Atlantic Starr
PAUL McCARTNEY. "TUG OF WAR"
TWO SIDES PULLING US CLOSER TOGETHER.

FEATURING THE SINGLE, "EBONY AND IVORY." WITH ADDITIONAL VOCALS BY STEVIE WONDER.
PRODUCED BY GEORGE MARTIN. ON COLUMBIA RECORDS AND TAPES.
EDITORIAL

Last week's announcement that CBS, Inc. and the Bally Corp. will soon begin to manufacture and distribute home video and computer games may ultimately turn out to be the singular event that precipitates this industry's turn-around. What this deal says is that CBS, Inc. (rechristened "CBS Video Group") is the latest company of the CBS television network, and the aforementioned CBS Records Group (in addition to a number of other operations) — and the Bally Corp. — manufacturer of the phenomenal Pac-Man and Space Invaders arcade games (through its Midway Mfg. Co. subsidiary), as well as the majority of the slot machines in Las Vegas and Atlantic City — both see home video games as the next new opportunity in the home entertainment market.

While the implications of last week's announcement may at first escape such purely musical enterprises as ma & pa stores and esoteric independent labels, the CBS/Bally marriage certainly means much more. Obviously, those who direct both of the leisure industry giants see that music, motion pictures, television, video, arcade games and home video games are all parts of the same industry — one that caters to people enjoying leisure activities.

Retailers have already begun to catch on — many have shown the foresight to at least check out a number of non-music, product lines. But the point is not that the record industry should be flushed down the toilet. Instead, what the CBS/Bally venture (similar in many ways to the situation that exists at Warner Communications, Inc. with its Atari arcade and home video game division, Warner Bros./Elektra/Atlantic Records division, and Warner Bros. Pictures video arm) says is that the entertainment of the consumer is the primary goal of our industry. Whether it be through music, TV, movies, computer games or whatever, our industry must entertain the customer to keep him satisfied.

This industry stretches back to those days when an inventor named Thomas Edison gave us the first phonograph — why is it that we are taking so long to move to the next step?

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ON THE COVER

Over the course of four A&M albums, Atlantic Starr has carved a niche in the ever-evolving world of R&B music, an achievement few developing artists can claim. With release of the current top five B/C album, "Brilliance," which contains the top five singles "Circles," it's evident that this group is no "one-trick pony."

The New Yorkers have shown that development of strong songs, an individual group image and a well-tailored stage persona are far more important than self-aggrandizing jam sessions and riding the coat-tails of hackneyed music trends.

That Atlantic Starr has managed to address the finer points of group development is a tribute to the fact that the members come from three separate bands. And as the individual talents of the members emerge with each album, an eclectic, yet collective, identity is the consequence.

First came its debut album, "Atlantic Starr," then "Straight To The Point," followed by "Radiant," and now "Brilliance," an apt album title for a band beginning to shine.

TOP POP DEBUTS

CRIMSON AND CLOVER — Joan Jett & The Blackhearts — Boardwalk
STRAIGHT BETWEEN THE EYES — Rainbow — Mercury/Motown

Pope Single

Main Theme from "CHARIOTS OF FIRE"
Vangelis
Polydor/PolyGram

B/C Single

If It Ain't One Thing ... It's Another
Richard "Dimples" Fields
Boardwalk

Country Single

If You're Thinking You Want A Stranger...
George Strait
MCA

JAZZ

The Dude
Quincy Jones
A&M

Gospel

When All God's Children Get Together
Rev. Keith Pringle
Savoy
CBS Will Manufacture Bally Home And Computer Games

by Fred Goodman

CBS expects to have an initial package of three or more games on the market by the end of the year, all of which will be compatible with the Atari video game unit. CBS also plans to market versions compatible with the Mattel Intellivision video game unit and is evaluating several other computer formats for additional line extensions. All games will be packaged in a special CBS software package, the design of which is still under consideration.

Commenting on the benefits of the arrangement for Bally, company vice president Jerry Blumenshine told Cash Box that prior to the pact, Bally had "never had any significant licensing deals for cartridges." He added that "essentially, this gives CBS rights to any games, either coin-op or non-coin-op, which we design or obtain rights to from any other designer.

The deal also makes CBS's entry into the video game field. "This deal is like a Barbra Streisand record deal," said Thomas M. Kirwan, president, CBS/Columbia Group. "It allows us to get a blockbuster." Whie Kirwan expressed faith that the pact with Bally would allow CBS to make a big initial splash in the home video games market, he added that his company was pursuing discussions with other rights holders "in different modes." Among those mentioned by Kirwan were conventional computer games and computer-related education software.

"We're trying to position ourselves not only in the games area," he said, "but we also want to avail ourselves to what we feel is the emerging home computer situation.

Kirwan also added that CBS is developing its own line of in-house video games. He predicted that it would be "about a year" before CBS's own line would actually be on the market.

Software produced by CBS/Columbia Group will be distributed through a three-tiered system. "Initialization distribution will be handled through our toy division," said Kirwan. "We will also be setting up an electronics distribution network and then another with CBS Records domestic, which will be handling some distribution into those record accounts that are starting to carry video games. On the international side, CBS (FL) will also be handing distribution."

The decision to distribute video games via the Records Group's branch system could result in a split in distribution of the record market by the CBS/Records Group. Video games and other video product have frequently been fingered by the record manufacturers as contributors to the erosion of their market. At CBS's annual analysts meeting, held here last February, CBS's chief operating officer, Joel E. (Buzzy) Enkoff conceded that "there has been an impact" on the record market by video games, but added that the record industry "will see an adjustment" and that he viewed the inroads as temporary (Cash Box, March 6). The use of the Records Group for distribution of home video games could mark a departure from this stance.

Bar-Kays Cruise Into Big Ben's — PolyGram/Mercury recording group The Bar-Kays recently made an in-store appearance at the Big Ben's Los Angeles outlet in support of its current LP, "Nightcruising," and a recent concert performance at the Long Beach Arena. Pictured in the front row are (l-r): Frank Thompson of the group; Linda Mason; R&B merchandising sales specialist, PolyGram Distribution; and Michael Beard and Mark Byrum of the group. Shown in the back row are (l-r): Willie Tucker, western regional manager, black music marketing, PolyGram Records; John Gatsby, Integrity Entertainment; Todd Simpson, Integrity Entertainment; Howard Austin, manager; Big Ben's; and Charles Allen of the group; Gregg Miller, sales, PolyGram Distribution; Ernie Compagnia, vice president, advertising, Integrity Entertainment; Sherman Guy of the group; and June Domicack, Big Ben's.

MTV Steps Up Involvement In Cross-Promotions

by Jim Bessman

NEW YORK — Already affecting record-buying habits among its four million strong home cable viewership, the nine-month-old MTV music video channel is getting deeply involved in cross-promotions with the record companies and is initiating local cable company involvement with record retailers.

"MTV and the record industry make a natural marriage," said John Sykes, MTV's director of promotion and artist relations for the Warner Amex Satellite Company. "The companies distribute our materials through some systems to retail locations to reach their target buyer, while we distribute materials directly to our cable affiliates, who use them in their promotions and also disperse them among local retailers. Of course, our target audience is the same as the cable industry — the 12-34 rock 'n' roll enthusiast."

The biggest label aid to retailers is its distribution of MTV's in-store concert counter cards supporting its weekly Saturday night concert series. The current concert series, which began April 3 and runs through May 29, is represented by a countdown card that contains individual pictures of the nine ar-
BUSINESS NOTES

ASCAP Writers Receive Cash Grants

LOS ANGELES — Writer members of the American Society of Composers, Authors and Publishers have recently received a total of $92,200 in supplemental cash grants for 1981-82 voted by them to ASCAP’s Awards Panel.

The supplemental payment brings the total amount awarded in 1981-82 to $1,107,250 representing monies over and above royalties paid for performances of works. About $18,000 of the total was voted to new members in addition to regular royalty payments.

Commenting on the supplemental awards, ASCAP president David said, “This long established program of financial encouragement and recognition of our writer’s achievements means a great deal both to the society and to the members. It is an important role which we are happy to provide to our members. We are especially gratified by the careful and dedicated work done by the distinguished members of our two panels.”

The popular Awards Panel consists of WNY-FM radio personality Dan Daniel; Francis “F. O. Clown” O’Connor, Entertainment Editor of the Nashville Banner and syndicated country music columnist; former Associate Justice of the Supreme Court of New Jersey, Haydn Proctor; A. B. Spelman, author and music consultant to the National Endowment for the Arts; and George C. White, founder and President of the Eugene O’Neill Memorial Theatre Center.

The members of the Standard Awards Panel are Frank L. Battisti, chairman of the Music Education Department at the New England Conservatory of Music; Alicia Cox, noted music director and conductor of the Guggenheim Concert Band; Richard Dufallo, former Conductor of 20th century music ensemble at the Juilliard School; Edwin E. Hellakka, former director of music in the Philadelphia public schools and presently with the Curtis Institute of Music; noted pianist Ursula Oppens, member of the board of the American Music Center, and founding member of the Spiculum Musicae; and Dr. Paul W. Wohlgemuth, noted choral conductor and Professor of Music at Oral Roberts University where he is chairman of the Department of Fine Arts.

Holmes a’Court Wins Control Of ACC

LONDON — The board of directors of the British entertainment conglomerate Associated Communications Corp. (ACC) resigned last week as Australian businessman Robert Holmes a’Court took control after a lengthy bidding war. The nine board members tendered their resignations on condition that they would be replaced by Robert Holmes a’Court’s Bell Group of Companies, which had bid accepted by representatives of 95% of the common stock and 83% of the voting stock.

Holmes a’Court, who is chairman of the ACC board, as well as chief executive officer, will take up the position of president of two reconstituted six-member boards — a main board of directors and an executive group that will be responsible for daily management of the company. The directors resigning were reappointed to one of the two boards, although only six are required to be on the main board. ACC managing director Bert Reuter will be on both boards and serve as deputy chairman of the executive board.

The path to control of the ACC for Holmes a’Court was cleared recently when his chief rival, the Lord Mayor of Melbourne, David O’Connor, sold his 10% share in the ACC to City of Melbourne. The ACC said the sale would bring it $90.3 million (Cash Box, April 17). In the course of the bidding war between Holmes a’Court and Ronson, the price rose from the Australian’s initial bid of $63.7 million in January to the present $100 million-plus level.

The ACC has interests in a variety of leisure fields, including films, television and music publishing. ATV Music, the ACC music publishing wing, owns Northern Songs, which, in turn, owns the rights to many of the Beatles’ songs. Late in 1981, a number of well-known musical figures, including Paul McCartney and Yoko Ono, bid up to $40 million for Northern Songs alone.

City Of Hope To Honor Quincy Jones

LOS ANGELES — Grammy-winning composer/arranger/producer Quincy Jones will be honored by the City of Hope National Medical Center at pentagon G. Jones will be presented with the City of Hope’s “Spirit of Life” award in recognition of his humanitarian and his contribution to the music industry through his talent and leadership.

Some 1,200 industry and personal friends are expected to attend the testimonial, which will raise funds for several projects at the City of Hope National Medical Center. A City of Hope research fellowship will be established as a result of the dinner in honor of Quincy Jones as well.

Dinner reservations and contributions are being accepted at the charity’s Music Industry Chapter in Los Angeles. For further information, contact Bill Vernon at (213) 626-4611.

Sills Named To Chair Anti-Taping Coalition

LOS ANGELES — Beverly Sills, general director of the New York City Opera, last week was named chairperson of the Coalition to Save America’s Music, the diverse group formed to support pending federal legislation for royalties on manufacturers and importers of blank audio cassette tapes according to industry sources.

In accepting her appointment as chairperson, Sills commented, “Widespread home taping, which now almost equally legitimate record sales, threatens the entire spectrum of the American music community — from popular and classical to gospel and jazz.”

“Uncontrolled piracy of tapes, which unfairly compensates artists and copyright holders for their creative efforts, the American music community will lose its diversity, as new releases are further reduced, to the detriment of all music lovers,” she added.

Hal David Re-elected President Of ASCAP

NEW YORK — The board of directors of the American Society of Composers, Authors and Publishers (ASCAP) has re-elected Hal David as president. Other ASCAP officers elected included Arthur Hamilton and Irwin Z. Robinson as vice presidents; Morton Gold as secretary; and Melody Drama as assistant secretary; Leon J. Breyter, Treasurer and Edward Murphy, assistant treasurer.

Before being elected ASCAP president in 1980, David served as vice president. He has been ASCAP’s New York director of board of directors since 1974. David has also written lyrics for film scores and produced several albums for Dionne Warwick for whom he also wrote lyrics. He has also written What The World Needs Now and Other Love Lyrics, a book published by Simon & Schuster.

Atlantic, Island Reach Pact For U.S. Distribution

by Fred Goodman

NEW YORK — Island Records will be distributed by Atlantic Records, effective immediately. The move was announced here last week by Chris Blackwell, Island Records, who added that first releases under the new deal will be albums by Adrian Belew and Joe Cocker. A spokesman for Atlantic Records said Atlantic was not yet prepared to comment on the deal.

The surprise move comes on the heels of Island’s recent announcement that it would return to independent distribution in the U.S. (Cash Box, March 25). At that time, Island’s distribution agreement with Warner Bros. Records was about to terminate, and Blackwell expressed the belief that Island would achieve success at Another blow to breaking a new act, Island’s deal with Atlantic is reported to guarantee the smaller, label substantial support for new and developing acts.

“We’re able to re-invest ourselves in our new acts,” said Blackwell. “We can have more of an element of control over how dollars are invested in marketing and promotion, and we can have sufficient funding to grow in all areas of the business.”

“The other reason for going with Atlantic,” said Blackwell, “is that by doing so, we can make sure that our music is on CD product not just on the street. Island’s only has been kind of checkered, distribution.”

CBS To Release CX-Encoded LPs In Single Inventory

LOS ANGELES — In keeping with its commitment to provide improved sound quality, CBS Records last week announced that it was launching an “in stock” inventory program whereby product will be released in both CD version and conventional formats. The releases will cover new and previously released recordings encompassing all genres of music.

Both CD encoded and non-encoded product will ship simultaneously, with the exception of the regular orders and will be merchandised in the same section of the store to avoid any merchandising problems for retailers.

The label said it anticipates that the integrated inventory approach will increase public awareness of CX as an immediate mass-market improvement in pre-recorded music. The company claims that the dual process can achieve such goals without increased record prices or without increased record prices or without increased record prices or without increased record prices or without increased record prices (continued on page 21)

Stichnoth, ‘Country Mike,’ Dies At 24

NASHVILLE — Tim Stichnoth, Cash Box Country chart coordinator, was killed April 18 while traveling in a car accident near Athens, Tenn. Stichnoth, 24, was also the writer of the Country Mike column.

Last week’s list of releases joined the Cash Box Nashville staff in July of 1980, when he took on the position of chart coordinator. He was awarded Country Mike column. Prior to joining Cash Box, Stichnoth worked in the press & public information office at CBS Records/Nashville.

Local memorials for Stichnoth were held April 20 at the Roach-Patterson funeral home. He was flown to his hometown of Bettendorf, Iowa, where his parents still reside, for the funeral services.

FEATURE PICKS

TOP 40: pop and adult contemporary programmers will undoubtedly have John's latest offering a cornerstone of their hit lists. Although the new-wavish cover for the music on the album is hardly ultra-modern; instead, the singer/composer refines his already distinctive style. High points of the disc include the title track and “Easy Going” to John Lennon entitled “Empty Garden” (Hey, Hey, Johnny”) and a danceable tune appropriately called “Dear John".

TUG OF WAR — Paul McCartney — Columbia TC 37452 — Producer: George Martin — List: None — Bar Coded

Supercar compositions, arrangements and production work combine to make this McCartney's most artistic solo project yet. White sloping, pointy ballad reflecting on the life and times of John Lennon with "Here Today" re-working an "Abbey Road"-cassette collage with dug sequences as he does on the second side, McCartney conforms with unique panache. Steve Wonder, Stanley Clarke, Carl Perkins, Donny Laine and wife Linda all add admirable backup support to the rich assortment of tunes. The Wonder/McCartney collaboration on "What's That You're Doing" has more than the "Ebony & Ivory" duo and could very well be the dance song of 1982.


Because of his recent Guitars in the Street," Roy Orbison ("(Oh) Pretty Woman)", Kix Kiker Ray Davies ("We Have All the Good Times Gone") and David Evans ("(I) "Happy Trails") may throw so of Van Halen's hard-core fans off guard a bit, but it's a far cry from "Abuse" which the band has darkly released after being the energetic versions of tried and true claas along with the several original numbers. JUMP UPI — Elton John — Geffen G 9213 — Producer: Chris Thomas — List: 8.99 — Bar Coded

Top 40, AOR, pop and adult contemporary programmers will undoubtedly have John's latest offering a cornerstone of their hit lists. Although the new-wavish cover for the music on the album is hardly ultra-modern; instead, the singer/composer refines his already distinctive style. High points of the disc include the title track and “Easy Going” to John Lennon entitled “Empty Garden” (Hey, Hey, Johnny”) and a danceable tune appropriately called “Dear John".

TAKING ME TO THE COUNTRY — Mel McDaniel — Capitol ST-12208 — Producer: Larry Rogers

With "Take Me To The Country," Mel McDaniel offers exactly what the record's title implies — pure, raw country music, with a heavy sampling of harmonica, fiddle and steel guitar. McDaniel's gritty, scratchy vocals have found their way to the Top 15 of Billboard's Country chart, and a number of cuts on this offering that should find similar acceptance.

Cash Box/May 1, 1982
THE BRASS HAS NEVER BEEN BRIGHTER...

BRASS CONSTRUCTION

ATITUDES

IT'S IN THEIR "ATTITUDES."
FEATURES THE HIT SINGLE "CAN YOU SEE THE LIGHT"
PRODUCED BY RANDY MULLER FOR THE MULLER ORGANIZATION.
**NEWS & REVIEWS**

BLACK CONTEMPORARY ATTITUDES — Brass Construction — Liberty LT-5121 — Producer: Rudy Mulier — List: 8.98 — Bar Coded

Discs and funk clubs around New York have long supported this nine-man band, which has earned several certificated gold LPs and notoriety as dance-oriented R&B masters. Having hurdled obstacles over since long-gone days as a junior high school group from Brooklyn’s infamous Brownsville section, today this hearty crew, led by writer/singer/arranger Rudy Mulier, always comes out on both the pop and B/C charts.

CHANGES — Keni Burke — RCA AFL1-4226 — Producer: Kenneth M. Burke — List: 8.98 — Bar Coded

Bass thumper Keni Burke has always been an upbeat performer of fun songs, and even though his latest LP’s called “Changes,” his groove remains happy, jazzy funktones. Having earned his chops as a session musician with Diana Ross, Gladys Knight & The Pips, Gregg Allman, Smokey Robinson and Ahmad Jamal, among others, the lazy low-lute player’s original tunes are finely crafted and just right for DOR and B/C formats, with other numbers, such as “Hang Tight,” suitable for MOR programming.

**JAZZ**

WE WANT MILES — Miles Davis — Columbia C2 38050 — Producer: Teo Macero — List: None — Bar Coded

Four sides of live Miles from last summer’s tour of the U.S. and Japan. Outstanding is the latest recording of notably bassist Marcus Miller, guitarist Mike Stern and saxophonist Bill Evans. Two takes of the child-like Miles on an unstated and extended cover of “My Man’s Gone Now” highlight the disc. Should score well with D/B/C and college radio, as well as jazz stations.

NO PROBLEM — Sonny Rollins — Milestone M 9104 — Producer: Sonny Rollins

Jazz’s premier saxophonist pursues his passion for pop, but manages to throw in a little something for the faithful. A diverse and attractive collection of hard on hand, including guitar wunderkind Bobby Broom, vibraphonist Bobby Hutcherson, bassist Bob Grantham and drummer Tony Williams. New work out on tenor exclusively, bringing his talents to a broad range of tunes, including a cover of Don Parton’s “Here You Come In.” But long-time fans of the tenor titan are sure to be pleased by such titles as “Coconut Bread” and “Illusions.”

**NEW AND DEVELOPING**


Intense, powerful poetic imagery galloping along graph is intelligent and exciting second LP from NYC’s streeet shock Catholic boy. Lyrically and musically, Carroll strung out angels, negative women and urban paranoia are Carroll’s motifs as on his shattering 1980 debut, yet without the sardonic pop hooks found on his earlier recordings. Directed by hornman Rudy Brecker, Pati Smith Group guitarist Lenny Kaye and Blue Oyster Cult’s Alan Lanier, this album makes the daring of the occult set's score two for two. AOR, listen up!

**SINGLES OUT OF THE BOX**

QUEEN (Elektra E-47452)

Body Language (4:32) (Queen Music Ltd.) (F. Mercury) (Producers: Queen, Mercury, Johnnie Wright)

Freddie (Mercury, that is) gets physical with the funk on the first single from the forthcoming "Hot Space" LP, of which this single is the opening track to the latest electronic bass line. The emphasis is on the rhythm section, as in "Another One," but the finger snaps and audio effects providing punctuation. Comes in two sleeves, one with body language illustrated.

**REVIEWS**


Can a provocative album featuring pubescent lead singer Annabella Lwin sitting nude with her companions on the jacket, a percussion-based tribal beat providing steady rhythm and overly suggestive lyrics hope to do as well as any of the other female-oriented groups now spearheading the best sellers lists? Produced by Kenny Laguna, who manages Joan Jett, obviously put his best foot forward in handling the studio chores on this four-song EP, and his rock 'n roll know-how is admirably displayed. A specially-pressed platter that's sure to raise more than a few eyebrows, hopefully this talentedumbered LP will also help to raise the listener's consciousness.

**THE CHURCH**

"If you can’t put it in the filing cabinet, it’s going to haunt you," says Peter Koppes lead guitarist of the band’s bright young rock quartet "The Church. Koppes speaks as one who knows, since you remember unambiguous hits like "Recondite" and "CTFCC." But the album is unquestionably a challenge to American radio... and one that Koppes and lead singer/bassist Steve Kilbey believe that radio will have a tough time meeting.

However, both Kilbey and Koppes point out that their music's ability to resist standard categories and pigeonholing is also one of it's greatest strengths, sticking it apart from the pack. Indeed, a list to the group's self-titled Capitol debut reveals a mixture of modern moodiness and introspection, along the lines of Echo and the Bunnymen and The Cure, with a 60's rock drive powered by Byrds-influenced guitar sounds such as "Recondite" and "CTFCC." Ireland's U2. The Church exhibit the same sort of freshness that doesn't immediately fit radio's "peg and hole" approach to programming. "Our songs evoke feelings," says Kilbey. "Feelings aren't always the easiest thing to describe, but they can be much more powerful than simple words or melodies by themselves. In fact, I think you'll find it a little more feeling rather than a song structure." The Church's road to putting these "feelings" down on wax for the first time was a short one, but not without the bumps most new bands encounter. Sticking to a trio just two years ago on the Sydney music scene, this group never gave name to draw attention ("It's sort of a cheeky number," chuckled Kilbey, "but it's not an offensive name") and the group almost decided to call it quits after five gigs, but instead put what little money it had into a four-track demo. That demo made its way into the hands of Chris Gilley of the Australian offices of ATV Northern Songs, who liked it enough to stake the band, and singles deal. Two singles were recorded in short order, with one, the "Un guar- dian Man," the current U.S. single, making it into the Top 20 down under. The first album, titled "Of Skins And Hearts," was finished by December 1980 (the American version includes three songs taken from The Church's current double EP, which, according to Kilbey, makes it "a stronger album than the one in Australia.") and released in March 1981. Kilbey and Koppes recently took time off from the Church's first national tour of Australia for a promotional and press tour of the U.S. They pointed out that while they've gotten gold back home, they "wouldn't really know how to go about making ourselves more popular here even if we wanted to." "The second album (recorded in Sydney last September) is even less suited to the American market, we felt," states Kilbey. "It rises and falls, drifts and meanders... but really, we're quite confident in our own abilities and our music, it took awhile to make it Australia, so I guess it's just going to take some time here." Although Kilbey refers to The Church's debut LP as "a sleeper that's threatening never to wake up" here in the U.S., the band says they've solved the problem with a new group whose music doesn't drop into a convenient slot.

**FEATURE PICKS**

POP

DWIGHT TWILLEY (EMI America B115) I'm Back Again (3:18) (Twilley Korp Of America ASCAP) (D. Twilley (Producers: D. Twilley, G. Workman)

More urgent Beatlesque pop-rock from the "Scuba Divers" LP. A solid example of the genre, with a few rhythm changes and vocals and all — now the rest of the country has to rediscover his distinctive style. For pop, bar, dance, R/B.

JOSE FELICIANO (Motown 1618MF)


The Miracles favorite, with a clever arrangement that gives the tune a lilting ladan strut and a brass bos. Background singers add a gospol feel to Feliciano's" I Second.."

BILLY VERA (Alta ALF-7020)

We Got It All (2:51) (WB Music Corp./Vera Cruz Music Co. ASCAP/Lorrall Music BMI) (J. Runyon, J. Brown) (Producer: J. Kexler, J. Johnson)

Vera engages in a bit of Muscle Shoals boogie woogie on the first single from his new seminal LP. A smart production, this single is a playbook stuff, sort of in the Dave Edmonds vein, replete with horns and honky tonk piano.

JOHNNY LEES (Full Moon/Astholm E-4744A)

When You Fall In Love (2:49) (Sweet Baby Music BMI/Music City Music, Inc. ASCAP) (J.S. Sherrill, S. Earle) (Producers: J.E. Norman)

Johnny Lee fars, "When You Fall In Love" capitalizes on the artist's easy-going vocal style with a smooth, full production. Since attaining national exposure with his 1976 hit "Good Lovin'" he has packing up strangers and a huge following among the country audience, and this John Son/Ford/Australia-penned offering offers no surprises.

MERLE HAGGARD (Epic ZSB 18978)

A Mother From Tennessee (from the album Buck Was Still Silver) (4:12) (Shade Tree Music, Inc. BMI) (M. Haggard) (Producers: M. Haggard, L. Talley)

With West Coast fever continuing, the arrival of ACM nominee "My Favorite Memory," the Hag's latest chronicles the erosion of the American way of life. "A Mother From Tennessee" - occasional bass rumbles emphasizes the lyrics of this "good time" lament, and even if a "Ford and a '66," just 10 years later you should," Haggard's rag and hear felt renditions are timeless.

BILL NASH (Liberty 22266)

Survival (from the album Music/Fist Lady Songs, BMI) (D. Knuston, E. Burton) (Producer: D. Burgess)

Hag's recording of "Survival" from his leg-endary war, hurricane and a Texas windstorm, and now Bill Nash is being tested in the sink-or-swim world of adds and drops. Backed by a soul band, the arrangement of ACOM names "My Favorite Memory," the Hag's latest chronicles the erosion of the American way of life. "A Mother From Tennessee" - occasional bass rumbles emphasizes the lyrics of this "good time" lament, and even if a "Ford and a '66," just 10 years later you should," Haggard's rag and hear felt renditions are timeless.

BLACK CONTEMPORARY JEFREY OSBORNE (A&M 2410)

I Really Don’t Need No Light (3:40) (Ov- duch, Redman, Williams, Inc./A&M Music Corp./Almo Music Corp./March 9 Music BMI ASCAP) (D. "Hawk" Wolinski, J. Osbor (Producer: D. Burgess)

Co-writer David Hawk Wolinski co- 
tributes the seamless song writing craft he developed with Rufus, while George Duke adds the production polish to former L.T. singer Osborne's soloing debut single, "Choco-late MILK" (RCA JH-13211)


H. Jones, H. Redman, Jr., M. Toles) (Producer: Allan A. Jones)

Publicizing this type of funk, and the result is an expectedly electronic number that groove to a rather catchy rhythm. A potentially big selling club mem-
ber from the "Blue Jeans" LP.

*Continued on page 10*
My Home's In Alabama
Platinum • Mountain Music • Platinum • Feels So Right • Double Platinum
NEWS & REVIEWS

WHISPERS (Solar S48008)

James’s Kevin Spencer and Ndrida Beadle co-wrote this lush production from the #1 “Love Is Where You Find It” LP, and labels the Whispers their usual tight vocal performance. The quintet’s splendid harmonies blend easily with the dense dance sound. A B/C smash.

AURRA (Salsoul S7 7023)
The title track from the Slave offshoot’s current LP, this follow-up to the Top Five B/C tune “Make Up Your Mind” sports a back-to-bass-ics groove behind Starlisa Young’s sweet, sexy vocals. Synthesizer sets a sultry mood.

FAT LARRY’S BAND (WMOT WS92798)
Act Like You Know (4:11) (Framingreg Music/Jamie Gang Music — BMI) (N. Martinelli, M. Birts, T. Price) (Producers: L. James, N. Martinelli)
A poppy production job and a new vocal addition, tenor Freddie Campbell, give this veteran Philly R&B act a revitalized sound that is as state of the art as any black dance music out now. Already hitting the B/C charts with a vengeance, its crack chart stuff, too.

NARADA MICHAEL WALDEN (Atlantic 4037)
“Confidence” to the tone of Walden’s latest, so it seems appropriate that the first offering from the LP be this Rick James-like statement of funk bravado. Street dance music.

NEWS & DEVELOPING

POP

XT&C (Epic 14-02975)
Judging from the first single from the “English Settlement” LP, it’s easy to see why Britain’s XTO has often been called a “thinking man’s pop band.” Andy Partridge’s lyrics are loaded with irony as he slips into a sort of medieval charade (hence the sparse Old English intro) trying to make sense of his world. The punchy, hook-laden chorus is the kicker, though.

COUNTRY

RICHARD LEIGH (Liberty P-B-1462)
The writer of the classic “Don’t It Make My Brown Eyes Blue,” Leigh displays an easy and pleasing vocal quality in an extremely melodic outing. A breezy, laid-back production by campaign Ant Reynolds provides a solid balance to a pleasing hook.

NEW ARTIST TO WATCH — Mel Albert, former Cash Box executive vice president and general manager who left the publication last year to pursue a full-time career in art, has completed a series of eight original sculptures based on a musical theme. Titled “The String Ensemble,” the hand-carved wood pieces are currently on display in a number of Southern California art galleries.

EXECUTIVES ON THE MOVE

Feln
Soular Promoted — Ray Soular has been promoted to executive vice president of national promotion at Kapp/RK, Los Angeles. He was formerly head of the west coast A&R division and worked as executive producer for Aplha Baze Music Publishing Co.

Changes At Atlantic — Atlantic Records has realigned its National Album Promotion Department. Alan Wolmark, while retaining his current position as associate director of national album promotion, will be moving up within the departmental structure. Joining the album staff is Danny Buch, formerly Atlantic’s New York local promotion representative, who has been named national secondary album promotion/special projects manager. Wolmark joined Atlantic Records in 1978 as national album promotion/special projects manager, and was promoted to associate director of national album promotion in October 1980. Buch had been Atlantic’s local New York promotion representative since January 1979.

Feln Appointed — Harold Feln has been appointed to marketing manager, eastern region for CBS Records. He joined the CBS Records sales organization in 1981 working at the New York branch office. Prior to that he was a regional product and marketing manager for MCA Records and London Records.

Glissy Named — Philly World Records has announced the appointment of James L. Glissy, to director of sales and marketing. He comes to Philly World Records via the coast.

Darst Named — Island Records has named Ellen Darst director of artist development. Prior to joining Island, she was east coast artist development manager for Warner Brothers Records and music director at WBON-FM in Boston.

Chrysalis Promotes Marks — Chrysalis Records has announced the promotion of Gary Marks to manager of marketing. He has been with Chrysalis Records for three years and most recently was sales and merchandising manager.

Holser Appointed — Tom Holser has been appointed as director, marketing and sales, for Mega Records. He comes to Mega from Takoma Records where he was in charge of national promotion and marketing.

Hoffman Appointed — Steve Hoffman has been appointed catalog research & development coordinator for MCA Records. He has been with MCA since 1977. Prior to that, he was affiliated with both KMET and KLAC.

Changes At BASF — BASF Systems Corporation has promoted Paul Kontrimas to product manager, professional products. He joined BASF in 1980 as an assistant product manager. Prior to this, he had been marketing services manager for H.H. Scott, Incorporated. Also appointed was R. Thomas Skillin as manager for military sales of its audio and video products. He was formerly employed in a similar position by the Kendall Company in Boston.

McCarty Named — Vicki McCarty has joined Judi Barlowe Fields Management, McCarty was previously associated with Comfort/McCarty Management, and in her new association will be involved in the handling of the careers of the Righteous Brothers, Bill Medley and Danny Wells.
Symptom #2: Strong desire to "Do The Donkey Kong"

Everybody's going for the record! Everyone's going for "Pac-Man Fever"! The single, "Pac-Man Fever," hit the Top-5 on all the charts and is way past the million mark in sales! The album, "Pac-Man Fever," is making incredible jumps in every trade and will very soon be platinum! This, then, is the perfect moment to unleash single number two from "Pac-Man Fever." The time has come to DO THE DONKEY KONG.

Sam Goody, Inc. Case Adjourned Until May 14

NEW YORK — The hearing for pretrial motion to dismiss a racketeering lawsuit filed by Sam Goody counterculture tape case has again been adjourned at the request of both sides, this time until May 14. According to John Jacobs, executive assistant to the solicitor general of New York, the case has been delayed once again to allow the solicitor general to review the appeal. The court will reconsider the case on its own initiative or on the request of either side. The case has been pending since the 1981 convictions of the Sam Goody, Inc. and its vice president, Sam Stolton, on July 27, 1981. Stolton has also been re-arrested, alleging misconduct from the prosecution.

Goody was convicted on one count of interstate transportation of stolen property (ITSP) and one count of criminal copyright infringement. Stolton was convicted on one ITSP count and three infringement counts.

Chi - Sound Int'l Opens West Coast Office

LOS ANGELES — Chi-Sound International Records, headquartered in Chicago, has recently opened an office in Los Angeles. Industry veteran Carl Davis will preside over the new independent label.

Len Chedosh, formerly R&B and Jazz Chart Editor for Cash Box, has been named director of West Coast operations for the label. The office is located at 6230 Beverly Blvd., Suite 28, Los Angeles, Calif. 90048. The telephone number is (213) 655-8404.

Home Taping Movements To Senate; Mathias Amendment Debated

(continued from page 6)

only would not violate copyright laws.

The committee heard much the same arguments presented at the House hearings in Los Angeles the week before. Motion picture and recording industry leaders argued that home taping siphons off a significant percentage of the potential revenues of both the motion picture and recording industries; that such a drain handicaps both industries by driving up prices for their products; and that duplicating copyrighted works without permission or payment violates the entire principle of "copyright."

On the other hand, representatives of the audio and video hardware and blank tape manufacturers once again argued that they are being made scapegoats for the current slumps in both industries; that competing leisure industries are more responsible for the drop in revenues for films and records; and that "time shifting" still dominates home video taping practices (instead of "library building").

More Action?

Following by one week the House hearings, the Senate proceeding was seen by some observers as the more critical of the two. The feeling on Capitol Hill is that the Senate is taking a much more urgent view of the issue than the House, so any further action on the Mathias Amendment might galvanize the House into acting on its equivalent bill, H.R. 5705, sponsored by Rep. Don Edwards (D-Calif.). Both Sen. Edmund S. Muskie and the House will hold additional hearings in the near future, though no dates have been set yet.

President Reagan before the committee in favor of the Mathias Amendment were made by Stanley Gottlieb, president of the Recording Industry Assn. of America (RIAA), and Jack Valenti, president of the Motion Picture Assn. of America (MPAA). In addition to aides and consultants, they were accompanied by new Beverly Hills, operatic star and impresario, and Charlton Heston, movie star and former president of the Screen Actors Guild. Along with the copyright licensing fee was David Ladd, U.S. Register of Copyrights.

Opposing the copyright fees were equipment manufacturer representatives headed by Charles D. Ferris, former FCC chairman, now a Washington attorney, and Jack Wyman, senior vice president, consumer electronics group, Electronic Industries Assn. (EIA).

$1 Billion Loss

Arguing in favor of a copyright fee, Gottlieb and aides emphasized that the record industry was losing $1 billion annually from home taping of music either from out-of-the-air or from borrowed records. He noted that a record rental store had opened in Los Angeles ("99 cents for 24 hours"), threatening a new distribution service that has spread all over Europe and Japan, he said.

The RIAA president noted also that almost 230 million blank tapes had been sold in the United States last year and that the retail value of lost sales is here.

NEWS & REVIEWS

Coast to Coast

EAST COASTINGS — RCA said to be near a deal with the Pointer Sisters ... Action is hot 'over at Hanball Records, where label honcho Joe Boyd is producing Detuk's next album, "Thermomocleural Sweat," and the debut EP of Cool It Reba. Co-producer for Reba is Margo Core ... MSI Records has signed the Group Nerva to the label. God-thrust debut Jackson Hill & David Kerkenbaum producing for A&M. Nina Hagen with Mike Thorne producing for CBS International; and Lou Christie producing his own LP for shopping. Speaking of shopping, we recently heard that the pleasure to hear an in-studio interview with Robert Greenberg and Honolulu counter-rocker Rob Friedman at New York's Penny Lane studios. Friedman and co-producer Ali Serna should have to wait too long for a deal on this one ... Columbia Records will be giving the boys in the Carolinas a run for their money this summer. The label plans to release their own "Beach Music" collection ... Former Supreme Larry Wilson producing for Cimarron Records, given April 26, at a special benefit for the Alvin...
IN MEMORIAM

TIM STICHHNOTH
August 9, 1957 - April 18, 1982
‘Jenny’ 45 Sparks Surge Of Tommy Tutone LP Into Top 40

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is Tommy Tutone’s “Jenny” 2" LP, which jumped to #34 bullet, up from #51. The album was first released last September, but failed to generate much action. Yet despite Tutone’s lack of appeal, the Top 100. However, on the strength of the “867-5309/Jenny” single, which is at #9 bullet on the Cash Box Top 100 Singles chart, “Tutone 2” is finally a success. The LP is selling well in the West, Midwest and East and is starting to kick in at the rack.

TOP TEN HIGHLIGHTS — Remaining almost statux quo, Chariots Of Fire maintains its stranglehold on #1. with all regional sales coming in very strong. And now, the single reposes its LP counterpart at the top position this week after 21 weeks on the chart. Number four bullet, Rick Springfield, and #6 bullet, Asia, continue to show retail growth, but we are still unable to move up due to the strength of J. Geils. The Go-Go’s and Joan Jett... After five weeks at #11, Loverboy finally cracked the Top Ten at #10.

TOP 100 HIGHLIGHTS — Alabama moves up another notch to #11 bullet in its climb to the Top Ten. Huge rack sales are the key here, plus exceptional retail activity in the South and Midwest... Based on excellent sales patterns in the South and Midwest, Willie Nelson jumps to #15 bullet from #19... Aldo Nova cracks the Top 20, moving to #17 bullet, up from #21, with increasing sales led by the Midwest and West... The Scorpions have also cracked the Top 20 with its best-received album to date. Strong sales out of the West and Midwest... The Human League, #26 bullet, is getting a good push from its hit single, “Don’t You Want Me”, which is at #25 bullet on the Top 100 Singles chart. Excellent sales in the East and good sales in all other regions... Buckner & Garcia’s “Pac-Man Fever” at #27 bullet remains one of the hottest rack items of the year... Three black contemporary albums that continue their hot streaks up the chart are by Cameo at #28 bullet, Roy Parker Jr. at #31 bullet and Denice Williams at #43 bullet. Cameo and Parker are both exceptionally strong in the South and West, while Williams has excellent East Coast sales... Toto, at #45 bullet, showing very strong retail in the East and good sales in the Midwest and West... Richard Pryor, at #51 bullet, up from #67, is doing particularly well in the East and South... John Tull, at #56 bullet, up from #79, had good second week’s action out of the Midwest, South and West... Patrice Rushen, #59 bullet, had big sales reported on the coasts... Greg Kihn breaks into the Top 100 at #60 bullet, up from #110, with strong sales out of the West and Midwest... The Dazz Band, #82 bullet, and One Way, #83 bullet, also break into the Top 100. Dazz Band selling best in the Midwest and West, while One Way is doing well in the South and Midwest.

101 TO 200 HIGHLIGHTS — The soundtrack to Cat People, at #105 bullet, is doing quite well in the East and Midwest... Charlene, #106 bullet, up from #142, is very big in the South and Midwest... Pavarotti, at #121 bullet, up from #133, continues to be a big item on the East Coast... Outlaws, #128 bullet, are doing well in the Midwest and West... Hank Williams Jr., at #137 bullet, up from #159, is selling well in the South, particularly Texas... Point Blank, #141 bullet, is showing good retail activity in the West and in the Midwest... DEBUTS — The top debut this week is Rainbow at #68 bullet. Sales are exploding out of the Midwest and West... Following closely behind is the Temptations’ “Reunion” LP at #71 bullet, with good initial response out of the South and on the East Coast... The Motels debuted at #98 bullet, with good response out of the West and East... John Cougar, at #111 bullet, showed good early response out of the Midwest and West... Dave Edmunds, #120 bullet, showed good acceptance in the East and Midwest... A Taste Of Honey, #127 bullet, is doing well in the South and East... Junior, #135 bullet, showed best early reaction out of the South and West... Stars On Long Play III, #140 bullet, did well in the Midwest and East... Split Enz, #152 bullet, is showing best reaction out of New York, Chicago, Milwaukee, St. Louis, New Orleans and Denver... Don Williams, #157 bullet, is happening out of the South, as is Brass Construction at #168 bullet... Mike Oldfield, #175 bullet, is selling in the Midwest... Other debuts include Trouble Funk at #177, “D” Train at #183 and Les Groenwood at #189.

RECORDS TO WATCH — Albums most likely to hit the charts in upcoming weeks include Van Halen’s “Diver Down” on Warner Bros., “Jump Up” by Elton John on Geffen, Robert Palmer’s “Maybe It’s Live” on Island and “Extraterrestrial Live” by Blue Oyster Cult on Columbia.

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

1. HUMAN LEAGUE
2. CAMEO
3. TOMMY TUTONE
4. DENICE WILLIAMS
5. JETHRO TULL
6. RAY PARKER, JR.
7. TOMO
8. CHARLIE DANIELS BAND

NORTHEAST

1. HUMAN LEAGUE
2. SECRET POLICEMAN’S OTHER BALL
3. SOFT CELL
4. TOMMY TUTONE
5. SHALAMAR
6. TALKING HEADS
7. CHARLIE DANIELS BAND
8. RAINBOW
9. BUCKNER & GARCIA
10. DENICE WILLIAMS

SOUTHEAST

1. RAY PARKER, JR.
2. SHALAMAR
3. CAMEO
4. DENICE WILLIAMS
5. HANK WILLIAMS, JR.
6. TEMPTATIONS
7. CHARLIE DANIELS BAND
8. HUMAN LEAGUE
9. TOMMY TUTONE
10. O’BRYAN

BALTIMORE/WASHINGTON

1. RAY PARKER, JR.
2. TEMPTATIONS
3. PATRICIE RUSHEN
4. CAMEO
5. RICHARD “DIMPLES” FIELDS
6. ATLANTIC STARR
7. MIDnite
8. THIRD WORLD
9. WAR
10. JETHRO TULL

WEST

1. HUMAN LEAGUE
2. PATRICIE RUSHEN
3. TOMO
4. TOMMY TUTONE
5. MOTELS
6. HUEY LEWIS
7. K.D. LANG
8. GREG KIHN BAND
9. JETHRO TULL
10. DENICE WILLIAMS

MIDWEST

1. CHARLIE DANIELS BAND
2. JETHRO TULL
3. RAINBOW
4. TOTO
5. TOMMY TUTONE
6. RAY PARKER, JR.
7. HUMAN LEAGUE
8. ATLANTIC STARR
9. HUEY LEWIS
10. RICHARD PRYOR

NORTH CENTRAL

1. BUCKNER & GARCIA
2. JOHN DENVER
3. BERTIE HIGGINS
4. DUKE OF HAZZARD
5. KIDS FROM FAME
6. JOANIE GREGGAINS
7. DON WILLIAMS
8. FAME
9. HANK WILLIAMS, JR.
10. CHARLENE

DENVER/PHOENIX

1. TOTO
2. CAMEO
3. BERTIE HIGGINS
4. DENICE WILLIAMS
5. MOTELS
6. TOMMY TUTONE
7. HUMAN LEAGUE
8. GREG KIHN BAND
9. HUEY LEWIS
10. JETHRO TULL

SOUTH CENTRAL

1. RICHARD PRYOR
2. CAMEO
3. RAY PARKER, JR.
4. JETHRO TULL
5. DENICE WILLIAMS
6. ATLANTIC STARR
7. RICHARD “DIMPLES” FIELDS
8. TEMPTATIONS
9. CHARLENE
10. HUMAN LEAGUE

This listing of records outside the national Top 25 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
WHAT'S IN-STORE

RCA FANS THE FIRE — RCA Records feels that a major selling point in marketing its soundtrack for Quest For Fire is that the score is a motivating factor in the screen action. So to support the record, the label, with close cooperation from the 20th-Century-Fox Foxail records division, booked ad film shows to record to major radio stations in their areas. Other promotional activities include a national display contest, and production of various sized posters, mint, flats, album cover empties, matchbooks and Bickford's stickers. (Out next: Deitrich's, Fox.) The label also ran a national radio contest awarding regional winners 15 Charmglow gas grills, 30 boxes of six-ounce Omega steaks, 15 framed theater lobby posters and 50 Ernst Haas portfolios of color scenes from the film. The prizes will be given to those retailers creating the best window and in-stores displays from supplied posters noting the soundtrack's availability on RCA.

HANDSHAKE'S SHAKEDOWN — Handshake Records went the retail route instead of radio in breaking Memphis rock singer Debra DeJuan in her hometown. Due to heavy in-store activity John Howard and the full major retail market, proved the perfect audience to Coach Dean Smith's "Tar Heels" thrilling victory in the finals in New Orleans. "I've never seen anything like it in my six years in retail," says London.

TUCKER'S THE ONLY TOWN IN Indiana — The Tucker's warehouse/home 12'' album and the Turtles' "School Days" show in Columbus, Ohio, are the 24th and one for the Atlanta-based chain, its first store more than an hour's drive from Atlanta. Columbus is 250 miles away from the home base. The new store was managed by David Sanders, former manager of Tucker's.

CHARLIE COMES DOWN TO PITTSBURGH — Charlie Daniels chopped his 12-string mahogany guitar and strummed tenacious "The Devil's Cat" on the Charlie Daniels Band's debut album for Warner Bros. The band performed at the Pittsburgh Arena and filled the arena to capacity.

NEW MCA MIDLINES IS COLLECTABLE — MCA Records is inaugurating its $4.98 list price Collectibles midline with 19 titles to be released next month. Collectibles is a spinoff of the label's Jazz Heritage midline series, and its issues run the 1920-60 pop music gamut. The artists featured in the initial release are the Impressions, Maybelle Carter, Gale Storm, Dick Powell, Deanna Durbin, Tommy Roe, Lloyd Price, Bing Crosby, Marlene Dietrich, Rich Nichols and His Five Pennies. Tony Martin, Eddie Cantor, Hoagy Carmichael, the Amen Brothers, Tex Beneke, Johnny Burnette, Rock 'n' Roll Trio, the Dorsey Brothers Orchestra, Milton Brown and His Brownies and the Slim Gaillard Trio. Some of the discs are geared to kids; others, like the Crosby album, are comprised of rare tracks. The Gaillard set is said to be worth $300 among collectors.

Despite Drawbacks, Labels & Retailers Stress Long Term Benefits Of In-Stores

(continued from page 5)

breakout with a conjuction that's a concert tour, largely supplanting promotion tours as a means of exposing an artist to his fans at retail.

Restocking of the artist's product, in- creased in-store display and airplay, along with proper promotion — including time buys, print ads and press exposure — and tighter security are necessary preparations for the successful in-store event.

Most of those contacted said timing was as much key to the success of an artist in-store appearance as was the popularity of the artist...in a particular market. Something which something which......

While there was no consensus on the type of artists that were best suited to the in-store, it was generally agreed that the superact stars are less likely to do such promotions because of security problems that may arise, tour scheduling and what retailers perceive as indifference... 

Though most agreed that the in-store can be an important ingredient in building the store's image with the community, those contacted pointed out that discretion in choosing which artists should appear in-store was the initial key to a successful event.

"I don't want to be put in the position where I have to explain to the artist, his manager or record company why nobody showed up for an in-store," said Hellacher, adding "You've got to have the guts to say no to some manufacturers requesting to do in-store appearances.

Hellacher also said that the formula to observe when considering an in-store with an artist is whether or not the act has an appealing image, and that the artist must be coupled with the act having the right media exposure at the right time.

Agreeing that a store's community image can be enhanced by artists visiting the store and making retailer appearances with fans, Cal Simpson, owner of Simpson's Wholesale inDetroit, added that the biggest beneficiary of the in-store is that "artists who shows his fans that he's not too big to come in to the neighborhood store and sign autographs. "A lot of the younger kids who buy records can't attend concerts," Simpson said. "If he can give them an opportunity to meet their favorite artist any way." 

A few of those recognized that with tight concert scheduling, usually a series of one nighters, it's difficult for some artists to do the in-store appearances.

Magazines say that as artists become more popular they are less available for in-stores, Keith Hudson, general manager of Hudson's Record World in New York City, said "I can understand when an artist comes to town and will only be here long enough to do one nighter."

"But those artists who come in and spend one day in seclusion and refuse to do press, radio or in-store find that attitude reflects in the way their product is treated through in-store display and airplay," Hudson continued, adding that it is harder to push artists who will not make themselves available to the public.

Disrupt Business?

While most retailers surveyed felt the advantages outweighed the disadvantages, others said that in-stores seriously disrupted their business. Some felt that in-stores accomplished with in-store appearances, said Ben Karol, president of King Karol Records in New York City, "Having in-stores can disrupt the normal run of business. We don't sell product on a lot of other artists."

He said that his stores discontinued artist in-store auto graph sessions 15 years ago claiming that the cost of promoting the in-store through radio time buys, print ads or in-store appearances is more than- worth the profit the store may realize from the artist's fans, "especially when the store has no other way to use the space."

When people show up there's a security problem because, you have a riot scene on your hands," Karol added.

Joe Andrews, vice president and general manager at the Miami-based Spec's chain, said that while occasionally an artist is like Rick Springfield can generate increased...
VIRGIN BRIEFS — Who will be representing CBS in the executive ranks of the new management team for the CBS/Fox joint venture once it is officially set up next month? That's a good question, considering that CBS Video Enterprises (CVE) president Cy Leslie is moving to MGM, taking former CVE vice president, business administration, Hyman along with. Meanwhile, former vice president of operations and Telecommunications group vice president Bud O'Shea to take a top post ... On Golden Pond, it hasn't heen there to be a 20th Video release in May, but do you know the reason why the MCA/Universal Studios release didn't wind up on MCA Videocassettes, as virtually all Universal pictures do? The answer, according to sources inside the company, is quite simple. When Universal signed the deal with Associated Film Distribution Corp. for theatrical distribution of Golden Pond, the home video rights were excluded. Thus, a separate deal was negotiated with 20th. The MCA sources say that the company will not get the home video rights to the forthcoming Universal/AFD films but that Wilson Nelson and Glenn O'Neal, among others, will. However, where a third skedded Universal/AFD pic, Dark Crystal, created by Muppets meister Jim Henson, will end up is still in question. MCA is locking up a month's release of the brown box TV shows, Barbarella, a "shot-em-up western" with Wilson Nelson and Gary Busby, of LeMat, though.

STAR WARS: RENTAL OR SALE TITLE? — According to the latest word from video dealers (20th Century-Fox is still very hush-hush about particular) the forthcoming home videocassette of Star Wars will be offered under a unique structure where there will be dual sales and rentals policies. According to one dealer, if a customer wants to purchase the blackubber outright, he or she can pay the usual price of $15 (the rental is similar to the for sale project, just prior to the Summer Consumer Electronics Show in Chicago ... Moreover, 20th is re-releasing The Making Of Star Wars/Saga X to Empire Strikes Back to drum up excitement for The Real Thing. The price of the 120-minute, behind-the-scenes look is $39.95.

ANDRE BLAY CORP. GETS RANK TITLES — Andre Belay is diversifying. When last we checked in with the founder and former president of Magnetic Video, he had just begun marketing an adult video magazine entitled New Look, which had a decidedly European tone to it (as opposed to Playboy's planned entry), which is a home video version of its Playmate of the month. Belay's Playmate of the month, as well as other selected monthly titles in the package. There have been no foreign outlets for this period from such classics as the Sebastian, Colette-Laurence Harvey version of Romeo & Juliet, through Noel Coward's Is In Which We Serve, to the Carry On comedy series, right up to two more recent Rank films Eagles' Wings, with Mary Ure and Sam Wanamaker, and the critically acclaimed Soldier Of Ordeal, with Rutger Hauer. A number of Rank films, as mentioned but in some cases, have been already licensed for North America — including The Red Shoes, A Night To Remember, Hamlet and Brief Encounter, among others. But Belay has acquired South and Central American rights to a number of titles and other 11 films and 11 other titles. Video Production Notes — Paul McCartney has been quite a presence in video clips of late. The former Beatle saw the nationwide premiere of his artfully-directed video with Stevie Wonder for "Ebony And Ivory," the first single from his "Tug Of War" LP, on the ABC-TV show Fridays last week. Just prior to that came word that a 13 minute clip called The Cooler, featuring three McCartney-penned songs for Ringo Starr's LP Step And Strong The Roses," was nominated for an award at the upcoming Cannes Film Festival. The three songs featured — "Private Property," "Short Fall" and "Attention," star Paul and spouse Linda along with Ringo and his wife, Barbara Bach. Directing were former 10th Street Artistic Director Leonard Keve and Gordon Kyle. Production has been completed at National Video on a one-hour in-concert program featuring Columbia Records jazz fusion artist Al DiMeola, entitled Live At The Savoy. The concert was videotaped on February 7 of this year at NYC's Savoy and includes players in attendance along John Stowell, Steve Gadd and Jan Hammer along with DiMeola.

FOLK CONVENTION GETS SHOWTIME AIRING — Many people may believe that folk music faded with flower children, but a recent reunion concert of several luminaries from the era has been produced and will be shown this year. The concert was sponsored by the Wolf & Rissam's Country Club in Reteda, Poland. As a showtime "Hootenanny" special the concert brought together Judy Collins, Glenn Yarbrough and the Limeliters, Mary Travers of the Peter, Paul and Mary fame, John Hiatt, Tony Paxton and Tom Paxton, and folks band Four, in addition to comic relief from Fireing Theatre. No air date yet but we'll keep you posted.

LA VIDEO SHOW COMING — The eighth Los Angeles Professional Videocassette rolls into the North Hall of L.A.'s Convention Center downtown May 19 for a three-day stand. Run by C.S. Tepfer Publishing, the Videocassette is both a conference and trade show offering hands-on workshops and small, in-depth seminars and general conferences, in addition to more than 90,000 square feet of product exhibits from more than 75 manufacturers. Admission to the exhibit hall is only five dollars.

NEW VIDEO SOFTWARE RELEASES

This listing of new videocassettes and videodisc software releases is designed to keep home video retailers and dealers abreast of the latest product available and in the used, or renting, or selling market. Product is separated into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listed may not have been assigned either a catalog number or price at press time.

ON GOLDEN POND
Cassette — 20th Century-Fox 9037
Price $58.30

THE CHANGELING
Cassette — Vestron VAE6006, VEB6006
Price $69.95

TRIBUTE
Cassette — Vestron VAE6003, VEB6003
Price $69.95

PICNIC AT HANGING ROCK
Cassette — Vestron VAE4003, VEB4003
Price $69.95

MADAME ROSA
Cassette — Vestron VAE4004, VEB4004
Price $69.95

LA GRANDE BOURGEOISIE
Cassette — Vestron VAE4005, VEB4005
Price $69.95

UNDER CAPRICORN
Cassette — MCA MVR6800, MVR6800
Price $59.95

HUMAN EXPERIMENTS
Cassette — VidAmerica R203
Price $59.95

THE MARVELOUS LANDS OF OZ
Cassette — MCA MVR6507 (stereo) $58.30

GHOST BUSTERS
Cassette — MCA MVR7006
Price $101.46

THE GANGSTERS WARS
Cassette — MCA MVR5680
Price $59.40

HEARTBEATS
Cassette — MCA MVR5689
Price $59.40

JOE KIDD
Cassette — MCA MVR6006
Price $70.20

STAGE VIVID
Cassette — MCA MVR6800, MVR6800
Price $73.95

TOP 30 VIDEOCASSETTES

1 THE FRENCH LADY'S WOMAN
30TH Century-Fox Video 4688
"49.95

2 SUPERMAN II
Warner Home Video WI-1120
"99.95

3 BODY HEAT
Warner Home Video LD-9709
49.95

4 OH ONLY WHEN I LAUGH
Gold Castle Video, Entertainment 1042
59.95

5 FOR YOUR EYES ONLY
Warner Home Video CR-7088
59.95

6 AN AMERICAN WEREWOLF IN LONDON
Universal City Studios, Inc., MCA Distributing Corporation 77004
49.95

7 ATLANTIC CITY
Paramount Pictures, Paramount Home Video 1690
49.95

8 RICH AND FAMOUS
MGM/UA 0721
39.95

9 THE CLASH OF THE TITANS
MGM/UA 0910
109.95

10 THE HOWLING
20th Century Fox Video 4705
79.95

11 EXCALIBUR
Warner Home Video OR-7088
129.95

12 D.O.T.
MGM/UA CR6 1109
119.95

13 PRINCE OF THE CITY
Warner Home Video CR-7088
139.95

14 RICHARD PRIOR LIVES IN CONCERT
Victor VTS3600
149.95

15 CONTINENTAL DIVIDE
Universal City Studios, Inc., MCA Distributing Corporation 77001
169.95

16 FORT APACHE, THE BRONX
Paramount Home Video 1680
199.95

17 EYE OF THE NEEDLE
Paramount Home Video 1681
259.95

18 HALLUCINATION II
MCA Distributing Corporation 77005
199.95

19 SPACE STATION 19
20th Century-Fox Video 4720
299.95

20 THE DIARY OF A QUIDDITCH PLAYER
Warner Home Video 77002
179.95

21 MOMMIE DEAREST
Paramount Video, Paramount Home Video 1681
219.95

22 PATERNITY
Paramount Pictures, Paramount Home Video 1681
239.95

23 TARZAN, THE APE MAN
Cinemax Video, Cinemax Video 1705
249.95

24 PRIVATE BENJAMIN
Cinemax Video, Cinemax Video 1705
259.95

25 STIR CRAZY
Cinema Pacific Video, Cinema Pacific Home Video 1704
269.95

26 ALTERED STATES
Cinemax Video, Cinemax Video 1706
359.95

27 FROM RUSSIA WITH LOVE
Cinemax Video, Cinemax Video 1707
379.95

28 ZORRO, THE GAY BLADE
20th Century-Fox Video 1714
79.95

29 THE HARDER THEY FALL
Cinemax Video, Cinemax Video 1715
89.95

30 VICTORIAN VIDEO
Paramount Home Video 1704
99.95
Despite Problems, Labels And Dealers Still Support Artist In Store Visits

store traffic from consumers who don’t normally shop in record stores. “If you go to a record store, you get to see the different covers, talk to the salespeople. People tear up displays, rip off some product,” Hugo said. “It’s a unique experience.”

Regardless, as everybody’s president Tom Keenan put it, “I think we need to do everything we can to get people into record stores, because if they don’t spend $1,000 to promote an in-store and sell only 500 units, ‘people still feel good about your store.’”

Bolstering that point and illustrating the importance of timing and having the right artist in-store, Lee Cohen, vice president of marketing for the L.A.-based L’arcifice Pizza stores, said that one of the chain’s new store openings benefited from an in-store appearance.

“We opened our Santa Barbara store with a Pretenders in-store about two years ago, and ever since then, in the college kids in the area, the folks just really built an excitement around the new store and the block. People remembered that event and returned because they thought it was the place to be.”

Record companies agree that building excitement through an artist’s visit to a store has long range benefits. According to Mike London, vice president of sales for Motown Records, “We’ll do these customers already have the album by the artist appearing in store. But a lot of times what happens is that people will return to the store to buy another LP.”

Noting that the label recently went through a period where it felt it was impressed with the results of some in-store appearances, Lou Maglia, vice president of sales for Elektra/Asylum Records, said the Store Record Bar brand was put on the road on a promotional tour where they did a series of press and radio interviews and met with consumers in-store.

“When the group even being on tour, we were able to create an excitement about them.” Maglia noted, adding that Lakeside — with their colorful garb and magic motif is “the band that the record business counts itself to the in-store and can encourage people to come out and see them.”

Problems

Major problems surrounding in-stores seem to center on security, inequitable market coverage and artist availability.

Most of those contacted said that when a popular artist prepares for an in-store, extra security must be hired, partly because crowds might get out of hand — disrupting traffic and hampering surrounding businesses — but also because several artists are now sensitive about because of the Lemon showering down on the lives of other entertainment figures.

The other major concern was equitability in community relations and in-store opportunities to retailers in different markets.

As Simpson put it, “I can look in a L.A. newspaper and see where a major black act has appeared at a white run shop, but I can’t get a major pop act touring in the area to do an in-store here (in Detroit).”

Others not as frequent as it used to be, the in-store does provide a higher profile for the artist in a local marketplace where fans can talk directly to an artist or musician. The fans benefit. The artist image is enhanced. But the dealer, despite only minimal increases in LP sales, also gains from in-store appearances, as they are really important on the local level because a store can always use better coverage in the community relations and is good to get the store staff’s juices going.”

Diverse Cast Of Artists Covering Songs From Robinson’s Catalog

LOS ANGELES — Smokey Robinson’s chart success is by no means limited to his own renditions of songs he has penned. The current chart success of Sister Sledge and a variety of cover acts demonstrates the value of “Motown Guy” and A Taste of Honey’s “I’ll Try Something New” on Capitol are prime examples of this.

In addition to the Sister Sledge and A Taste of Honey covers of the soul crooner’s tunes, Jeanie Tracey’s Fantasy LP includes a version of “Your Very Standby,” Debra DeJean’s Handshake album contains a version of Robinson’s “You Really Got A Hold On Me” for which he wrote the words and arrangement on an LP uses “Cruisin’ ” for dance and exercise.

But the Robinson cover parade doesn’t stop there. In coming months, Blondie will do a version of “The Hunter Gets Caught By The Game” on Chrysalis; Capitol’s O’Bryan will cover “Still Water (Love);” Aretha Franklin will do “Just My Daydream” for Arista; Dobie Gray is prepping his version of “Jan” of “ Tears Of A Clown” for Warner Bros.; Randy Crawford will be releasing “I’m Gone” through Virgin, and the Planet Records will be releasing a version of “Don’t Mess With Bill” by June Pointer.

The reason for such a diverse set of artists covering Robinson tunes? “It’s hard to pinpoint Smokey’s style,” explained Jay Lowy, vice president and general manager of Jobete Music, which administers Robinson songs.

But the enduring nature of Robinson’s songs, according to Lowy, is not the only reason his songs are widely covered. He said that Jobete has actively lobbied with artists and producers for the Robinson catalog. He said that sampler albums of Robinson tunes have been circulated in the industry the last few years leading to a number of artists with a variety of styles covering and recording Robinson songs. Connie Smith, Ronstadt, Peter Tosh, Eddie Money, Captain & Tennille, Rita Coolidge, Kirk and Barnes.

“Many times we would take a song like the Temptations’ “My Girl” and incorporate it into a rock version, or a Motown sound,” Lowy said. “Now a lot of artists aren’t making the music themselves, they’re recording songs like the ones we have.”

The music world recognizes the 60’s music and accepts it quite readily,” said Lowy. “One of the most important writers during the period was Smokey Robinson.”

Orchid Releases Office

LOS ANGELES — Orchid Public Relations recently relocated offices to 1505 N. Commonwealth Ave., Suite 214, Las Vegas, Calif. 90028. The new telephone number is (213) 462-1435.
FREEZE FRAMES FROM J. GEILS L.A. BASH - EMI America Records threw a huge carnival-style party at the S.I.R. soundstage following the band’s box office record-breaking appearance at the L.A. Sports Arena. Label executives and artists turned out for the festive event, which included authentic midway games and calliope music, in addition to a gold and platinum awards ceremony. Pictured enjoying the marketing, EMI America/Liberty: Jim Williams, vice president, promotion, EMI America/Liberty.

MTV Doing Cross-Promotions With Labels And Cable Cos.

(continued from page 5)

tists tagged with their current album titles and record labels. Two thousand of the cards were distributed by Atlantic and RCA Records to record stores in the MTW market coverage areas through the labels’ branch merchandising systems, while MTV sent 50 more to each of its six regional marketing directors, as well as samples to each cable affiliate.

Four of the nine concerts in the series featured artists on either Atlantic or RCA. The first counter cards, which were created for the Dec. 26-Feb. 26 concert series, were distributed through the CBS Records merchandising system, due to the dominance of CBS acts on that schedule.

Prominently positioned on the counter cards is the National Assn. of Recording Merchandisers (NARM) “Give the Gift of” logo, and Sykes says that MTV ties into the “Gift of Music” campaign in all promotions.

Another in-store cross promotion service performed by the record companies is distribution of regular artist-in-store posters shipped with MTV concert information tying in the live concert with the album. Sykes cites a Charlie Daniels poster provided by CBS in support of his March 15 MTV appearance. The poster worked well since the concert’s airdate coincided exactly with the release of both his “Windows” LP and the accompanying video.

The record companies are also buying MTV concert advertising that ties-in current LPs with stores, and at least one location, have chipped in to buy a projection TV screen for in-store MTV play. Marty Feldman, manager at Peaches Records & Tapes in North Miami, Fla., will have a new big screen set and playback machine installed this week thanks to Capitol, CBS, PolyGram, and RCA. According to Harry Fox, RCA’s Miami branch manager, Peaches has helped break numerous RCA acts in Miami. The MTV installation, he added, will provide RCA with a video vehicle for promoting its acts in-store.

Miami is served by Storer Cable Communications, the fifth largest system operator (MSO), which is also one of a dozen or so cable systems to have an “MTV coordinator.” Mark Greenberg, director of marketing at MTV, is working to increase the number of MTV coordinators nationwide.

The MTV coordinator is part of the cable system’s marketing department and is in liaison both with MTV and with local record stores. Greenberg said that the coordinator makes it easier for the company to work with retailers, which is extremely important in exploiting the benefits of MTV to all parties.

The major promotional tool utilized to this effect is the “MTV Survival Kit,” which is an in-store merchandising device provided by MTV to cable operators and sometimes directly to retailers. The kit includes four differently-colored buttons, bumper stickers, in-store posters, guitar picks, handbills, a counter card banner, “As Seen On MTV” album stickers, and marketing information. The operation is then encouraged to distribute the materials directly to local record shops as a way of establishing a cross-promotional relationship valuable to both.

The MTV coordinator then maintains the relationship by re-supplying the retailers with materials as well as concert listings, video playlists, and any other pertinent information provided by the company to MTV. The stores benefit by increased traffic seeking giveaway items and by being identified as an MTV location, particularly if the cable operator provides a cable drop for in-store play. The operator benefits by increased awareness of MTV’s availability on his system.

Some operators are working special cross-merchandising MTV promotions with retailers. Storer provided MTV tapes at Spec’s Records & Tape stores in Hollywood, Fla., and also set up in-store tables for giving out MTV merchandise and subscription information. Cox Cable in Spokane, Wash., runs character-generated blurs on its information channel promoting MTV-related retail contest.

Continental Cablevision of Lansing, in Lansing, Mich., is offering a “One Night Stand” concert promotions, which flies winners to superstar concerts and, back, and provided limousine service to the winner. That also True Value Stores show at the Lansing Civic Center. The contest was promoted through local record stores with in-store displays and advertising designed to create traffic.

The Lansing cable company is also contracting the two-month local in-house contests.

Senate Heats Home Taping Debate

(continued from page 12)
taping was estimated at $2.85 billion in 1980. This is the equivalent of 456 million albums. In 1981, he said, the record industry produced only 475 million albums, so, he observed, “Taping in short is taking off.” Gortikov noted that in 1981 the record industry produced eight percent fewer albums than the year before and 32% fewer than in 1979.

EA’s Wayman, opposing the concept of a copyright fee on audio tapes, challenged the RIAA contention that alienating record sales were due in large degree to home taping. Teenagers, who were the largest buyers of tapes, he said, are no longer buying records; they’re spending their money on video games.

RCA’s Valentine and associates noted that VCR is the only medium that doesn’t pay a copyright fee and that 75% of VCR owners tape for library use. He also made much of the fact that there are VCR accessories that permit the deletion of com-
23 THE CARS • SHAKE IT UP • ELEKTRA

111 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM

2 THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA

5 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BALLROAD

103 FRANKIE & THE KNOCKOUTS • BELOW THE BELT • MILLENNIUM/RCA

80 GREG KIHN BAND • KHINTINUED • BESERKLEY/ELEKTRA

130 KROKUS • ONE VICE AT A TIME • ARISTA

37 HUEY LEWIS & THE News • PICTURE THIS • CHRYSLER

10 LOVERBOY • GET LUCKY • COLUMBIA

98 THE MOTELS • ALL FOUR ONE • CAPITOL

43 RICK SPRINGFIELD • SUCCESS hasn't Spoiled Me YET • MCA

38 SAMMY HAGAR • STANDING HAMPTON • GEFFEN

26 THE HUMAN LEAGUE • DARE • VIRGIN/A&M

4 TOMMY TUTONE • TUTONE 2 • COLUMBIA

150 POINT BLANK • ON A ROLL • MCA

120 SCORPIONS • BLACKOUT • MERCURY/POLYMAG

198 JAY FERGUSON • WHITE NOISE • CAPITOL

136 SOFT CELL • NON-STOP EROTIC CABARET • SIRE

100 GENEVA • ADDICT • ATLANTIC

8 SCOTTY BARNES • TAKE YOUR TIME • POLYGRAM

99 ASIA • GEFFEN

1 ASHLEY • LISTED ALPHABETICALLY BY ARTIST

SALES: Good in all regions; strongest in East.

SALES: Good in all regions; strongest in Midwest.

SALES: Moderate in all regions; strongest in Midwest.

SALES: Just shipped.

SALES: Sold in West; fair in others.

SALES: Good to moderate in all regions; strongest in West.

SALES: Good to moderate in all regions; strongest in West.

SALES: Moderate to fair in all regions.

SALES: Moderate to fair in all regions.
### Top 15 Albums

#### Spiritual

<table>
<thead>
<tr>
<th>#</th>
<th>Album</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>When All God's Children Get Together</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>My Living In vain</td>
<td>52</td>
</tr>
<tr>
<td>3</td>
<td>Go</td>
<td>35</td>
</tr>
<tr>
<td>4</td>
<td>Higher Plane</td>
<td>23</td>
</tr>
<tr>
<td>5</td>
<td>Cloudburst</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>Where Is Your Faith</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>Edwin Hawkins Live With The Oakland Symphony Orchestra</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Power</td>
<td>6</td>
</tr>
<tr>
<td>9</td>
<td>Uncloudy Day</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>I Love Jesus More Today</td>
<td>3</td>
</tr>
<tr>
<td>11</td>
<td>Let Him Have His Way</td>
<td>2</td>
</tr>
<tr>
<td>12</td>
<td>Hell You'll Peace In The Mist Of The Storm</td>
<td>5</td>
</tr>
<tr>
<td>13</td>
<td>He's Worthy</td>
<td>2</td>
</tr>
<tr>
<td>14</td>
<td>Saints Hold On</td>
<td>4</td>
</tr>
<tr>
<td>15</td>
<td>Feel Like Singing</td>
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#### Inspirational

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<thead>
<tr>
<th>#</th>
<th>Album</th>
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<tbody>
<tr>
<td>1</td>
<td>I Saw The Lord</td>
<td>20</td>
</tr>
<tr>
<td>2</td>
<td>Amazing Grace</td>
<td>20</td>
</tr>
<tr>
<td>3</td>
<td>Unfailing Love</td>
<td>20</td>
</tr>
<tr>
<td>4</td>
<td>My Grant In Concert Vol II</td>
<td>16</td>
</tr>
<tr>
<td>5</td>
<td>The Very Best Of The Imperials</td>
<td>16</td>
</tr>
<tr>
<td>6</td>
<td>The Traveler</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>Priority</td>
<td>6</td>
</tr>
<tr>
<td>8</td>
<td>Holm, Sheppard, Johnson</td>
<td>10</td>
</tr>
<tr>
<td>9</td>
<td>Joni's Song</td>
<td>20</td>
</tr>
<tr>
<td>10</td>
<td>Miracle</td>
<td>2</td>
</tr>
<tr>
<td>11</td>
<td>Collections</td>
<td>3</td>
</tr>
<tr>
<td>12</td>
<td>Town To Town</td>
<td>2</td>
</tr>
<tr>
<td>13</td>
<td>Bless The Lord Who Reigns In Beauty</td>
<td>12</td>
</tr>
<tr>
<td>14</td>
<td>Grant In Concert</td>
<td>13</td>
</tr>
<tr>
<td>15</td>
<td>Hearts On Fire</td>
<td>15</td>
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</tbody>
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### Sparrow Ink's Pact With Christian Artists

LOUIS ANGELES—Sparrow Ink has entered into a distribution agreement with Continental Ministries' Christian Artists Records. Under the terms of the pact, Sparrow will handle all records, tapes, print-and-accomplishment tapes and orchestrations for the former New Life gospel catalogue.

The first Continental Artists Records releases will ship in May and can be ordered directly from Sparrow Distribution Corp., or by calling (800) 433-5052 and, in California, (213) 703-6599.

### Full Sail Prods. Bows Heartland Records

NASHVILLE—Full Sail Prods., out of Orlando, Fla., has formed Heartland Records, an independently distributed gospel label. Initial product is due at the beginning of July.

David E. Brown has been named executive vice president and general manager for the company, and Jon Phelps has been added as president and head of A&R.

Heartland is located at 660 Douglas Ave., Altamonte Springs, Fla. 32701. The telephone number is (305) 788-2460.

### CBS To Release CX-Encoded LPs

In Single Inventory

(continued from page 5)

causing listeners to re-evaluate audio equipment or record collections to become obsolete.

While CBS already has approximately 20 licenses featuring the CX circuitry in their hardware, the company announced that Toshiba and Onkyo plan to feature CX in their audio equipment by June. Teletuners, which is a CX licensee, will introduce CX in integrated chips later this year.

CX hardware components are already available in a variety of formats and there are plans to release other models featuring CX later in the year. The decoders are or will be obtainable in add-on components, circuitry built into receivers and pre-amps and decoder kits.

In terms of video, Pioneer has already released such CX discs; RCA Selectavision will release CX videodiscs in conjunction with the launching of its stereo videodiscs. Universal plans to incorporate CX in the production of videodiscs at its Carrollton, Ga. plant in the near future. In the meantime, the company is completing a CX demonstration LP to promote the process to audio retailers. CBS plans to announce product to be released in the CX format and a merchandising scheme in the next few weeks.

### MTV Cross-Promotion

(continued from page 7)

want to provide an 'MTV Guide' of sorts, to help retailers cross-merchandise at point-of-purchase," he said.

The mailing will consist of upcoming concerts, specials, and promotions information, besides the posters and counter cards regularly distributed. It will differ from the monthly newsletter currently sent out to the industry, and will also include current video playlists, along with key oldies to support catalog. The information provided should inform retailers as to which albums to keep in stock, said Sykes.

Sykes hoped that after retailers received the guides, they would coordinate local promotions with their WASCEN representatives and local cable operators in the same manner as newspaper and radio promotions.

### CBS Gets Injunction

NEW YORK—A final judgment for permanence in the suit entered on March 17 in the Supreme Court of the State of New York, County of New York, in favor of CBS Inc. and against several International Financial Consultants, Inc. (IFC) licensees, including the principal principals, including Stan Pearson, Jerry Denby and Chris Kulakaw, were permanently enjoined from claiming any rights to certain master recordings of George Jones, Peaches and Herb, Barbra Streisand, the Isley Brothers, Boomtown Rats, Cheap Trick and Kansas, which are owned by or licensed to CBS.

The IFC entities and principals had obtained possession of duplicate master recordings, the right to which were owned by CBS. They then asserted rights to the masters and leased them to various investors as part of activity where the investors would get tax benefits.

During the court proceedings, the IFC entities and individuals confirmed that they neither obtained nor conveyed any legal rights in the CBS masters to their respective investors. Pursuant to the final judgment for permanent injunction, master recordings and related artwork and property must be returned to CBS. CBS has expressly reserved all of its rights against the IFC investors, including its right to recover any benefits that the investors might have received from their use of CBS property.

CBS is now considering further actions to protect its rights.

### Amplification

Regrettably, a number of people involved in Stevie Wonder's various business enterprises were omitted from last week's special issue saluting Wonder's 20th anniversary in the music industry. At the time Wonder would like to acknowledge the following individuals: Stephanie Andrews, director, Wonderland Studios; Charles T. Greenway, assistant director; Carolyn Sykes, head of A&R department; Gary Oulzabal, chief recording engineer; Gary L. Smith, publicity director; Reggie Wiggins, tour director; and Dwight Radcliff, special assistant, recordings.
Skaggs' 45, LP Success Highlights Higher Level Of Activity In Bluegrass

be Michael Kirk

NASHVILLE — With the recent success of Ricky Skaggs' single, "Crying My Heart Out Over You," which topped the Country Singles chart last week and is still going strong at the top, attention is once again being drawn to the bluegrass style he plays. "Crying... is the third top 10 Country single to come from his debut Epic LP, "Waist Deep In The Shallows," which was written by group members Roger Davis, Don Simpson, and Tony Haggard. This single, "I'll Never Get Over You," was released in April. Present at the signing, which took place at Lynn-Lou Studios in Memphis, were (l-r): Larry Rogers, producer; Jerry Kennedy, vice president, A&R, Polk/Nashville; and Reggie Casper, Scala, Singleton, Hayes and Perry York of the group.

Reed Album Marks Return To Music

NASHVILLE — Though Jerry Reed has in recent years almost forsaken his recording career in favor of his acting abilities, he has renewed his commitment to his musical career with the release of "The Man With The Golden Thumb." The album is the first release the Georgia native has had in over two years that is not part of a movie project, and he and RCA have jointly made an extensive effort to back the album.

"A radio tour is already under way," said Joe Galante, vice president, marketing, RCA/Nashville. "Press days have been completed in New York and Nashville, and a television blitz is under way to support this release. Since this is the first album by Reed in over two years not concurrent with a movie project, we have unlimited opportunities for promotion and support available to us. The release of 'The Man With The Golden Thumb,' will see Reed actively involved with radio and promotion tours."

Reed involved himself with six motion pictures, including W.W. & The Dixie Dance Kings, Gator, Smokey and The Bandit and Smokey and The Bandit II, in the past few years, and also starred in a television series, "The Reagans," with dramatic background, which was dismembered by network officials after a handful of episodes.

The album is the first Reed has recorded under the direction of longtime friend Rick Hall, who has worked with Buddy Gentry, Mac Davis, Aretha Franklin, Wilson Pickett and many others. The album self-produced, Sugar Hill keeps a computerized list of radio stations and bluegrass shows as well as working with the specially bluegrass magazines like Bluegrass Network, Frets and Pickin' to promote and sell product.

Poss also noted that catalog sales, which used to provide the backbone of a label's record sales, have fallen off the past several years. "They used to carry a label," he said, "but now it's the new releases that provide the significant movement."

The bluegrass market, like the general (continued on page 26)

SHYLO SIGNS WITH POLYGRAM — Memphis-based group Shylo recently signed an exclusive recording contract with Mercury/PolyGram. The band's first single, "Crime In The Streets," was written by group members Roger Davis, Don Simpson, and Tony Haggard. This single, "I'll Never Get Over You," was released in April. Present at the signing, which took place at Lynn-Lou Studios in Memphis, were (l-r): Larry Rogers, producer; Jerry Kennedy, vice president, A&R, Polk/Nashville; and Reggie Casper, Scala, Singleton, Hayes and Perry York of the group.

Urban Cowboy Bull Added To Hall Of Fame

NASHVILLE — The mechanical bull ridden by John Travolta in Urban Cowboy is the newest attraction in the list of new additions to the Country Music Hall of Fame and Museum for 1982.

Along with the bull and a 1947 jukebox, the museum will also be exhibiting costumes worn by Elvis Presley, Kenny Rogers, Emmylou Harris, Merle Haggard and Ricky Skaggs. The Hall of Fame's collection will also feature a new collection of computer games testing the players' knowledge of country music. The museum attracted more than 550,000 visitors during 1981.

Busch Gardens Sets Spring Concert Series

NASHVILLE — Four big name music industry celebrities have been scheduled to appear in the spring concert series of The Old Country—Busch Gardens, an amusement park, Williamsburg, Va.

Dick Clark will take his "Dick Clark's Good Rock 'N' Roll" show there April 25. The show, which will be a two-hour show of "Rock Hits," is a TV hit on ABC. Anthony and the Imperials and the Drifters T.G. Sheppard is scheduled for May 2. Rock band Quarterflash will appear May 16, and Crystal Gayle will close the series May 31.

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Strait Receives First #1 Record

NASHVILLE — Less than one year after the release of his second single, "I'm Unwound," MCA recording artist George Strait moved to #1 on the Cash Box Country Singles chart with "If You're Thinking You Want A Stranger." Written by the Date's "There's One Coming Home," giving him his first single to reach the top position, the song was written by Ray Rudiak and Ray Wylie Hubbard. It was produced by Black, a country music producer. The single was the third single cuffed from Strait's initial album release, "Strait Country," which has been a consistent seller on the Cash Box Country Albums chart.

GOLDEN MOMENT FOR THE CMA — Loretta Lynn recently presented the Country Music Assn. (CMA) with its first gold record of the awards panel for the Coal Miner's Daughter soundtrack. Pictured honoring the movie package, which featured vocals by Sissy Spacek, are (l-r): Jo Walker-Meador, president, CMA; Lynn; and Bill key, executive vice president, CMA.

Typical Sales

Sales of 10,000 LP units are generally considered "good" in bluegrass, with 20-30,000 units considered "good but not gold." When over 25,000 units are sold, it is considered "gold" for Sugar Hill. Monroe, however, is the only bluegrass artist on MCA. "For the most part, bluegrass just doesn't sell that well for us to be involved," said marketing head Chuck Donlan. "It is a problem. In addition to being alegend in his field, he is also a good, consistent seller and profitmaker."

Besides Monroe, Harris and Skaggs, other top bluegrass artists include the Seldom Scene, who have a contract with the Stanley Brothers product, Tony Rice and J.D. Crowe. In the wake of the success of Harris and Skaggs, more attention has been given to the bluegrass market.

"I believe major labels are looking at us more, but they're not really sure what to do with the music," said Sugar Hill's Pos. "We have shown that you can make great music on small budgets." Another former Sugar Hill group, Buck White and the White Girls, signed with Bear Family Records, to date, no album has been released. Both Skaggs and White were associated with Harris and his War- ner Bros. "Roses In The Snow" album, a project that broke a lot of ground for bluegrass acts. "Bluegrass sales saw a spur when that album came out," noted Pos. Harris has to be considered one of the most influential progressive bluegrass acts with two albums, "Roses In The Snow" and "Blue Kentucky Girl," both to long gold. Bluegrass sales generally center in the southeast (especially traditional bluegrass), the Washington D.C. area and California, with the Midwest, especially Ohio and Michigan, also providing a good market. Surprisingly, there is also a strong foreign market, with Japan leading the way, followed by Sweden, Norway and Holland. Australia, England and Italy also provide sales revenues.

Of the surprising success in the Japanese market, Sugar Hill's Pos noted, "At first we just exported, but now we are licensing product over the world. We're starting to get Japanese made albums for the American market." Pos attributed the success in foreign markets to "hardcore, committed fans. I don't know how else to describe them. They just love the music and demand it. Also, the print media over there is much more influential in record sales because the radio stations are limited and controlled by the government. Pos will have to be considered one of the foreign market, most generally only play folk clubs where the pay is not that good but you get there right now," he said. Pos added that his company has just signed licensing agreements for Germany, Austria and Switzerland, and a sampler album has been compiled.

Widespread Market

Selling bluegrass records is not a simple matter, as any of those involved will admit. "The market is spread out," said Dave Franklin, MCA's VP of Promotion in Rosnoke, Va. "Promoting and selling an album involves a combination of things like direct mail, selling to stores and chains, the artists themselves calling on radio stations and going to progressive stations and some syndicated shows like the Prairie Home Companion and Midnight Special are very important. Sugar Hill keeps a computerized list of radio stations and bluegrass shows as well as working with the specially bluegrass magazines like Bluegrass Network, Frets and Pickin' to promote and sell product.

Poss also noted that catalog sales, which used to provide the backbone of a label's record sales, have fallen off the past several years. "They used to carry a label," he said, "but now it's the new releases that provide the significant movement."

The bluegrass market, like the general (continued on page 26)
ANDERSON LEAVES NARAS — Francine Anderson has left her position as the executive director of the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS), a position she had filled since 1975. Following the appointment of a new executive director, Anderson will take on a position in public relations and sales for a local firm involved in cable investments. The company has also asked her to develop Confederate Valley Entertainment Products, capitalizing on her knowledge of the music industry.

COWBOYS OPENS IN TULLAHOMA — Cowboys, a 1,500-seat nightclub in Tullahoma, Tenn., opened recently with entertainment provided by the Vandellas and Red Pony Express. According to owners Jerry Newton and George Wagner, the club expects to draw clientele from Nashville, Chattanooga and Huntsville to the facility, which boasts 19,000 square feet of space, including two stages, a pair of dance floors and a game room. Already slated to appear at the club are Brenda Lee, Johnny Rodriguez, John T. Hall and T.G. Sheppard. Jimmy C. Newman, Mel Tillis and Cal Smith are among the first to grace the Cowboys stage.

SKAGGS TO PLAY FOR THE PRESIDENT — Following his appearance on the Academy of Country Music (ACM) awards show April 29, Ricky Skaggs will fly to Knoxville to perform on the world’s Fair “Grand Opening Extravaganza.” Though Skaggs is allowed only one song, President Ronald Reagan will be among the celebrities and dignitaries present for the 6:00 a.m. show. Skaggs will have a one-hour show later in the day at the Plaza of the Flags.

PROMOTIONAL TOUR A CALAMITY — After opening for Hank Williams, Jr. for two dates and appearing at a sizable opening show at the 1977 Country Music Association's annual convention in Des Moines, Columbia recording group Calamity Jane headed south to Dallas where it met with several local air personalities. The female quartet — known individually as Pam Rose, Mary Ann Kennedy, Linda Moore and Mary Fiedler — had lunch with Bobby Kralt of KPLX-FM and Danny McClure from KLIF, before moving on to KBOX, where they had an “on-air” interview with Bobby Dark. The group finished with a meeting with program director John Walton and his staff at KIXX-FM and a jaunt to the CBS branch in Dallas to view its “I’ve Just Seen A Face” video. The ladies also received a specially-designed picture disc from Lieberman Enterprises.

OAKS BULLISH ON MA BELL — Frances Bellamy, mother and bookkeeper of the Bellamy Brothers, is in the process of developing the next Oak Ridge Boys act. It seems that four brahma calves were born recently at the Bellamy farm, and she christened the hoofers Joe, Duane, Bill and Richard.

IN MEMORY OF A FRIEND — The column is dedicated this week to the memory of Timothy James Stinchcomb. Cash Box country chart coordinator, who died in an auto accident April 18. Tim was a genuine friend as well as a co-worker, and those who knew him will remember him as a steady, timeless, honest and equitable individual, and his reserved demeanor and spontaneous humor will be missed by us all. Cash Box joins the rest of the industry in mourning the loss of a deservedly well-respected member of the Nashville music community.

SINGLES TO WATCH

RAY STEVENS — Where The Sun Don’t Shine (RCA PB-13027)

MARTY ROBBINS — Some Memories Just Won’t Die (Columbia 18-02865)

THE FOUR GUYS — Stealin’ The Feeling (Myrtle M 101)

BERTIE HIGGINS — Just Another Day In Paradise (Kat Family Z55 02835)

JIM & JESSIE AND CHARLIE LOUVIN — North Wind (Soundwaves NSD/SW4671)

THE SARHASSER BROTHERS — I Think I Feel A Love Comin’ On (MCA MCA-52047)

BOBBY MACKEY — Pepal Man (Moon Shine MS 3007)

KENNY DALE — I Think I’m Losing You Again (Funderburg F 5001)
The debut album from the most exciting new artist in the country featuring the hits

"UNWOUND," "DOWN AND OUT"

and this week's #1 single

"IF YOU'RE THINKIN' YOU WANT A STRANGER"

Congratulations, George, from all your friends at the MCA Record Group.
Wrangler Starsearch Finalists Set

NASHVILLE — The finals for the Wrangler Country Starsearch will take place April 28, with 49 finalists representing every state except Connecticut, Hawaii and New Hampshire competing for the $50,000 first prize on the nationally televised contest.

The 49 finalists were culled from a field of 30,000 entrants in local contests at 300 country stations across the United States as a part of the Starsearch competition. Rehearsals and elimination at the Grand Ole Opry House begins April 26 and culminates two days later with the selection of the winner from among the top 10 finalists in a show that will be televised for national broadcast at the start of summer.

Weaver To Host

Television star Dennis Weaver will host the ceremonies, with special appearances by Conway Twitty, George Jones, Jerry Reed, T.G. Sheppard, Mel Tillis and Tammy Wynette.

In addition to the $50,000 cash prize, the winner will receive a one-year recording contract with Dimension Records, to be presented by label president Ken Stilts, and a 12-month booking agreement with the Sherry Lavender Agency, which will be presented by the talent agency's president, Dan Wojcik.

Ron Nickell and Robert Smith will serve as executive producers for the event with Bill Turner acting as director. Tickets can be obtained by calling (615) 342-8234.

Bluegrass Action

(continued from page 4)

record market, has seen its audience increase in age. "Most of the buyers now are 30-40," said Record Depot's Freemam. "The college market is still significant, but it accounts for less of the market now than it did 10-15 years ago." Flying Fish's Netter added: "You have to have the production budgets to match the sales so that means less money is spent to record these albums. But we adapt and find some new inroads — like folk societies and bluegrass societies that are promoting concerts now and taking less profit so the artist can have more."

Poss summed up the current bluegrass field by stating, "It's a pretty esoteric market, and it looks like its moving backward and forward at the same time. It looks like the progressive people are taking over, but there are also more traditional acts coming on strong. The progressive acts are coming on strong with old songs, while the traditional sound seems to always find a market."

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. ANY DAY NOW — RONNIE MILSAP — RCA — 46 ADDS
2. TIL YOU’RE GONE — BARBRA MANDRELL — RCA — 43 ADDS
3. SLOW HAND — CONWAY TWITTY — ELEKTRA — 21 ADDS
4. EVEN THIRTY — CONWAY TWITTY — RCA — 20 ADDS
5. LOVE’S FOUND YOU AND ME — ED BRUCE — MCA — 17 ADDS
6. ADD THE ALABAMA — GLEN CAMPBELL — CAPITOL — 15 ADDS
7. SLIDIN’ AND SLIDIN’ — STEPHANIE WINBLOW— PRIMERO — 15 ADDS
8. FRAGILE — HANDLE WITH CARE — CRISTY LANE — LIBERTY — 15 ADDS
9. ELLIE, ELLIE YOU’RE MARRIED OR YOU’RE SINGLE — MARGO AMI - 14 ADDS
10. THE LAST COUNTRY SONG — BILLY PARKER — SOUNDWAVE/NSD — 14 ADDS

MOST ACTIVE COUNTRY SINGLES

1. FINALLY — T.G. SHEPPARD — WARNER/CURRY — 66 REPORTS
2. I DON’T KNOW WHERE TO START — EDDIE RABBITT — ELEKTRA — 61 REPORTS
3. LISTEN TO THE RADIO — DON WILLIAMS — MCA — 48 REPORTS
4. I DON’T THINK SHE’S IN LOVE ANymore — CHARLEY PRIDE — RCA — 44 REPORTS
5. 50 GIRLS AND A BOY — RONNIE MILSAP — RCA — 43 REPORTS
6. YOU’LL BE BACK (EVERY NIGHT IN MY DREAMS) — STATLER BROTHERS — MERCURY — 38 REPORTS
7. TAKE ME TO THE COUNTRY — MEL MC DANIEL — CAPITOL — 38 REPORTS
8. JUST GIVE ME WHAT YOU THINK IS FAIR — LEON EVERETTE — RCA — 38 REPORTS
9. RING ON HER FINGER TIME ON HER HANDS — LEE GREENWOOD MCA — 37 REPORTS
10. FOR ALL THE WRONG REASONS — BELLAMY BROTHERS — ELEKTRA/CURRY — 36 REPORTS

COUNTRY MIKE

ELVIS ECHO — Steve Christopher, a 24-year-old "Elvis expert," has begun an Elvis On The Air program, in which he works an eight-hour shift for a station, providing a live Elvis Presley special. Armed with a stack of obscure Presley records, Christopher plays Elvis records and provides an endless patter of related trivia. He also solicits requests and promises that if he cannot play any cut asked for that the person who makes the request will win a free trip to Las Vegas or a new Cadillac. Christopher has appeared on 40 southeastern stations and the shows have been so successful enough that 90% of the stations have booked him for repeat engagements. Christopher can be reached toll-free at (800) 633-4898.

PERSONALITY PROFILE — Though the personality profile is usually reserved for radio personnel, we thought it appropriate to provide a final account of the career of Tim Stinchon, Cash Box country chart coordinator, who was killed April 18 in an automobile accident. A native of Bettendorf, Iowa, Stinchon graduated with a Bachelor of Arts degree in history from Van derbilt University in 1979. While a member of the Vandy student body, he worked in the production of several off- and campus concerts and handled public relations and sales for college radio station WRVU. He subsequently spent nearly a year as the assistant manager and buyer for Cat's Records and Tapes, in Nashville before landing a position with CSS Records in July of 1979, where he worked in press & public information and acquired a limited taste for promotion. In July 1980, Stinchon became the country chart coordinator for Cash Box, working hand-in-hand with country radio and compiling the country albums and singles charts.

He also penned the weekly Country Mike column. Interested in marketing or publishing within the music community, Stinchon, at age 24, had just sprouted his wings and begun to reach new heights when they were tragically clipped in a fatal auto accident, and, though our spirits grove over his loss, those who knew him were better people for it.

JOHNNY LEAVES WWOX — Program director Ken Johnson has left WWOX/Bufalo to take a brief period of rest. Dale Musser, who has been involved with the New York station for five years, has assumed the MD/PD role along with his midday shift until a replacement can be named.

SHERWOOD RADIO CAREER SKETCH — Bob Sherwood, music director at Mel Tillis-owned KIXZ/Amarillo, has developed talents outside the usual abilities of the average country disc jockey. Not only has Sherwood honed his voice and his ears (he is an MD, ya know), his hands are providing him an extra source of income as he is doing commercial artwork for some local businesses and some music country artists out of Nashville. Sherwood is currently working in graphic design, creating logos for Rocky Skaggs, the Younger Brothers, Bandana, Shay and Ray Ruff's Primeros Records.

STATION CHANGES AT WQIK — WQIK-FM/Jacksonville has changed its on-air lineup. The new daily schedule features Neil Linton and Frank Thies, 5-9 a.m.; music director Lee Shannon, 9 a.m.-noon; producer/director Mike McNeel, noon-3 p.m.; program director Big Jon Anthony, 3-6 p.m.; A.J. Davis, 6-10 p.m.; and Jim Godbold, 10 p.m.-2 a.m. The Rowland Broadcasting station, in celebration of its 25th year of country programming, is giving away a classic 1957 Chevrolet.

PROGRAMMERS PICKS

<table>
<thead>
<tr>
<th>Programmers’ Picks</th>
<th>Calls</th>
<th>City</th>
<th>Format</th>
<th>Affiliation</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Marks</td>
<td>WSAI/Cincinnati</td>
<td>There Ain’t No Country Music On This Jukebox</td>
<td>Tom T. Hall &amp; Earl Scruggs</td>
<td>Columbus</td>
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<tr>
<td>Country Joe Flint</td>
<td>KSPQ/Salt Lake City</td>
<td>Slow Hand</td>
<td>Conway Twitty</td>
<td>Elektra</td>
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<tr>
<td>Janet Fort</td>
<td>WSM/Nashville</td>
<td>Till You’re Gone</td>
<td>Barbara Mandrell</td>
<td>MCA</td>
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<tr>
<td>Tom “Cat” Reeder</td>
<td>WKWC/Warrenton</td>
<td>Any Day Now</td>
<td>Ronnie Milsap</td>
<td>RCA</td>
</tr>
<tr>
<td>Walt Barcus</td>
<td>WDS/Dover</td>
<td>Why Didn’t I Think Of That</td>
<td>Dave Loveland &amp; Elektra</td>
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<td>Mark Tudor</td>
<td>WTQR/Winston-Salem</td>
<td>Evertime You Cross My Mind You Break My Heart</td>
<td>Razzy Bailey</td>
<td>RCA</td>
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<td>Al Hamilton</td>
<td>KECB/Oakland City</td>
<td>The Last Country Song</td>
<td>Billy Parker</td>
<td>Soundwave/NSD</td>
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<td>Brady McGraw</td>
<td>WQOT/Savannah</td>
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<td>Brian Ringo</td>
<td>KNOE/Monroe</td>
<td>Fragile</td>
<td>Handle With Care</td>
<td>Crispy Lane</td>
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<td>Speedy Perez</td>
<td>KOKE/Austin</td>
<td>Lonely Hearts</td>
<td>Younger Brothers</td>
<td>MCA</td>
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<td>Mike Lee</td>
<td>KVOC/Casper</td>
<td>Slow Hand</td>
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<td>Tim Perkins</td>
<td>KCAN/El Reno</td>
<td>I Don’t Think She’s In Love Anymore</td>
<td>Charley Pride</td>
<td>RCA</td>
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<td>Steve Sander</td>
<td>KSSS/Colorado Springs</td>
<td>Love’s Found You And Me</td>
<td>Ed Bruce</td>
<td>MCA</td>
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<td>Jim Strickland</td>
<td>KBRO/Denver</td>
<td>Any Day Now</td>
<td>Ronnie Milsap</td>
<td>RCA</td>
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<tr>
<td>Rhubarb Jones</td>
<td>WLW/Montgomery</td>
<td>Hooked On Country</td>
<td>Albert Coleman</td>
<td>Southern Tracks</td>
</tr>
</tbody>
</table>

CORBIN/HANNER HITS PITTSBURGH — Members of Alfa act Corbin/Hanner Band met backstage with local radio personnel after an SRO show in Pittsburgh. The band is touring in support of its latest release, “Everybody Knows I’m Yours.” Pictured following the performance are (l-r): Randy Miller, WXKX-FM/Pittsburgh; Alan Furstl, PD, WEEP; Dave Haner of the group; Dennis Reed, music director, WEEP; and Bob Corbin of the group.
A PARTY FIT FOR A KING — RCA Records recently celebrated the re-signing of Evelyn King to an exclusive, long-term worldwide recording contract with a party in New York. Featured at the affair are (l-r): manager Bob Schwaid; Jack Craig, division vice president, RCA Records, U.S.A. & Canada, King; and Ray Harris, RCA Records division vice president, black music.

THE RHYTHM SECTION

COMET ONE M.O. TIME — Jerry "Ice-Man" Butler will be coming to record stores soon on his new album, Fountain Records, with two singles "Ice Man" and "Relax" becoming his firsts releases, "Ice Man" and "Relax" by Butler, will be released a single and "12" record at the start of summer. The album is distributed by the label's marketing and promotion chores are overseen by Wes Phillips. USING RESTRAINT — Recent Grammy winner Al Jarreau last week obtained a temporary restraining order against Bainbridge Entertainment Corp. The order blocks the political party and has an exclusive, long-term recording contract with a party in New York. Featured at the affair are (l-r): manager Bob Schwaid; Jack Craig, division vice president, RCA Records, U.S.A. & Canada, King; and Ray Harris, RCA Records division vice president, black music.

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VI03 — ATLANTA — SCOTTY ANDREWS, PD — #1 — ORBYN

VI04 — BOSTON — STEVE CRUMPBEY, PD — #1 — CHILI-LITES

VU05 — BUFFALO — DAVE MICHAELS, PD — #1 — CHERI

W01 — CHARLOTTE — CHRIS TURNER, PD — #1 — R. FIELDS

WP06 — CHICAGO — PAM WELLES, PD — #1 — R. FIELDS

WK07 — DALLAS — JIMMY GOODWIN, PD — #1 — ATLANST STAR

WG08 — DETROIT — JOE SPEER, PD — #1 — R. FIELDS

WJ09 — DURHAM — WOODY PITTSDURHAM, PD — #1 — CHILI-LITES

WJ10 — DURBAN — BILLIE LOVE, PD — #1 — R. FIELDS

WV11 — EVANSVILLE — JOHNNY LEEWOLFE, PD — #1 — ATLANST STAR
LAS VEGAS — The song "For Europe" is the first to be released in the second phase of the Eurovision contest this year.

The song was recorded by Italian singer Laura Pausini, who has been chosen by the Italian national broadcaster RAI to represent Italy in the contest.

Pausini's performance in the contest will be followed by the release of her new album, "Amore," which is expected to debut at the top of the Italian charts.

The Eurovision contest, which began in 1956, is a prestigious international song contest that attracts singers from around the world.

This year's contest, which will be held in Las Vegas, is being broadcast live on television and radio networks around the world.

The contest is divided into two phases, with the first phase being held on May 16 and the second phase on May 19.

Pausini's performance will be one of the highlights of the second phase, with the winner being crowned on May 21.

The Italian singer, who has won numerous awards in her career, is expected to perform with a powerful và loud voice that is sure to impress the audience.

The Eurovision contest is known for its impressive performances and is attended by millions of people around the world.

Pausini's performance is sure to be one of the highlights of this year's contest, and it is expected to draw a large audience.

The contest is always highly anticipated, and it is eagerly awaited by fans of music from around the world.

The Italian singer's performance is sure to be one of the most memorable moments of the contest, and it is expected to be a highlight of the event.

Pausini's talent and enthusiasm are sure to be on full display, and it is expected to leave a lasting impression on the audience.

The Eurovision contest is known for its ability to bring people together and promote unity through music, and Pausini's performance is sure to be a testament to this.

Overall, the Eurovision contest is a highly anticipated event, and Pausini's performance is sure to be one of the highlights of this year's contest.

It is expected to be a night of music, talent, and unity, and Pausini's performance is sure to be a highlight of the event.
<table>
<thead>
<tr>
<th>#</th>
<th>Song Title</th>
<th>Artist/Producer</th>
<th>Label/Number</th>
<th>Weeks On 4/24 Chart</th>
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<td>1</td>
<td>PICTURE THIS</td>
<td>Huey Lewis and the News (Chrysalis CHR 1360)</td>
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<td>2</td>
<td>STANDING HAMPTON</td>
<td>Sam &amp; Jerry (Geffen GHS 2800)</td>
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<td>3</td>
<td>ABACAB</td>
<td>Genesis (Atlantic SD 19131)</td>
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<td>BOBBIE SUE</td>
<td>Oak Ridge Boys (MCA-5294)</td>
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<td>5</td>
<td>NON-STOP EROTIC CABARET</td>
<td>Soft Cell (Sire SRK 3647)</td>
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<td>6</td>
<td>TOM TOM CLUB</td>
<td>(Sire SRK 3626)</td>
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<td>7</td>
<td>GREAT WHITE NORTHPHILMORE (A&amp;M)</td>
<td>Denny Williams (ARC/Columbia FC 79535)</td>
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<td>IV</td>
<td>TOTO (Columbia FC 37728)</td>
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<td>9</td>
<td>THE SECRET POLICEMAN'S OTHER BALL</td>
<td>MIKE &amp; THE MECHANIX (Virgin/Vertigo)</td>
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<td>NUMBER OF THE BEAST</td>
<td>Iron Maiden (HMV/Capitol ST-12205)</td>
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<td>TATTOO YOU</td>
<td>Rolling Stones (Rolling Stone/Atco 10562)</td>
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<td>12</td>
<td>SKYLINE</td>
<td>Sky (Sire/SIA-4545)</td>
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<td>13</td>
<td>LOVE IS WHERE YOU FIND IT</td>
<td>The Whispers (Soul/Sheeba)</td>
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<td>14</td>
<td>LIVE ON THE SUNSET STRIP</td>
<td>Richard Pryor (Warner Bros. BSX 3560)</td>
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<td>15</td>
<td>GREEN LIGHT</td>
<td>Bonnie Raitt (Warner Bros. BSX 3569)</td>
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<td>FAME</td>
<td>Original Soundtrack (PolyGram RM-31908)</td>
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<td>17</td>
<td>BREAKIN' AWAY</td>
<td>Al Jardine (Warner Bros. BSX 3576)</td>
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<td>18</td>
<td>YES IT'S YOU LADY</td>
<td>Smokey Robinson (Tamla/Motown 60011L)</td>
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<td>19</td>
<td>THE BROADSWORD AND THE BEAST</td>
<td>T.G. Sheppard (Columbia CP-33428)</td>
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AROUND THE ROUTE

by Camille Compasio

The industry's major manufacturers were expected to turn out in full force at the April 16-18 Florida state convention being held at the Curtis Hixon Convention Center in Tampa. As one of the trade's most successful state organizations, FAVA annually attracts record throngs to this yearly event, which has enjoyed a progressive increase in attendance with estimates for 1982 running at about 3,000, according to association officials.

Game Plan is just about ready to wrap up production of its current video game, "Pot Of Gold," which was released this past February and has been selling quite well. Next up will be "Dribbling," the model that was introduced at AMOA and is scheduled to hit the market in the very near future. Watch for it.

Spoke with Loewen America president Rus Strahan just prior to his departure for Florida where he'll be attending the FAVA convention and remaining on the road for about a week to visit distributors and conduct a series of service schools on the current NSM phono line. Program will include sessions at Lawson Music (Winter Haven, Fla.); Palmetto Dist. (Raleigh, N.C.); R.H. Belam (Lake Success, N.Y.); and Atlas Music Co. (continued on page 35)

The Industry's First In-Depth Study Is Released By AMOA

CHICAGO — On April 2, the first in-depth Cost of Doing Business Survey of the jukebox and games industry was released to members of the trade who were present at the annual Management Seminar conducted by Notre Dame University for the Amusement and Music Operators Assn. (AMOA). The survey, administered by University of Notre Dame Professor of Accountancy, James F. Gaertner, lent weight to the suspicion that recent "billion dollar" profit figures quoted for the industry owe more to speculation than to reality.

According to Dr. Gaertner (who served for five years as Chief Financial Officer and member of the board of directors of Tex Tan Welhausen, a division of the Tandy Corporation), profit for the typical operator of jukeboxes dropped 36% from a study on jukeboxes conducted in 1980 by Peat, Marwick, Mitchell and Co. By the end of the reporting period of the 1981 survey, the typical operator reported a profit of $49.45 per jukebox for the year. Fully one-third of the industry reported that they were only breaking even or operating at a loss while an analysis of the survey done by Dr. John R. Malone, Professor of Marketing at Notre Dame University, disclosed that the typical firm earned only 3% on its investment.

Usually the more money put into a jukebox means more plays for the customer, commonly a combination of 1-3-9 (1/25¢; 3/50¢; 9/$1), 2-5-11 or 1-3-7 as one goes from a quarter to a dollar. However, recent hikes in record and machine costs plus multilayered licensing fees means that today's play per selection would have to be 33 cents to match the changes in the Consumer Price Index that have occurred since 1940. In other words, just to stay even, nine plays would have to return $3.15 instead of the current $1.

'Distributing News'

Even more surprising than the disturbing news for the jukebox industry was what is happening to the video game side of the coin machine industry. The 1981 Cost of Doing Business Survey revealed that the typical video game operator was only receiving a 7.5% return on the net market value of his machines, equipment and other assets dedicated to the business during a period when Certificates of Deposit were realizing 15% plus and interest rates were over 20%.

With the average video game cost pegged at $3,000, the survey reported that the median revenue per game was $1,368 and the median expense was $1,213, leaving a profit of $155 per year. This results in a return on investment of 7% (when the 1981 three-year depreciation allowance was used). This percentage is quickly being eroded further by local and state federal and state cut-backs, according to the survey.

The video game industry has not only been beset by problems of low return on investment, but also by changes in the social fabric of this country, observed Dr. Malone. Traditionally the industry has placed a heavy

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SEGA/GREMLIN ROADSHOW — Product presentations, one-on-one discussions with company executives and informal rap sessions highlighted Sega/Gremlin’s recent Showcase Tour series. Pictured are (l-r): Sega/Gremlin sales manager Jack Gordon addressing a gathering of operators and distributors in New York; one of the informal sessions where participants had the opportunity to exchange ideas with company executives; and Sega/Gremlin’s Bob Harmon, marketing director; Bob Klinefelter, customer service manager; and Duane Blough, president of Gremlin Industries. The two and a half week tour reached nearly one thousand distributors and ops in seven cities.

Sega/Gremlin Hosts 7-City Series Of Product Presentations

SAN DIEGO — A traveling exhibition of Sega/Gremlin’s most exciting new video games was greeted with enthusiastic response by distributors and operators in seven major U.S. markets. Conducted with the full support of key distributors, the showcase was geared to provide operators the opportunity to meet factory representatives and learn first-hand about the company’s line of products.

“The Showcase was designed as an excellent forum for exchange of ideas and discussion of topics relevant to the industry today,” observed Duane Blough, president of Gremlin Industries, Inc. “An industry first, the showcase proved to be of enormous benefit to all who participated."

The third one-half week tour reached nearly one thousand distributors and operators in seven cities including Dallas, Columbus, Atlanta, Chicago, New York, Boston and San Francisco. Highlighting each show was the unveiling of Sega/Gremlin’s new four player model of its challenging “Eliminator” space game. Also featured were the upright and cocktail versions of “Turbo.”

Bally/Midway Licenses ‘Pac-Man’ For Radio Station Promotion Campaign

CHICAGO — The Midway division of Bally Corp., manufacturers of the successful Pac-Man video game in the Western Hemisphere, has agreed to license a syndicated ad campaign to promote certain radio station formats. The advertising will feature characters and is seen on video game screens.” "Pac-Man" machines in television commercials, outdoor and print ads for radio stations.

The advertising will feature characters and is seen on video game screens.” "Pac-Man" machines in television commercials, outdoor and print ads for radio stations.

TOPICAL DISCUSSION Frank Fogleman, Sega/Gremlin vice chairman, addresses the subject of the new emerging legislative environment for the video game industry in one of many open forum discussions of topical interest held during the Sega/Gremlin Showcase Tour.

AMOA Releases Comprehensive Industry Study

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SCHOOL IN SESSION — The recently held Midway service school sponsored by Advance Automatic Sales’ Honolulu, Hawaii branch drew a full attendance of area operators and service personnel. Classes were held on March 11 and the presentation ran the full gamut of service, maintenance and technology, applicable to Midway products with demo models of current games provided for illustration purposes. Advance president Chet McMurtrie was very pleased with the turnout and the response to the program. Pictured are (l-r): Midway’s service manager Andy Ducey conducting the class; and students at one of the sessions.

TOPICAL DISCUSSION Frank Fogleman, Sega/Gremlin vice chairman, addresses the subject of the new emerging legislative environment for the video game industry in one of many open forum discussions of topical interest held during the Sega/Gremlin Showcase Tour.

Cinematronics Pacts With Japan Leisure For ‘Naughty Boy’

EL CAJON, Calif. — Cinematronics, Inc., the video game factory based here, and Japan Leisure Ltd., of Tokyo, Japan, have announced the signing of a licensing agreement whereby Cinematronics will begin production and distribution in Japan of its Leisure’s “Naughty Boy” video game.

“This is a great opportunity for Cinematronics and Japan Leisure Co.,” said Cinematronics’ president Fred Fukumoto. “We are very pleased and excited to have Naughty Boy joining our line-up of hits. I’m sure this will be the start of a long and mutually profitable relationship between the Japan Leisure Co. and Cinematronics.” According to David Stroud, Cinematronics’ vice president of marketing, shipments of Naughty Boy will begin in early May.

Bally Sets Dividend

CHICAGO — The board of directors of Bally Manufacturing Corp. has declared a regular cash dividend of 2 ½ cents a share on the company’s common stock, payable May 20, 1983 to stockholders of record on May 3, 1983.
**AROUND THE ROUTE**

(continued from page 30)

(Pittsburgh). Paul Kasson of Loewen’s engineering staff will conduct a school at Cleveland's Cin in Ohio on May 6 following which he will be present at the Ohio Music & Amusement Assn. convention (May 7-8) in Columbus. Rus told us that by late May or early June he expects Rupert Musser, chief engineer for parent company Loewen Automaten to be coming in from Germany to join Rus on a tour of various factory distributors and, hopefully, do some regional service schools while he is in the states. As for product, the first shipment of the new NSM 2401 phono has already gone out to the domestic market and as subsequent shipments come in from Germany they will be processed according to the growing American demand, according to Rus. He said Loewen has been enjoying a "fantastic year" in phono sales, the present situation being that "we can’t seem to keep them in stock." Nothing wrong with that.

On the positive side: Paul Huesch, executive director of ADM, called our attention to a recent article in the Los Angeles Times which accentuates the "academic" value of video games and their potential for providing initial exposure to computer technology. The article noted that many schools’ learning institutions are not equipped to provide formal instruction in computers or programming and that video games very often are the first exposure many people have to this new technology. The article states in part, “Video games are demanding, and require high levels of abstraction, dexterity and hand-eye coordination. They prepare the learner to interact with more complex computer systems, doing for this generation what the automobile did for an earlier generation. Tinkering with cars and engines prepared America for the industrial skills necessary to run complex machines and, eventually, to construct the greatest industrial empire of the 20th Century. The same principle may be true for video games. They may act as an ‘advance organizer’ for the Information Society.”

With regard to some of the recent restrictions proposed for arcades and players, the article said: “By reacting so strongly, parents and municipalities may be throwing out the baby with the bath water.” How true.

Dateline Santa Clara, Calif. home of Universal U.S.A., where current video "Lady Bug" — a “sleeper,” according to national sales manager Mark McIsley — will be “taken off the gangbusters” after resulting in renewed demand and stepped up production at the factory. Mark anticipates this will continue on the line through July at its present rate of popularity. He said Universal is in the process of sampling its follow-up entry “Snap Jack,” which has been testing just beautifully. Watch for it. Mark, along with the firm’s eastern regional sales manager Joe Furjanic, were on hand for the FAVA show in Tampa.

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**New Equipment**

**Storybook Video**

Cinematronics, Inc. recently introduced “Jack the Giantkiller,” its latest one-or-two player video game. The game is available in both upright and cocktail models.

The game follows the story of Jack as he climbs the beanstalk to retrieve the princess from the giant’s room. Six different screens and twelve difficulty levels increase excitement and challenge as the game progresses.

In the first screen, Jack begins his ascent to the giant’s castle. Jack must climb the beanstalk without falling off. Along the way, he can gather beans, which later can be used for protection against attacking enemies. This is the only time during the game when he can gather beans. Jack can either jump over or throw beans at his enemy, and he has the ability to jump from branch to branch on the beanstalk. During this scene, Jack must avoid the woodpecker, caterpillar, moth and flying bee. After climbing the beanstalk, Jack must walk through the cloud pattern. One false step will cause Jack to tumble down to earth. Jack must avoid the lions and attacking birds as he makes his way to the giant’s drawbridge. Jack must jump over the lions and birds or hit them with beans to destroy them. Once he has walked through the clouds, Jack must wait until the drawbridge is lowered to allow him to cross and enter the castle.

Upon entering the castle in the third scene, Jack finds himself on the stairs leading to the giant’s room. Jack must run up the stairway leaping over the missing stones. Jack must also dodge the steps falling from above. In addition, Jack can jump over the beanstalk to avoid it. Jack can jump over the beanstalk to avoid it. Jack can jump over the beanstalk to avoid it. Jack must jump over the lions and birds or hit them with beans to destroy them. Once he has jumped over the lions and birds or hit them with beans to destroy them. Once he has walked through the clouds, Jack must wait until the drawbridge is lowered to allow him to cross and enter the castle.

Once Jack reaches the top of the stairs, he can climb up to the giant’s room. A series of platforms and stairs lead up to the giant’s table, where the singing harp, a bag of gold, the goose that lays the golden eggs, the princess and the sleeping giant are seen. Jack must jump from platform to platform and climb the stairs to reach the table. Flying magic lamps will attack Jack. Jack can either throw beans at the lamps or try to avoid them. The goose will move across the table laying golden eggs. If Jack can catch these eggs in the basket he is carrying, he scores extra points. Once Jack reaches the table, he must reach the object flashing (the harp, bag of gold, goose and then the princess) and rescue it.

After rescuing the designated object, Jack must climb back down the beanstalk carrying the object under his arm and reach his cottage. In climbing down the beanstalk, Jack faces the same enemies he did while climbing the beanstalk. When Jack is climbing down the beanstalk with the princess, the giant will awake and begin to chase Jack down the beanstalk.

Once Jack reaches the ground with the princess, he must fetch the axe lying near the beanstalk and begin chopping down the beanstalk. Jack must chop down the beanstalk before the giant reaches him.

When Jack successfully returns to his cottage with an object, a cartoon will appear.

---

**Arcade Management Opportunities**

Backed by a standard-setting industry leader committed to the success of this venture, our financially sound company is seeking the following people for ground-floor opportunities. The right people will help us establish a nationwide network of exciting amusement centers and build solid, rewarding careers.

**Arcade Manager**

Practical arcade experience is required for this position. Total game room responsibilities include hiring/supervising employees, maintaining equipment and reinforcing our quality image.

**District Manager**

You need arcade management experience to qualify. Travel with your assigned territory to oversee multi-location operations is required.

Individuals meeting these qualifications are invited to send their resumes, in confidence, to Cashbox, Box 101, 1442 S 47th Avenue, Cicero, IL 60650.
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