc. (Bloomington, Minn.) as a form of “incentive bonus” for all
company employees.

The program worked very well, accord-
ing to Hibarger, as Hanson sold more than 200
Game Plan games to increase company sales
20% over last year. Coin machine operators
who purchased Game Plan games during the
period of the promotion had the opportunity
to redeem their credits to obtain their choice
of 80 different gifts, depending on how many
miles sold.

Hanson reported that even though the
premium program has ended, sales of
Game Plan’s current “Kaos” continue to be strong.

**Cash Box/March 20, 1986**
MIDWAY MANUFACTURING COMPANY IS PROUD TO INTRODUCE
THE NEW FEMME FATALE OF THE GAME WORLD

Ms. Pac-Man

The amazing Ms. Pac-Man offers all the fun and excitement of the world's most popular coin-operated video game, Pac-Man™ with extra challenge in 4 new and changing mazes, adds bonus fruit symbols that float freely through the maze with higher point values, two new side exits that give Ms. Pac-Man a total of 4 ways out of the maze, and a unique 3-act between-maze cartoon series.

Available in three cabinet sizes: upright, Mini-Myte™ and cocktail table, Ms. Pac-Man is sure to become the most popular girl in the game world.

Produced by Midway Mfg. Co. under agreement with Namco Ltd.

©1982 Midway Mfg. Co. All rights reserved
JOHN DENVER
Seasons of the Heart
His New Album

Includes The Single "Shanghai Breezes"
PB-13071