With stars like Kristy McNichol and Christopher Atkins, "The Pirate Movie" is already being hailed as the musical comedy adventure film of the year. And, with the first single, "How Can I Live Without Her," the original soundtrack album is a two-record, musical treasure chest. "The Pirate Movie." The original soundtrack album featuring "How Can I Live Without Her." Opening this August. Produced by David Joseph. Distributed by Twentieth Century Fox.
EDITORIAL

The Cassette Boom

It looks as though the inevitable is about to happen in the music business this year. With the advent of portable Walkman-type players and a general upgrading of both the packaging and quality of label-made prerecorded cassettes, many retailers are now predicting that cassette sales may gain parity with records by the end of the year.

More and more these days, retailers and the public are turning to cassettes. So far this summer, there has been an explosion of sales of prerecorded cassettes that in many cases surpass the LP sales easily. And the sales are not on esoteric acts or budget-priced products, but more and more today involve top-selling, frontline acts.

While sales of prerecorded cassettes have grown steadily in overseas markets in recent years (and even dominate in some areas), it has only been this summer that the possibility of cassette parity with records even seemed possible. Now, it not only seems possible, but it looks imminent.

And the labels are also to be commended for keeping on top of the situation. All of the experiments in packaging of the past years and such innovative marketing efforts as WEAs’s “Two-Fer” cassettes and the I.R.S. “Cassingle” have helped keep the format in the forefront of interest, and now it appears to be paying off. Labels have further fueled the hot band boom by releasing prerecorded cassettes in conjunction with the LP and in much greater numbers.

There is little doubt that the days of the 12” vinyl record album are numbered. A combination of factors like convenience, durability and cost will eventually do the record in — few would contest that today is just good to see the industry totally on top of this most important development.
NEW YORK — Sales of prerecorded cassette tapes are approaching parity with album sales and may even overtake them by the end of the year, according to a Cash Box survey. Dealers who were caught by surprise by last summer’s heavy increase in cassette sales are ready for this summer’s repeat with more stock and promotions, and some report that new cassette titles are already outselling album counterparts. Manufacturers, they say, also see the trend and are offering special programs to spurn cassette sales.

“The trend is changing so dramatically that it’s hard to keep up with it,” observed Steve Bennett, director of purchasing for the Record Bar chain. To adjust, initial cassette allocations for new releases are way up at the chain, as is the pace in restocking cassette inventory to capitalize on demand. The results, reported Bennett, are indeed dramatic. Over the past few months, album-to-cassette sale ratio has narrowed from 2:1 to 1:1, with new releases taking the 50-50 split. In many instances, stores are reporting cassette outselling albums by a good margin, while recorders find cassettes outselling LPs.

Cassettes Explode

Bennett said that while the trend toward cassettes has been evident for quite awhile, only in the last three to four months have cassette sales “exploded,” with some cassettes outselling LPs. “Each week we chart a certain number of titles at all our stores,” he explained. “For example, last week Loverboy sold 660 albums to 1,167 tapes. For .38 Special it was 670 albums to 1,134 tapes. Van Halen is running 2-1 to 1 at our store. One in a tourist-type area sold 10 Loverboy albums and 60 cassettes.”

One year ago, Record Bar sold 60 albums to 40 tapes. “There’s been a 20% turnaround in favor of cassettes to albums,” concluded Bennett.

Cassette Fever

Lee Cohen, vice president of marketing at the Licorice Pizza chain in Los Angeles, reported that the increase in cassette sales, which began just before summer, has brought a range in sales of Top 30 hit titles from 60-40 albums to cassettes to 50-50. “Many hits sell more cassettes than albums these days,” said Mrs. Cohen, “and that includes hits by the top artists.”

Varchio joins Reff and other retailers in attributing much of the cassette demand to the success of the Walkman-type portables. “Cassettes are more convenient,” he explained. “You can use the same configuration in your home car, and then you can listen to them anywhere on the portables.”

The increasing obsolescence of 8-track tapes was also mentioned as a factor in increased cassette sales this summer.

“We’ve weeded out most of our 8-tracks to only about 50 hot titles and no deep catalog,” said Varchio, who accounted the “space problem” caused by the bulky configuration. “We’ve also recommended in our store signs the cassette is more convenient as opposed to 8-tracks, and explain why there are so few 8-tracks available.”

The Lanham, Maryland-based Harmony Hut chain is also phasing out 8-tracks in stores and discourages the outlets from obtaining them by no longer stocking any in the central warehouse. Thus they may be sold directly with manufacturers and are often unable to meet the minimum order.

The swing to cassettes from albums and 8-tracks has not gone unnoticed by manufacturers, and most dealers report special programs being offered to spurn sales.

Retailers Predict Cassette Sales To Match LPs This Year

by Jim Bessman

Retailers give
Mixed Reviews To
Black Music Month

by Michael Martinez

LOS ANGELES — Assessments of major label campaigns supporting black product during Black Music Month in June were divided, with smaller dealers noting that label programs were “spotty” and did not compare to past campaigns and major chains claiming a slight improvement over previous years.

According to a Cash Box survey, many of the label campaigns for Black Music Month fell short of their projected goals. Major labels this year targeted the mom & pop stores as the primary focus of their campaign during this period (Cash Box, May 22 and May 29).

However, black dealers reported that while some labels would support black product with advertising, merchandising and promotional events, other labels were quiet in their support. Of the labels with Black Music Month programs — including CBS, the Wea labels, RCA, Capitol, Polygram, MCA and Motown — none were reported to have successfully waged the campaigns nationwide, except through national chains.

Many of the black dealers contacted in the survey noted that June was the worst sales month in recent years, partially accounting for the inability of black dealers and one-stop to buy-in substantially on product featured in the campaigns. But despite the dominating effects of the current economy, particularly rising unemployment and product costs — many of those contacted did not feel that there was enough public awareness of Black Music Month to make it a significant event.

In some cases, where labels did not provide adequate media dollars to raise public fervor over the month, dealers reported that they did their own advertising to create some excitement about it.

“Complete Failure”

“We went to a $6.98 across the board on our product,” said Keith Hudson, general manager of Ted’s One-stop, which serves the St. Louis area. “We spent our own money on advertisement highlighting Black Music Month, but we didn’t spotlight any titles because we didn’t get the support this year from the record companies.

Country Promoters
Back Away From Outdoor Festivals

by Tom Roland

NASHVILLE — After country festivals made a dismal showing last summer, the number of massive outdoor events has dwindled this time around, with booking agencies relying mostly on auditorium shows, club dates and fairs to form the nucleus of the country ‘summer tours’ schedules during the hottest months of the year. Officials with the major talent agencies in town seem to reflect generally a lack of interest in many country acts such as Alabama, the Oak Ridge Boys, Conway Twitty and Barbara Mandrell, who performed in many of last year’s festivals.

For promoters, the size of the markets, the medium- and smaller-priced acts are facing hard times with an economy that limits the percentage of income that fans are willing to spend on entertainment.

“There’s a lot of clubs going out of business, and there’s a lot of promoters that are doing shows and losing money,” commented Tony Conway, vice president of Buddy Lee Attractions, “and it’s not necessarily the drawing power of the artist. It’s just that people cannot afford to buy tickets.

Universal Clarifies Intent In Second Suit Against Sony

by Michael Glyn

LOS ANGELES — Universal City Studios filed its second lawsuit against Sony Corp., its advertising agencies and tour of its retailers in U.S. District Court here July 1, based on their manufacturing, advertising and sale of home off-the-air videotape recorders. The current suit covers the alleged infringement of some 6,000 copyrighted Universal works that have been sold for the first time since the action brought (by Universal and Walt Disney Prods. in 1976) went to trial and, according to the complaint, has been filed now “in order to toll the statute of limitations applicable to such recording and copying while the foregoing action remains on appeal.”

While the two suits are similar, the current complaint stresses that the plaintiffs “does not seek relief here in respect of any home owners who have purchased videotape recorders and videocassettes and used them only in their own homes to make off-the-air recordings of televised motion pictures for private non-commercial playback in their own homes.”

The first suit named William Griffiths, a private individual, as a co-defendant, but in this suit, according to Stephen Koff, the attorney from the Beverly Hills law firm of Rosenfield, Moyer & Susman who is handling the case on behalf of Universal, “it was for purely commercial reasons.” In order to impose contributory infringement, and damages were not sought from Griffiths. Koff added it was not possible to name a private citizen in the present action.

The complaint further makes clear that while the first suit named taped home recordings constitute infringements of its copyrights in such motion pictures, “it seeks relief herein with respect to such (continued on page 11)
**BUSINESS NOTES**

Dealers Begin Boycott Of RCA Prices

NEW YORK — Follow-up calls to prominent record retailers and wholesalers around the country were reportedly held by the recently formed RCA price committee, which met in October. The recent RCA album price hike of 2.1% find that some are going forward with their plans. While the retailers report no backing off by RCA, they reported that A&M, which is distributed by RCA and thus is affected by the hike, has in some cases offered a three percent discount from the new base price on LP configuration only.

RCA’s June 17 announcement that it would raise its price on most album and tape product by 2.1% on July 1 was met with anger by retailers, many of whom said they simply would not purchase any RCA product at the new higher price. RCA’s Barrie Bergman, president of the Record Bar chain, and David Lieberman, chairman of rack giant Lieberman Enterprises, both confirmed that they had not bought any RCA album, which is priced above the hike price.

“I can’t pay the new price and I can’t get the old price,” said Lieberman. “I’m just buying singles and midlines and hoping they’ll see the light.” Apparently, A&M has “seen the light,” as that label has attempted to counterpoint the boycott with a special price. Both Barrie Bar and Lieberman Enterprises reported that they have continued to buy A&M product.

On the wholesale front, John Jackson of John’s Music One-Stop in Los Angeles told CRS he said that “if the price is expected to go up, we would encourage the mom & pop stores that make up the bulk of his clientele.” Jackson said that with retailers already pricing product close to list, he would rather risk working on a smaller profit margin than encourage a decrease in his volume of sales.

**CBS, Coleco Vid Game Pact Reported**

NEW YORK — CBS Inc. has signed an agreement with Coleco Industries, Inc. to be the exclusive foreign distributor everywhere except Canada and Japan for the ColecoVision video game system and cartridges. Under the pact, both Gabriel Industries, a division of CBS/Columbia Group, and CBS Records International (CRI) will market ColecoVision throughout the world.

CBS has also called on Coleco as the exclusive distribution partner in the same areas for the Atari Video Computer System and Mattel Intellivision video game systems.

Simultaneously, Coleco will be sub-licensed to program and market for the ColecoVision, the home video and computer cartridges licensed by CBS from Bally Manufacturing Corp.

Through the use of an expansion module, ColecoVision is the first video game system that allows users to create their own video game cartridges of computer software. In addition, Coleco announced that by 1983 it will market a module that makes ColecoVision a personal computer.

Commenting on the agreement, Thomas H. Wyman, president, CBS, Inc., said that “the new arrangement with Coleco is another example of the CBS strategy to become a major participant in the video game industry on a worldwide basis.” In April, CBS pacted with Bally to manufacture and market coin-operated electronic amusement games. That same month, CBS took a controlling interest in Magnavox, which makes the Magnavox home video and computer cartridges. CBS’ own product, ColecoVision, will be used for international distribution of video games and toys.

Coleco’s line of home video game features cartridges based on such licensed coin-operated arcade games as “Donkey Kong,” “Zaxxon” and “Turbo.” It also features cartridges based on movie and character licenses, including Smurf, sports, strategy and play and learn themes.

**CEO Awaiting New Tax Bill Draft**

LOS ANGELES — Having successfully moved its legislative proposal through the California Senate, CBS also signed up to implement the idea, CBS CEO, currently waiting for the Senate Revenue and Taxation Committee to hear AB 2871, the Assemblywoman Gwen Moore-sponsored measure drafted to alter application of the state sales tax law that greatly burdens many independent record retailers.

According to David Rubinson, Bay Area-based music impresario, the bill was recently heard by the committee, which deferred a vote on the measure pending a return from a vacation. Rubinson said the committee is set to re-engage on a vote on AB 2871 during the first week of October. If passed, the Senate version of the bill will go on to the State Senate, Revenue and Taxation Committee, and if it leaks that obstacle, on to the Senate floor. If passed, the governor would then have to sign the measure into law.

Rubinson added that although the CEO has “taken the ball from deep in our own end zone to the opponent’s five yard line, we need money to take it over the goal.”

“ать the most immediate outcome of this fight will be the introduction of today’s movers and shakers with the talent and talent-developers of tomorrow.”

Among the speakers added to the agenda since the initial announcement in April (Cash Box, April 24, page 8), are: Joel Jeffers, director of prods. for 415 Records; New York Rocker publisher/editor Andy Schwartz; Robin McBride, president, VU Records and Bird Pros, and president, Chicago chapter, National Recording Academy; Steve Fingeret, regional promotion director, Warner Bros.; and engineer Larry Huerter.

Registration applications and further information can be obtained from the MidWest Music Exchange at Midwest Music Exchange, 704 N. Wells St., Chicago, Ill. 60610 or by calling (312) 440-0660.

**Davis Named Video Marketing VP At Capitol**

LOS ANGELES — Kicking off an intensified effort to penetrate the home entertainment video marketplace, Dan Davis has been named to the post of vice president, video marketing, at Capitol Records.

In his new position, Davis will assume responsibility for the sales and distribution of Thorn EMI Video Programming Enterprises (TEVE) releases of home computer video game software and music and feature films videotapes. In addition, he will also be involved in the acquisition of new product to add to the company’s video games and videotape lines.

Based in the Capitol Tower in Hollywood, Davis will report to Don Zimmerman, president, Capitol/EMI America/Liberty Records Group. Announcements of a national sales manager (to work with Davis in Hollywood) and five regional sales representatives to handle distribution and sales of TEVE and other lines will be forthcoming.

Prior to his appointment, Davis, an 18-year veteran of the music business, served as vice president, creative marketing, for Capitol. In that capacity, he was responsible for the creative services, merchandising & advertising, press & artist development, and film & video production departments.

**Record Pressers Raising Prices**

by Jeffrey Resnrrr

LOS ANGELES — Following a July 1 move by the chief suppliers of pressing compo- nents to raise their prices 3 1/2% cents per pound, many independent pressers in- strict the hikes by July 15.

Both co-polymer and homo-polymer — the two essential blend resins that com- prise the essence of recording vinyl — manufactured by such large synthetics conglomerates as Shell and Dow Chemical have met with cost increases, and the 3 1/2 cent jump is said to be the largest rise in vinyl charges in nearly 24 months. A ma- jority of pressers stepped up their prices around 2% in early 1982, but major hikes were avoided because of the oil glut on the world market and the soft state of the record industry.

The suppliers, including Keycor Corp., Tenneco Chemical and Lenahan Plastics, explained that recent escalations in the costs of raw materials, labor and transpor- tation led to the elevation in phonograph record component compounds. Following the recent price hikes, by the compa- nies, indie disc manufacturers’ reactions were fast and furious.

Documental Peter Markert, publisher of the pressing division of Elec- (continued on page 10)

**COUNTING THE BEAT — Swingers — Backstreet BSR-5328 — Producer: Davis Tickle — List: 8.98 — Bar Coded**

Fronted by Phil Judd, one of the founding fathers of New Zealand’s Split Enz, this Aussie outfit’s initial entry into the American market caters primarily to adventurous lovers of modern quirk-rock who like the tunes dished out with a certain amount of Newport folk signature and tribal influences. The title number topped the charts in Australia for two months and the lead single, “Kicking Out of Telephone Wire” in the same spot. Backstreet is bound to give the swinging single close attention to make sure it receives a wide audience here in the states, for a worthwhile ditty and “The Flack” and “True Or False.”

**CONVERTIBLE MUSIC — Josie Cotton — Elettra — Producer: Bobby and Larson Pain — List: 8.98 — Bar Coded**

While Josie Cotton’s intro is “Johnny, An’ The Imagination” received extensive play on a L.A. progressive rock FM station the song aroused such controversy that group of irate citizens picketed the outlet offices. In reality as inoffensive as appli, Cotton’s homie song and the remainder of the coming out is just about the same. Flanked by Bobby and Larson Pain, the team that furthered the musicianhip of the Go-Go’s and, publishing the same jam with the requisite memer-ies against talk that just won’t quit.

**COUNTRY**

Greatest Country Hits — Brend Lee — MCA-5342 — Producers: Rob Chancey and Owen Bradley — List: 8.98 — Bar Coded

It’s been more than 25 years since the na- tion was first introduced to Brenda Lee Tali- pough by her Decca release of “Jail-bahaya” in 1956. This compilation stretches back just to 1973 in chronicling Lee’s con- tributions to country, where the flame- haired soprano has been able to draw a signifigant number of top-name writers and singiams to furthering her longstanding career, including Bobby Goldsboro, Jimbeau- son, Ben Peters, Shil Silverstein and Kate Kristofferson.

THIS DREAM’S ON ME — Gene Watson — MCA-5302 — Producers: Rees Roedder and Gene Watson — List: 8.98 — Bar Coded

Of country’s top artists have adopted more of a pop sound in recent years, Gene Watson has remained true to his country roots and does likewise on hit works. He appears in lean years and exesivally towards ballads, his gentle tenor croonings are well-suited to the task. Watson’s latest, “Take Me To Your Heart,” for respect to the material he works with at each tune is supported by an uncluttered arrangement that places emphasis on the melody.
SUCCESS SYMBOLS

PolyGram Records.
The One Company.
The Monroes

The Monroes. The name brings to mind an early American pioneer family from a barely-remembered television series, or, perhaps, a country music group. Alfa recording act The Monroes is not derived from that folkloric source. The San Diego-based pop/rock quintet chose its moniker (none of the members was originally named Monroe), the intent was to establish a folkloric reference that its six-member core group, eleven other closely identified American identities. It is just one part of the group's plan to tap into the market and imagination of the record-buying public.

"We're not in this business for ourselves and our musician friends," says bassist and chief songwriter Bob Monroe (he changed his name recently), "in a rare moment of seriousness for the group, the one with the most experience performing in Top 40 cover bands prior to the group's formation in January of this year. The group, which Monroe and last week's Monroes' self-titled LP is now being carried by the style that has become so indicative of Gilley and is sure to infatuate listeners everywhere.

COUNTRY

MICKEY GILLEY (Ep 14-03055)
Put Your Dreams Away (3:19) (United Artists Music/Lion Hearted Music/Ides of March Music — BMI) (J. Colter, B. McDavid)

Although weak on the dauntless part, Waylon and Jessy carry this tune excellently. The harmonizing and rhythm tracks are catchy and easy to follow. The single is cut from the LP, which was also

BLACK CONTemporARY

JERMAINE JACKSON (Motown 1628F)
Let Me Tickle Your Fancy (3:45) (Black Stallion Music — ASCAP/Fat Jack the Songwrite Gutter, Black Star, P. Jackson, Jr., P. Sawyer, M. McLeod (Producers: J. Jackson, B. Gordy)

"Obvious Jimi Hendrix's forerunner LP is a unique number of standout songs, the least of which is the fact that members of Devo provide musical assistance. The way Jimi Hendrix gives the tune a sound that lends itself to King's own brand of funk.

O'FARRINGTON

STILL WATER (Love) (3:59) (Jbot Music Co., Inc./Stone Age Music/Advance Music Corp. — BMI) (J. King, F. Williams (Producers: D. Correllus, R. Kersey)

O'Byrne, the frontman "Gigolo," turns soul crooner into this full-bodied cover of the Smokey Robinson tune, which was also
SUCCESS SYMBOLS
big hit for The Four Tops. The string and backup vocals are reminiscent of the Four Tops' famous "I'm Gonna Make You Love Me" cover version, and the overall sound is quite similar to the original, while O'Flynn's harmonies sound somewhat Stevie Wonder-like.

**ZAPP (Warner Bros. 7-29961)**

The brothers Troutman take the long and winding groove through more high tension electronics on this track titled "Drumskull." Roger, Larry, and Zapp Troutman continue to display their many facets in the dance music area, especially in the integration of vocodered vocals.

**GEORGE DUKE (Epic 14-03043)**

Musically, Duke continues to mine the same vein that delivered such past hits as "Sweet Baby" (by the Clark/Duke Project) — more MOR than R&B with a high falsetto vocal chorus. Lyrically, it's about lovers drifting apart but promising eternal friendship.

New and Developing

**NEW & DEVELOPING**

**JACK QUITZ (Memory Machine MMP1011A)**
*Memory Machine (2:54) (Contention Music — SESAC) (T. Harris) (Producers: S. Coran, B. Harris, D. Daniel)*

This smooth, yet crisp production by Stan Cornelius should easily launch this new artist and record label into the mainstream of country music. Quietly sings this Ted Harris-penned tune about jukebox memories in a distinctive style.

**MARILYN LEVY (Epic 14-03048)**

In the hands of Marilyn Levy, this song has been strong on Levy's long-awaited solo debut and little wonder, considering her extensive credits as a backing vocalist (Aretha Franklin, Leo Sayer, Jimmy Higgan, Johnny Lee, etc.) and band work with such heavyweights as Seger and Clapton. "Marcella," both the LP and singer, fulfills the promise with such right-for-radio pop/rock, as this single, which shows off both her vulnerability and power, her soft and saucy sides.

**CBS, Al Ham Pact**

NEW YORK — CBS Records Special Products and Al Ham Prods. have formed the Music-Of-Your-Life label. Under their exclusive agreement, Al Ham Prods. will handle A&R, while CBS will distribute and package, pressing and distributing. Al Ham Pros. syndicates the MOR Music-Of-Your-Life radio format to over 150 stations across the country. Pioneering in 1979 the format that includes pop music from the past four decades, Ham is content with creating the timeless wave of nostalgia-oriented radio formats.

Ham, a one-time producer at Columbia, said, "We're proud of our new association with CBS and happy that we'll be able to make this timeless music readily available to our family of stations for use within their markets."

**EXECUTIVES ON THE MOVE**

**Changes At RCA — Cynthia Spencer, previously with her own publicity company, has joined RCA Records Nashville office as manager of press & publicity for the country division. Also announced was the promotion of Margaret Mercer to coordinator of merchandising and Randy Lavigne to advertising administrator.**

**Turner Named — Frank Turner has been appointed regional promotion manager in Atlanta for MCA Records. He previously held the same position in Atlanta with EMI-Liberty. Prior to that, he was general manager for Bang Records as well as serving in artist development, for eight-and-a-half years, at Warner Bros. Records.**

**Banks Named ABC — Broadcast Music, Inc. has announced the promotion of Jean Banks to associate director, writer relations. She was previously executive assistant, writer relations.**

**Bourdon Joins CID — Country International Records has appointed the appointment of Tom Bourdon as vice president of sales and promotion. He formerly was with Port OL Call Records.**

**Changes At Activation — Activation, Inc. has added five new designers to its creative team. Kevin Kalkut, Dan Kitchon, Garry Kitchon, John Van Rynz and Paul Willson will be based out of Activation's eastern design center in New York. The additions of the five new designers bring Activation's total number of designers to twelve since Larry Kaplan, a founder and senior designer, left the company in late June to work with a new video game hardware enterprise.**

**Calibre Promoted — At A&M Records. Gloria J. Calibre has been promoted to director of A&R administration, Calabrese, who has been with A&M since 1979, previously held the position of A&R administration manager.**

**Record Presses Pass Along Vinyl Price Hike**

(continued from page 8)

tronfound Group, America's largest independent record processor. "Our increases will occur in mid-July and will be about a 2 cent rise per album, and 1 cent for 7" 45s." According to Melzner, who counts among his clients labels like A&M, RCA, Capitol, and Arista, "The disc market now is tenuous. We're trying to hold back prices, but things are going to change in two weeks. The oil situation seems to be changing day to day. Just watch the oil per barrel, and it will give you an indication of what's going to happen with our pricing. There's a lot of spot market all right now, that's what's really holding the price down. The economy is down all over so there's less use for raw materials."

"All I can say is thank god for tapes," remarked the Electrosonic head, whose firm went into production of audio tapes two years ago buying Capitol's Omaha, Neb., plant and has since acquired some independent tape manufacturing plants.

Joe Talbot, head of Nashville's Precision Records Pressing, Inc., said the price of pressing will go up 1½ cents across the board for LPs, with 45s facing a 1 cent jump. Talbot called the boost in price for vinyl compacts "the straw that broke the camel's back," adding that a 17% increase in natural gas prices, a 10%-rise in electricity rates, and other expenses had been amortized by company efficiencies but the cost of the components was so vital to his business that it could not be absorbed into operating costs without affecting closing.

Other record production facilities, like The Bestway Group of Mountainside, N.J., expressed similar concern over the 3½ cent per pound leap by suppliers of comp- pounds. "I'm shocked and dismayed," said Howard A. Masler, president of the firm. "But I'm not surprised. I knew it was just a matter of time until the manufacturers of PVC co-polymer and other blend resins would have to raise prices to cover their overhead. We're raising our prices July 15, the same time when we project our net supplies will be depleted. Our buy prices will rise by 1½ percent per barrel, and we 45s cost will remain the same because we also strive for those and styrene prices have not gone up."
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NYC New Music Seminar Agenda, Panels Announced

NEW YORK — The schedule of events and panels for the third annual New Music Seminar will be held through this Thursday at the Center Hotel July 19-20, has been set. Malcolm McLaren, manager of Bow Wow Wow and She Sheriff, will open the meet with a keynote address Monday, July 18, at 10:30 a.m.

Three Tape Pirates Sentenced In Chicago

NEW YORK — Three Chicago men were sentenced in the Circuit Court of Cook County, Ill., on July 2 following their convictions for theft or forgery in the unauthorized reproduction and sale of pirate Arabic tape recordings. Judge Roger J. Kiley sentenced Salem Arashm Zakarian, who owns Zarkian Tapes and Records of Chicago, to 30 months probation, one day, and a $1,000 fine. He also sentenced Thomas Wiggins of Ninveh Records. Ninveh Records is a San Francisco-based independent label that distributes licensed product from overseas including Middle East and Near East product, and the victim of the unauthorized manufacture and sale. The three defendants were all convicted and the Zakarian store, received 30 months probation and a $1,000 fine. Faried Saba, who pleaded guilty to charges of mail fraud, conspiracy, failed to attend the sentencing and is being sought. Both the Zakarian and Alia import stores were raided in December, 1981, yielding over 789,000 pirate labels, 2,500 pirate tapes, and 1,550 master tapes and various duplicating equipment. The materials were valued at $15.9 million by the Chicago Police Department.

In another anti-piracy action, Ralph “Buddy” Phillips, a North Carolina man charged in connection with the FBI Mod- soun investigation into the East Coast counterfeit and pirate sound recording industry, has been convicted. He pleaded guilty in U.S. District Court for the Eastern District of New York on June 23, to charges of failing a tax return in connection with the distribution of counterfeit sound recordings.

Phillips was the business associate and is the brother-in-law of Jerold Pettus, a chief target of the Modosun investigation which occurred over a 20-month period from 1976-1978. At that time Pettus was a major national distributor of pirate and sound counterfeit recordings. He pleaded guilty to charges of mail fraud, conspiracy, and copyright infringement and is now serving a two-year prison term.

ATLANTIC INKS — Now in his 20th year as a recording artist, Glen Campbell has signed with Atlantic Records. His nearly completed debut album for the label will be produced by Jerry Fuller and released in the early fall. Pictured celebrating Campbell’s signing is the performer, Campbell’s business manager: Campbell and Atlantic Records president Doug Morris.

DURAN DURAN (REPEAT REPEAT) — Capitol recording act Duran Duran recently performed at New York’s Peppermint Lounge. The group’s John Taylor (l) is shown shoozing the show with fellow recording artist Robert Palmer (c) after the performance. RB.

Speedwagon, Asia and AC/DC. Not exactly adventurous, but at least somebody’s trying — Readers of this column may recall our mentioning the split between Britain’s Animals and their American manager, and we now have a group’s quartet to clean-up the lyrics on several of its tunes following the banning of some of the group’s earlier material. In response, the group took a flyer, leaving the label with some alternative but to continue pressing the record as it existed. While the label had little, if any, interest in the band, their name was immediately dropped and appeared miraculously on our doorstep one afternoon. As to the group’s recent woes, the Leaguer had this to say about that: “The whole thing is just ridiculous. The lyrics aren’t that bad, really, and people who buy our records are.”

EAST COASTINGS — Expect to see both an album and an American tour by The Who, possibly as early as September. A four-song cassette by The English Beat is being prepared for release, as is the band’s first single. Though The Go-Go’s. Unlike the first, The English Beat tape would include two songs not slated for inclusion on the group’s upcoming album,... Island has inked Scotland’s Set The Tone Records with an agreement giving the British outfit a tough time finding a home for its next album... IRS has linked Athens, Ga.-based R.E.M.’s first release with a Rock EP entitled “Chronic Town,” and set for a mid-August release. The label has also signed Lords of The New Church... Gotham’s Plexus Records has obtained “You Scare Me To Death,” a Marc Bolan compilation from RCA; The Nolans have inked veteran R&B singer Garland, and have been busy getting her for their label. Reachout International Records has just released four new titles: “Coffee Break” by Human Switchboard; “Load Away” by The Silver Beetles; “Future Funk/Uncut” by jazz alterna- tive Tim and His Flying Tigers; and “New York Thrash,” a 22-song compilation featuring Bad Brains, False Prophets, Heart Attack, Undead and others...

For a complete listing of all the West Coast bands and shows, see NEWS & REVIEWS, page 25.

NEWS & REVIEWS}

NEWS & REVIEWS
NEW YORK — Declaring the program a success, promoter George Wein’s Festival Committee concluded that the Kool Jazz Festival in New York drew between 90,000 and 100,000 patrons. Held June 25 – July 4, the Festival presented 60 concerts at 25 locations throughout Manhattan, New Jersey and Saratoga and Purchase, N.Y., and combined with the success of the Kool Jazz Festival in New York to produce a balance showing for Kool Festivals in Orlando and Philadelphia.

The success of Jazz Festival’s was due to strong turnouts for outdoor workshops at Waterlily Village in Stanhope, N.J. and the Saratoga Performing Arts Center in Saratoga Springs, N.Y. A third series of workshops outside of New York City, at The Center for the Arts, State University in Purchase, N.Y., fell short of expected attendance, Festival Production Division.

Mary Nee cited transportation problems as the reason for an unexpectedly small Workshop purchase program, which featured more than 150 artists performing simultaneously at.

“The biggest problem with the Purchase program is getting it,” said Nee. “George has already said that he has to do something about it for next year because you really have a problem if you don’t have a car.” Nee added that the Festival had tried to make facilitated arrangements with companies to transport Festival-goers from a nearby train station, all to no avail.

In Manhattan, there were no major problems with traffic, said between Avery Fisher and Carnegie Halls, with such established, mainstream jazz artists as Buddy Rich, Ella Fitzgerald, Duke Ellington, Count Basie, and many other jazz ensembles.

The Festival’s loan of some of the Festival’s best artists. As in the past, the Festival has been a co-promoter outside its organization to ensure a broadly mixed program.

They gave me an enormous amount of credit,” said Burt Kellar, co-producer for the Buddy Rich Retrospective concert. “It was my thing, but it really became a group effort. The co-producers didn’t have the expertise and existing experience, and the Festival people, Wondy Birks said that CBS originally sponsored the program, which will continue throughout the summer at Stark/Kamelot, Varolo reported a similar trade-in. The tape was a flop, and tapes in this category traditionally sell poorly in the racks. Tape print ads are now using cassette menus instead of album menus and bringing in customers who now ask for the cassette version.

Radio Doctors in Milwaukee has been running a promotion where customers can trade their old cassette tape for a brand new cassette tape in return for low-priced prerecorded cassettes. Merchandising coordinator for the store said that the promotion was a success.

Pat Myers, tape buyer for Harmony Hut, reported a five percent RCA discount on the store’s cassette sales for the past three months. He said that he would continue to run the promotion along with cassette programs from other labels. “They realize and we’re telling them that we sell one cassette for every two compact discs that we sell,” Myers said. “It’s a good offer, we still get a 1,3 tapes to two albums,” Myers said. She has seen orders from individual stores at 800 and up, sometimes as high as 1,200 pieces of cassette product.

Retailers Expect Cassette Sales To Reach Peak With Ups This Year

Continued from page 9

A down in Texas, Steve Marmaduke, vice president of purchasing for the Aamorillo-based Recording Co. of the Hastings, Books/Records/Video retail chain, revealed manufacturer use of discount programs and a push for prerecorded cassette sales.

“They want to light home taping and push sales,” he explained, but added that the price tag was kept on this and other records.

Record Bar’s Bennett felt that incentive programs from manufacturers were increasing more common. He said that this summer one label list, a discounted cassette titles as available for purchase at his chain.

And Liscio’s Pizza’s Cohen reported that not only did the chain feature cassette-only discount and day programs and recalled that WEA had given an extra two percent on purchases if the tapes were bought in the store.

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On the other hand, the Alden’s Matrix, we at the end of the week long leading up to July 4, encouraged customers to stock up on tapes for the holiday weekend by offering $1 off on each tape purchased. A total of $25 were spent on these tapes.

Everybody’s Records has just begun a July tape sale offering all $5.99 tapes for $4.99. WEA and RCA, which is at $4.44.

Blank Tape

Besides the push on prerecorded cassettes, blank tape cassette sales are also being supported. Liscio’s Pizza’s blank tape ads now say, “blank cassette” in red on the side of the store.

Channel Meridan’s is “out there once again,” he said, “looking for a way to push cassettes in the store to Marmaduke, with “multi-packs,” hard hitting ads and low-priced sales.

Record Bar has begun its July “Ac- celerator” promotion, which includes doubling the percentage of accessories sold, with blank tape a major product line included.

Record Bar has begun its July “Ac- celerator” promotion, which includes doubling the percentage of accessories sold, with blank tape a major product line included.

Staying Home & The Asbury Jukes

THE FESTIVAL continued from page 15

One thing we do know for sure,” said Bennett, “we can’t have enough tapes.” Bennett added that the store was planning to buy EMI/casette tapes.

A high point was reached early on when Ross sang what she called her favorite song, ‘Lady In Waiting’ (a.k.a. ‘Hand’), and had most of the included audience on their feet singing along and awareness is an important part of the mix and some on the field dancing in a circle. Here a gospel style chorus by backup singer Sharon Wade nearly stole the song from her, but she returned immediately, with a speeded-up Supremes medley consisting of ‘Reflections,’ ‘Baby Love’ and ‘Stop!’ and also returned with backup singers and dancers.

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After a few numbers from her ‘Lady Sings The Blues’ period followed by a coating of Christmas tunes in late October, Ross, who is currently touring the United States with Supremes with ‘You Keep Me Gaping On,’ then concluded the show with tunes from one of her current hits, ”Over The Rainbow” and “My Favorite Things.”

Frankie Beverly & Maze’s mellow funk groove started things off at 6:30, while most of the crowd was still in filing. Outside of Beverly’s Kelly green leotard garb, he and the group were barely noticeable, the crowd declared, “Before we leave the stage you will know who we are!” Sure enough when the group had finished the middle of their hit “Joy And Pain,” the crowd slowly but surely picked up on the “L” in the name and praised along with the group.

During the closing minutes, Miles Davis brought out the same line-up as last year’s, when he re-emerged from a five year layoff. Davis’ work was slick and enjoyable and moving, but the Kool Jazz Festival this wasn’t, and as the skies darkened, the sound of someone playing real time. But the darker it got the better the response, and when Davis and group left the stage without saying a word, they might have been called back had the stadium lights not gone on during their performance. Tim Davis “Havin’ A Party,” was an electric and enjoyable evening.
**TOP 200 ALBUMS**

**Fleetwood Mac’s ‘Mirage’ Album Debuts Within Top 10**

by Mark Albert and Ken Kirkwood

The Cash Box Top 200 Albums chart at #9 bullet, the LP enjoyed outstanding retail out of all regions with nearly 70% of all accounts reporting it in the Top Ten or better — already capturing #1 action in Los Angeles, San Francisco, Portland, Seattle, Milwaukee, New Orleans and Baltimore/Washington, D.C. The single, "Hold Me," goes to #7 bullet from #9 in only its fifth week on the Top 100 singles chart. Look for heavy rack activity on the LP next week.

**TOP TEN HIGHLIGHTS** — Asia remains at #1 for the third consecutive week — The Rolling Stones move up a point to #2 bullet. Retail is still very strong, particularly in the East. Racks kicking in strong — Top 15 sales reports — Toto goes to #6 bullet, up from #7, with very good retail out of the South, West and East. Steady Top 35 rack sales — Loverboy continues to garner consistently healthy retail action everywhere, led by the Midwest and South, and moves up two points to #7 bullet. Top 10 rack reports as well.

**Top 100 HIGHLIGHTS** — Two of the hotter new releases for Epic are closing in on the Top 100. REO Speedwagon, #12 bullet, up from #15 with good retail everywhere, is led by the Midwest and South, and Top 30 rack sales out of the box as well. Survivor jumps to #15 bullet, up from #21, with good sales action in all regions led by the South, East and Midwest. Top 30 rack reports here as well... Air Supply, #18 bullet, up from #25, continues to be an exceptional rack item — Top 20. Nice retail out of the Midwest and West. The single "Even The Nights Are Better" goes to #17 bullet from #21... Genesis live album moves to #22 bullet, up from #26. It is still a big retail item in the Midwest and East and is beginning to kick in at the rack level as well... Steve Miller jumps into the Top 25 at #24 bullet, up from #33, with good retail out of the Midwest. South and West, with the racks starting to report activity as well. The "Abracadabra" single took a nice jump going to #11 bullet from #18... Pete Townshend jumps 13 points to #32 bullet. Very strong on both coasts and in the Midwest... Larry Elgart's "Hooked On Swing" moves to #36 bullet from #42. Remains a strong Top 20 rack item with good retail out of the East and Midwest... The soundtrack to Rocky III leaps to #39 bullet, up from #61, in its second week. Best retail out of the South, East and Midwest. Good first week rack sales here... Chicago jumps 10 points into the Top 50 at #48 bullet with good sales out of the South, Midwest and West... April Wine takes the biggest jump of the week, moving 57 points into the Top 10 at #55 bullet. Good sales out of the Midwest, South and West... The soundtrack to E.T., climbs to #59 bullet, up from #78. Gaining retail momentum on the coasts and in the south... King Crimson jumps 18 points to #66 bullet, with retail very good in the West, Midwest and East... The Grease 2 soundtrack goes to #75 bullet, up from #92, with heavy retail sales reports... Top 15 here — and a little retail out of the South as well... Ronnie Milsap breaks into the Top 100 at #95 bullet, up from #107. Selling well in the South, Midwest and at the racks... Also entering the Top 100 is Randy Crawford at #94 bullet, up from #104, and Eddie Money at #96 bullet, up from #125. Crawford is selling well in the West and East, while Money is getting good response in the Midwest and West.

101 TO 200 HIGHLIGHTS — Cheryl Lynn jumps 25 points in her second week to #103 bullet. Doing well in the East and West... Bob James has a good second week going to #113 bullet, up from #136. Doing quite well in the West and South... David Sanborn moves to #115 bullet, up from #138, with good sales action out of the Midwest and South... Bloodstone, #117 bullet, up from #132, is off to a nice start with retail out of the West, Midwest and East.

DEBUTS — After Fleetwood Mac, Atlantic has the next two highest debuts with Robben Ford’s solo LP at #31 bullet and Crosby, Stills & Nash at #46 bullet. Plant had strong retail everywhere, led by the Midwest and the coasts. C.S.A.N is off to a good start, with best initial response out of the West, Midwest and South. The single "Wasted On The Way" goes to #21 bullet from #28, the group’s first hit in five years... Elvis Costello comes in at #48 bullet and is starting off well in the East and West... Debuting at #100 bullet is Judas Priest with early retail response out of the South and Midwest... Joe Jackson comes in at #108 bullet with retail out of the West and East initially... The soundtrack to Star Trek II: The Wrath Of Khan debuts this week at #123 bullet. Best response out of the South... The Pointer Sisters hit the charts at #141 bullet with sales starting in the West and Midwest... Ted Nugent comes in at #149 bullet with retail out of the West and Midwest... Steve Forbert debuts at #166 bullet. Retail beginning out of the South and East... The Statler Brothers debut at #173 with retail reported out of the Midwest... The other debut this week is Pete Shelley at #177.

**Regional Album Analysis**

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<th>NATIONAL BREAKOUTS</th>
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<td>1. ROBERT PLANT</td>
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<td>3. PETE TOWNSHEND</td>
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<td>4. ROCKY III</td>
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| APRIL WINE | 10 |
| GLEESE 2 | 11 |
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| GLENN FREY | 13 |
| JEFFREY OSBORNE | 14 |
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<td>9. JUDAS PRIEST</td>
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| PETE TOWNSHEND | 12 |
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This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
WHAT'S IN-STORE

MUSIC PLUS X EQUALS HUNDREDS — A pair of in-store appearances by the acclaimed Los Angeles punk group X at Music Plus locations in L.A. has left Alan Schwartz, director of creative marketing at parent company Show Industries, ecstatic. "The group was sensational," he exclaimed, in reporting that the group sold "hundreds" of albums at each store. The in-store took place on Saturday, June 19, one day after Elektra Records released "Under The Big Black Sun," an album that has been described as "a group exploding on the scene" as in the case of X, both could be a John Cale or Iggy Pop.

One of the reasons cited for the tremendous sales was the album cover, which shows the group entangled by part of a seven-mile long scarf knitted for them by Aussie fans. The poster is a departure from JEM's norm, which usually shows a new album cover along with catalog numbers. Explains JEM publicist Ben Lerman, "Our stores over time instead of 100,000 at a shot, so we like to include more than one album on our posters to push catalog." Such is the case with the poster promoting last month's release of "First Edition," a compilation LP of Edition G.E. acts including Brian Eno, John Lennon, and Malcolm McLaren.

The C-90 Rock & Roll show opened at the Greek Theatre. The band first appeared at the band's own show. Schwartz noted, "I've done in-stores with a lot of big names, but X went way beyond the call of duty. It's unlikely we'll ever do something like this again."

THEY'RE NOT ANYTHING LIKE THAT — but rather one of the most highly anticipated cassette releases of the year. The band's third album, "Theatre," was released May 17, and the album has already gone gold.

White ink tape sales remain constant now that not showing a pickup in sales for most merchants quired. Steve Marmaduke said that the last 90-120 days have brought a slower increase than in the past five years at Western Merchandisers. He ironically attributed some of the swelling to the Walkman-type units, as not all of them have recording capability.

While the prerecorded cassette market appears to be heading for its biggest summer ever, retailers expect the trend to continue into fall and beyond. "It's still selling," declared Pat Lawrence, album and tape buyer for Schwartz Bros., Inc., owner of the Harmony Hut chain, "cassettes are the format of the future — at least the immediate future." He added that stores that have anticipated the trend are reaping the benefits. "Some stores are still buying one cassette for every 10 albums. The stores that are on top of things are buying five cassettes for 10 albums, one for two rate.

At Licorice Pizza, Cohen feels the same way. "We've made a phenomenal increase in our initial cassette purchases," he said. "We'd like to be light on tape but heavy on albums. Now we automatically buy a good supply of cassettes right out of the box when we buy the album." Cohen said that many new cassette buyers haven't bought albums in years. "A lot of people are following albums in favor of cassettes," he said, adding that this will continue as the labels offer better cassette packages and sound quality.

The bands already getting wise to the cassette trend, according to Cohen. "They make cassettes available now at the same time as the album release instead of weeks later as it used to be. So they're aware of consumer demand. I've heard that production is moving to the 50-50 level, so they're further ahead of us in anticipating the trend. Cassettes will overtake albums a lot sooner than anyone thinks. I predict they will run over Christmas or just after."

PROUD PITTSBURGH — National Record Mart vice chairman Jason Shapiro recently presented a check for $2,650 to Tricia Mullin, 1982 postcard holder for the Greater Pittsburgh March of Dimes. The check represented the proceeds and production costs of the posters, which were sold in area National Record Marts and featured prominent Pittsburgh rock musicians. Pictured are (l-r): Shapiro, Mullin and Billy Prie, one of the artists featured on the poster.

Retailers Expect Cassette Sales To Reach Parity With LP's This Year (continued from page 19)

of special products, said that each tape manufacturer has featured items on sale throughout the month.

While blank tape sales remain constant now that not showing a pickup in sales for most merchants quired, Steve Marmaduke said that the last 90-120 days have brought a slower increase than in the past five years at Western Merchandisers. He ironically attributed some of the swelling to the Walkman-type units, as not all of them have recording capability.

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BREAKOUTS/PLUS PROFIT

TOP SELLING VIDEO GAMES * TOP SELLING ACCESSORIES *

DEFENDER Atari CX2609
CHOPPER COMMAND Activision AXO15
STARMASTR Activision AXO16
YAR'S REVENGE Atari CX2655
PAC-MAN Atari CX2646
DEMON ATTACK Imagic 3200
SPACE INVADERS Atari CX2652
SPACE HAWK Intellivision 5151
HAUNTENED HOUSE Atari CX2654
STAR STRIKE Intellivision 5161
KABOOMO! Activision AG01
ASTROMASH Intellivision 3605
SUPER BREAKOUT Atari CX2608
SPACE Jockey U.S. Games BC 1001

Audio Technica Sonic Boom (AT6012)
Discwasher C-2 Stylus Care System
(Dis) D-4 1/4 oz. Refill Fluid
(Dis) D-4 System Kit
Discwasher "Perfect Path" Cassette Cleaner
Le-B-L P Sleeves
Maxell LNC-90 (2/Bag)
Maxell UDXL II C-90
Maxell UDXL II C-90/2 (Bag)
Memorex T-120 (videocassette)
Recoton Cassette Head Cleaner
Recoton Record Guard Anti-Static LP Inner Sleeves
TDK Cassette Head Demagnetizer (HD-01)
TDK DC-90
TDK DC-90 (2/Bag)
TDK SAC-90
(Dis) TDK SAC-90 (2/Bag)


TOP SELLING MIDLINES

4 A Flock of Seagulls * Live/Arista VA 6600
AC/DC * Let There Be Rock * Ato SD-3615
The Beatles * Rock 'N Roll Vol. 1 * Capitol SHR 4000
Bow Wow Wow * Last of the Mohicans * RCA CPL-1431
Crosby, Stills, Nash & Young * So Far * Atlantic SD-15119
The Doors * Elektra EKS 75007
Haircut 100 * Pollicin West * Arista AL 6600
The Kind * 360 Records TLP-333
Carole King * Tapestry * Columbia PE 34946
Missing Persons * Capitol DLP-15001
The Monkees * AFA-15015
The Pretenders * Extended Play * Sire MINI 3563
Judas Priest * Sin After Sin * Columbia PE 34787
The Rolling Stones * Sucking In the Sewer * Rolling Stone/Ato COG-T6028
Pete Shelley * Homosapien * Ato AR 6002
Spyro Gyra * Morning Dance * MCA 9004
Thompson Twins * In the Name of Love * Arista AL 6601


* Excludes T-Shirts & Paranormal

Heavy Sales
RCA, Arista Pact For Music Video Programming

LOS ANGELES — RCA SelectaVision VideoDiscs and Arista Records have entered into a non-exclusive agreement for the development, production and packaging of long-form music video projects featuring Arista artists and recording acts. As noted by Seth Willenson, vice president of programming for SelectaVision, RCA will act as distributor for production; the pact is the first underdeveloped, both RCA and Arista are looking at domestic cable TV as an initially strong outlet for such production, along with foreign video and television markets. But Willenson adds that the two companies are looking to “experiment” with a number of other products, films and concerts rather than tailoring the program to cable. “Inevitably, the cable TV market wants concert material,” Willenson pointed out. “We want to combine concert and concert."

RCA SelectaVision has already undertaken video music productions featuring acts on the RCA Records label. To date, Columbia Pictures Home Entertainment and Arista Records have joined as Distributors for recording acts, most recently, a taping of RCA country music artists in performance at Austin, Texas. A number of other music video titles, featuring such acts as Bon Jovi and the Grateful Dead, are also present in the SelectaVision CED disc catalog. Willenson said that while RCA and Arista are keying on developing the long-form productions under the arrangement, “This does not mean that RCA is only in the business for promotional use for short pieces” by Arista acts. “We’re just now seeing the beginnings of promotional mechanisms for music videos and they will only be growing and expanding,” he said.

Financing will be determined on a project-by-project basis, according to both Willenson and Dobbs. While the companies hope to obtain development monies through licensing revenues, neither rules out the possibility of kicking in production funds. While Willenson said the pact was engineered to enable the “commodity of interest between RCA SelectaVision and Arista” in expanding the scope of music video production and marketing, he is not stressing that the non-exclusive and the possibility of striking similar agreements with other labels was “definitely in the cards.”

Universal Clarifies Intent In Its Second Suit Against Sony

(continued from page 3)

Universal issued a last-minute filing (the Nov. 6 filing by the plaintiffs of a parallel action against more than 40 manufacturers of videotape and video recorders and their distributors (Cash Box, Nov. 11, 1981). At that time, Walt Disney Prods. also sent out a release stating that it had “no intention, . . . pursuing individuals to interfere with this practice of home videotaping” (Cash Box, Nov. 14, 1981).

Image Problems

Concern over possible image problems prompted Disney to decline participation as co-plaintiff in the aforementioned suit, however. Universal, on the other hand, is using its current complaint largely as a means of clarifying the intent of its legal action and refraining what a statement by parent company MCA called “unsubstantiated claims by members of the electronics industry” that it is seeking to prosecute home VTR owners.

Commenting on the complaint, Bill Baker, vice president of corporate communications for Sony, expectedly stated, “We fight this present action as we have the right to fight the previous suit.” However, he added, “I suspect that Universal won’t move on this latest action until the Supreme Court resolves the first suit. It’s one thing to file, it’s another to put it into gear. Obviously, the Supreme Court decision will be key.”

ON GOLDEN VIDEOCassettes — 20th Century-Fox Video were presented with the first two Golden VideoCassettes from the International Tape/Disc Assn., under new rental/sale criteria established in April of this year. The recipients of the awards were the titles Star Wars and On Golden Pond. Pictured at the presentation during the 1982 In- ternational Consumer Electronics Show in Chicago last month are (l-r): Henry Britz, ITA ex- ecutive vice president, Bud O’Shea, 20th Century-Fox Telecommunications group vice president; Darth Vader; Jack Dreyer, 20th Century-Fox consumer products division vice president and general manager; and Sam Burger, ITA chairman.

The Cash Box Top 30 VideoCassettes chart is a compilation of the fastest-moving titles in both Beta and VHS formats, based primarily on retail activity, as reported by leading accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio City-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Nicoleeoio-Los Angeles; Everybody’s-Portland; Radio City-437 California; World Video-Chicago; Arista Video-Providence; Love That Video-Seattle; Kelskarp; Video Studio-Farmington; Lyon Video-Atlanta; Video Services-San Diego; Video Media-Entertainment-Hicksville; Wonderful Video-Charlotte; Boston Video-Boston; Wherehouse National; Video Showroom-Louisville; Eros Video Club-Springsfield; New England Home Video-Detroit; Moviex Unlimited-Philadelphia; Video Showcase-East Federal Way; Movis To Go—St. Louis.

Universal issued this important clarification in its second suit against Sony. It essentially reiterates a statement issued last year that it acceded to the Nov. 6 filing by the plaintiffs of a parallel action against more than 40 manufacturers of videotape and video recorders and their distributors (Cash Box, Nov. 11, 1981). At that time, Walt Disney Prods. also sent out a release stating that it had “no intention, . . . pursuing individuals to interfere with this practice of home videotaping” (Cash Box, Nov. 14, 1981).

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SYNDICATION INDICATIONS — in the wake of the death of Harry Mills, Narwood Prods. plans to rebroadcast its hour-long "Mills Brothers" special during the week beginning Aug. 2, as a tribute. Mill's cousin, Nancy Mills, will be a special guest of the "Network News" program.

Joanne Adams has been named vice-president/national sales manager, West, at the California-based program supply firm. Prior to joining Creative Factor, Adams was sales manager, western region, RKO Radio Pictures. She is a graduate of the University of Southern California at Katz Communications. . . . Dallas-based syndicator Toby Arnold Assc. premiered its 12-hour tribute to Frank Sinatra on the July 4 on MOR outlet KRLD/Dallas and is now offering it to stations. Hosted by radio personality Paul Compton, the special, dubbed "Today Remembered," was released by the Ritz Flats Syndication, call toll free (800) 527-5335 . . . At the same time, the Texas-based syndicator is offering "Roll Your Own," a special version of its program "The Rolling Stones" 20th Anniversary Special, recorded to allow local personalities to serve as narrators. The package resulted from requests of stations in Australia that wanted to use local announcers. The original master tapes, therefore, were remixed in an open-ended form to permit each station to insert its own voices into the correct slots. Over 80 MOR stations, including KLOS/Houston, KLON/Dallas and KLOF/Houston have bought the special, which features interviews with Mick Jagger and other band members.

NETWORK NEWS — The CBS Radio Network will broadcast its first-ever Spanish language broadcast of the All-Star Game July 13 at Olympic Stadium in Montreal. The games will be narrated by Eduardo Juan Bener/Barroso of Mexico who will share the play-by-play, while Héctor Zárate will do the color commentary. Twenty-two Hispanic stations in the U.S. will carry the game. They include: WPAS/Philadelphia/W tm., XEJ-FM Los Angeles, KCOY/Houston, KESS-Dallas and WAMA/Tampa, Fla.

WFAA/Dallas has joined the ABC Erteigers Radio Group, according to Broadcasting. This marks the first time an ABC network program group has a station in a year's supply of AOR songs.

Elton John's "Toto" is being profiled on KROQ's "Hot Ones" an hour-long interview show, on July 12. That same night, a concert by recording group "Krokus," recorded at the Erie Field House in Erie, Pa., will be broadcast on RKO's Captured Live series. The following week, Full Moon/Warner group Chicago will be profiled on the A/C-format MusicStar Special. On Aug. 2, R&G/Houston and Columbia/Atlanta will be featured guests on MusicStar, while Epic recording group REO Speedwagon will be featured on the Hot Ones broadcast Aug. 9. The following week, Geffen recording artist Elton John will be profiled on the WEA format's AOR show on Aug. 23.

STATION TO STATION — John Bloodwell has become promotion director at AOR powerhouse WCWO/Boston, after having left his post as assistant program director at Philadelphia AOR topper WMMR. . . . Nevertheless, on Friday, July 16, WGOZ is hosting a party night of the Living Room in Providence, R.I. Headlining the night will be local band "R.I. Planets" and the local band "Dirty 23." Another director at neighboring AOR outlet WAFF/Worcester, Mass., has been named to the newly created position of national promotion director at the Katz Broadcasting Co. He will begin work at the end of August.

FOR YOUR INFORMATION — CompuServe Information Service, a videotex subscriber service for owners of personal computers and terminals, has added National Radio Public's (NRP) Cassetti Gazette, a monthly newsletter outlining NPR programming, to its catalog. The audio newsletter offers information about such NPR programs as Reagionomics Made Easy, Single Parents and Kids and Office Health Hazards. Other programs included Word Jazz, a surrealistic treatment of verbal images, stereo sound and special effects. In addition to the Cassetti Gazette, cassettes of previous NPR broadcasts can be ordered through CompuServe.

For more information, call (202) 822-2355 . . . Tuesday Prods. of San Diego won another round in its battle against the American Federation of Radio Artists (AFTRA) last week when U.S. District Judge Judith N. Keen of the Southern District of California ruled that the labor union must pay attorney's fees in the case of $1 million, raising the amount of damages assessed against the union to over $10 million. Tuesday recently sued AFTRA for antitrust violations because it had advocated a "captive deal" with other signatory stations to assure that all U.S. AM facilities are placed on List A of the new labor contracts. The suit was filed by the American Federation of Radio Artists (AFTRA) last week against the stations, with whom United Stations has a domestic network relationship.

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In Washington D.C., a small group of former National Association of Broadcasters (NAB) members filed an antitrust lawsuit against United Stations, the company that owns United Stations, and the stations, with whom United Stations has a domestic network relationship.

Radio personality Tony Arnold, assisted by his wife Virginia, have filed an antitrust lawsuit against United Stations, the company that owns United Stations, and the stations, with whom United Stations has a domestic network relationship.

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### 1 Most Added

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<thead>
<tr>
<th>Position</th>
<th>Artist/Title</th>
<th>Radio Stations</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>80</td>
<td>A Flock of Seagulls - &quot;Jive/Arista&quot;</td>
<td>WSHE, WWRL, WCCC, WGRQ, KOME, KSHE, WOUR, KLOL, WBAB</td>
<td>Moderate to fair in all regions; strongest in West.</td>
</tr>
<tr>
<td>55</td>
<td>April Wine - &quot;Power Play / Capitol&quot;</td>
<td>KMGN, HOTS: KBPI, WLR, WGRQ, KSHE, KLOL, WBAB, MEDIUMS: KMET, WGRQ, WWLS, WHFE, KEZY, KCNN, WOUR, WBAB</td>
<td>Preferred Tracks: III Ran, Telecommunications, Space. Moderate in all regions; strongest in Midwest.</td>
</tr>
<tr>
<td>1</td>
<td>Asia - &quot;Geffen&quot;</td>
<td>None: HOTS: KMET, KBPI, WLR, WBLM, WWLS, WHFE, KMGN, KEZY, KSHE, KCNN, KLOL, WBAB</td>
<td>MEDIUMS: WWCC, PREFERRED TRACKS: Heart, Sole, Dreams. Good in all regions.</td>
</tr>
<tr>
<td>85</td>
<td>Elvis Costello &amp; the Attractions - &quot;Imperial Bedroom / Columbia&quot;</td>
<td>None: HOTS: KBPI, KNAC, WHFS, WWLS, HOTS: WLR, MEDIUMS: None, PREFERRED TRACKS: Little Fool. Moderate breakouts in all regions.</td>
<td></td>
</tr>
<tr>
<td>46</td>
<td>Crosby, Stills &amp; Nash - &quot;Daylight Again / Atlantic&quot;</td>
<td>None: HOTS: KBPI, KNAC, KEZY, KLOL, WBAB, PREFERRED TRACKS: Wasted. Moderate breakouts in all regions; strongest in West.</td>
<td></td>
</tr>
<tr>
<td>96</td>
<td>Eddie Money - &quot;No Control / Columbia&quot;</td>
<td>None: HOTS: WYFE, WWFL, WCCC, WGRQ, WWLS, WHFE, KEZY, KNAC, PREFERRED TRACKS: Shakin', Take, Title. Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>21</td>
<td>The Motels - &quot;All Four One / Capitol&quot;</td>
<td>None: HOTS: KMET, KBPI, WHFE, KMGN, WHFS, KNAC, KEZY, WOUR, WBAB, MEDIUMS: WGRQ, WWLS, WBAB, PREFERRED TRACKS: Lonely, Art, Over. Good in all regions.</td>
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<tbody>
<tr>
<td>7</td>
<td>Genesis - &quot;Three Sides Live / Atlantic&quot;</td>
<td>None: HOTS: KMET, WGRQ, WWLS, WHFE, KEZY, KMGN, KEZY, WOUR, WBAB, MEDIUMS: WYFE, WGRQ, WBLM, KMGN, KNAC, PREFERRED TRACKS: Paperclip, Misunderstanding, Turn. Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>19</td>
<td>Kansas - &quot;Open Confessions / Kirshner/CBS&quot;</td>
<td>None: HOTS: KMGN, WGRQ, WBLM, WWLS, WHFE, KEZY, KNAC, KEZY, KMGN, KNAC, PREFERRED TRACKS: Play, Right, Face. Good in all regions.</td>
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<tbody>
<tr>
<td>116</td>
<td>Men at Work - &quot;Business as Usual / Columbia&quot;</td>
<td>None: HOTS: KBPI, KNK, MEDIUMS: WBLM, WWLS, KMGN, KNAC, KNAC, KNAC, KNAC, PREFERRED TRACKS: &quot;Who Can, Down Under.&quot; Fair in West; weak in others.</td>
<td></td>
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<tbody>
<tr>
<td>21</td>
<td>The Motels - &quot;All Four One / Capitol&quot;</td>
<td>None: HOTS: KMET, KBPI, WHFE, KMGN, WHFS, KNAC, KEZY, WOUR, WBAB, MEDIUMS: WGRQ, WWLS, WBAB, PREFERRED TRACKS: Lonely, Art, Over. Good in all regions.</td>
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<tr>
<td>96</td>
<td>Eddie Money - &quot;No Control / Columbia&quot;</td>
<td>None: HOTS: WYFE, WWFL, WCCC, WGRQ, WWLS, WHFE, KEZY, KNAC, PREFERRED TRACKS: Shakin’, Take, Title. Good in all regions.</td>
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<tbody>
<tr>
<td>149</td>
<td>Survivor - &quot;Eye of the Tiger / Scotti Bros/CBS&quot;</td>
<td>None: HOTS: KMET, WYFE, KBPI, WLR, WCCC, WBLM, WGRQ, WWLS, WHFE, KMGN, KEZY, WOUR, WBAB, MEDIUMS: KNCC, KMEL, PREFERRED TRACKS: Title. Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>Red Speedwagon - &quot;Good Trouble / Epic&quot;</td>
<td>None: HOTS: WYFE, KBPI, WLR, WGRQ, WWLS, WHFE, KMGN, KEZY, KNAC, WBAB, PREFERRED TRACKS: Go-Go, Thumb, Shattered, Start. Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td>38 Special - &quot;Special Forces / A&amp;M&quot;</td>
<td>None: HOTS: WGRQ, KBPI, WLR, WGRQ, WWLS, WHFE, KMGN, KNAC, KEZY, KSHE, KNAC, WBAB, PREFERRED TRACKS: &quot;Go-Go, Thumb, Shattered, Start.&quot; Good in all regions.</td>
<td></td>
</tr>
<tr>
<td>32</td>
<td>Pete Townshend - &quot;All the Best Cowboys ... / ATCO&quot;</td>
<td>None: HOTS: KBPI, WLR, WGRQ, WWLS, WHFE, KMGN, KEZY, WOUR, MEDIUMS: KMET, WYFE, WWFL, PREFERRED TRACKS: &quot;Skirts, Face, Uniforms.&quot; Good in all regions.</td>
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</table>
### Flock Of Gospel Festivals, Seminars, Conventions Set For Summer Months

**NASHVILLE** — The summer months, especially July and August, are the hottest in more ways that one. In addition to hot weather, the summer is the hot time for gospel music with conventions, seminars and festivals planned for all over the country.

Probably the most important event in Christian music, at least in terms of sales and dollar volume, is the Christian Bookseller’s Convention, scheduled this year for July 17-23 in Dallas, Texas. All major Christian labels will have representatives, as well as artists, there to present new product, showcase talent and take sales orders.

The event is geared to Christian bookstores, which are the backbone of Christian merchandising and sales. In addition to record companies (which will spend about 75% of their product through these stores), book companies and companies that sell gift items will also be there to sell to the bookstores, who take advantage of the opportunity to see and try new product as well as receive healthy discounts for buying during this time. Numerous record merchandising and sales campaigns are geared towards the CBA, a tribute to the importance and power of this convention.

The CBA will be followed by the Gospel Radio Seminar, set for August 1-3 at the Holiday Inn in Estes Park, Colo. This is the 15th year for the seminar, which is headed by one of its founders, Jim Black. Working from the theme of “A Decade of Progress,” the event will feature Michael Ellison as keynote speaker, and an all-day seminar for sales people led Ron Fischman.

The event features area radio station owners, managers, sales people and air personalities with concurrent sessions directed towards each group. For more information, contact Jim Black at (615) 244-1992.

The radio seminar will be followed by the eighth annual Christian Artists Seminar, also in Estes Park, Colo. at the YMCA camp site. This has become the premier event of the year for those in contemporary Christian music. Founded and headed by Carl Flora, the event features nightly concerts by contemporary artists and seminars for the professionals, as well as the neophytes, during the day.

The event will feature, as usual, a large number of top Christian artists including Brown Bannister, B.J. Thomas, Barry McGuire, Scott Wesley Brown, Dennis Agnew, Stephanie Bennett, Dave and Jon Carman, John Fischer, Benny Hester, David Meeco, Reba Rambo and Donny McGuire, Terry Telbot and the Sweet Comfort Band. Also scheduled is a national talent competition, encompassing three areas — vocal solo, instrumental solo and groups, as well as a songwriting competition.

During the second week in August, James Clevenger’s Gospel Music Workshop of America will be held in Houston, Texas. The top event for black gospel music during the year, the convention is primarily a workshop and showcase for choirs, which come from all over the country to attend.

**Cleveland To Perform**

Cleveland himself will perform and lead some sessions, and established talent on black gospel labels will perform during some evening showcases. The event is a real showcase for new black gospel talent, as well as a must for record and publishing executives in black gospel to attend.

There are also a number of Jesus Festivals scheduled for this summer, which offer many opportunities for Christian speakers and seminars in an outdoor or indoor/outdoor type setting. These festivals scheduled include Jesus West Coast (North) on July 1-3 in Santa Rosa, Calif.; Jesus Northwest on July 8-11 in Vancouver, Wash.; Flshnet on July 15-17 in Front Royal, Va.; the National Youth Congress on July 19-24 in Estes Park, Colo.; Jesus ’82 on Aug. 12-14 in Mt. Union, Pa.; Summer ’82 on Aug. 13-14 in Blanchard, Mich.; Discover ’82 on Aug. 24-26 in Brevard, N.C.; and the Fellowship of Contemporary Christian Musicians’ National Conference on Aug. 9-13 in Angola, Ind.

All of these seminars, conventions, conferences and festivals provide an interesting cross-section of activities for those involved in gospel music. All seek to combine business with spiritual renewal and give those attending the impetus to spread the gospel as well as a reason for coming back. If all goes well, both the pockets and souls of those involved in gospel music should benefit from the summer of 1982.
Country Promoters Shy Away From Large Outdoor Festivals

(continued from page 5)

fair is that a lot of times it's a lot bigger than a theme park, there's a lot more rides, there's a lot more entertainment and a lot of free entertainment during the day. It encompasses everything from a theme park to the carnival and the homemakers. It might cost you $30 or $40 in versus paying $10.50 or $11 to a theme park, and here you're actually doing a different event. We've got a lot of acts working fairs this summer and a lot of them are already sold out, and an audience that does not have to pay admission to get in. All of the fairs have just started advertising.

Dave Barton, an agent with the Dick Smith Agency, noted that a number of the firm's top clients — Ronnie Millsap, the Statler Brothers and Barbara Mandrell — had brought its total business for the year up. But, on the whole, Barton said that the business has slowed down and that there have been "more cancellations and more places going down the drain this year than in the last three or four years."

Cost Cushion

The acts that are not able to tours are caught in a position where the cost of touring is greater than their drawing power. Business is down for the small acts and they just don't have the audience to justify doing something. But, if you have to be a lot of buses for sale if something doesn't change," predicted Barton. "For the smaller acts, it's not unusual for the piece band, and Leon Everett (who recently left the Blake agency and signed with Shorty Lavender) has got a seven-piece band. Leon and a lot of the guys are probably in with a couple hundred dollars a day for doing the same expenses that Barbara's got. And, if you're spending $50,000 a day. The motel bill is the same, the diesel fuel is the same, as you would probably be within $700 a week of being the same. These guys like Leon Everett are either losing money or breaking even. Leon went to California recently on a tour and they blew the engine on the bus and it cost $6,500 to get it fixed. I don't know how these keep on going, but it's happening.

If you put Leon Everett in a night club in Columbus, Ohio at $3,000 and the guy signs the guarantee, the guarantee that $3,000 is going to take to the front. You're going to have to sell 500 tickets at $5 a head and have a half of an audience at the bar to make something. So, the larger acts are having to have the backing of the clubs to keep them going because the nightclubs can't make money on the artists, and the artists can't afford to work for less money.

Reggie Mack, assistant manager at Un-

COUNTRY

Country Retains Steady Market Share Overall in Spring '82 Arbitron Sweep

by Richard Imamura

NASHVILLE — Spiced by a few interesting developments, country radio maintained a steady share overall in nine of the markets surveyed by Arbitron during the Spring sweep, March 18-June 9. Gains in such Northern urban centers as New York, Philadelphia and Detroit were more or less balanced by losses in Los Angeles, San Diego and Washington, D.C.

The results varied widely from city to city, with the most pronounced loss of a country station in Chicago balanced by the addition of one in Detroit in the midst of a reorganization. The WLS (l-r))

HOLLYWOOD BUFFETT — MCA recording artist Jimmy Buffett recently brought his brand of rum-soaked, tropical country to an appreciative audience at the Greek Theatre in Los Angeles. The Margarita master included a number of songs from his current LP, "Somewhere I听说过." Buffett is the only country station in the market, five of the remaining eight markets had new leaders or ties for the top spot. Furthermore, all of the remaining three repeat market leaders (WHN/New York, WMAQ/Chicago and WUSL/Philadelphia) had strong competitors that continued to improve.

Typical of the intense competition during the Spring Book was the battle in Detroit, where W4 regained the lead from WIXI-AM with a 4.0, up from 3.6 in the Winter Book. WOXI-AM, meanwhile, scored a 3.1, down from the 4.3 in the Winter Book that had wrested the top spot previously held by W4. However, while the overall share of WOXI and W4 dropped a bit, it was more than balanced out by the addition of WIXI-FM, which switched from a Top 40 format to country during the sweep and ended up with a 2.8. Formerly WTW, WIXI-FM's switch to country mirrored that of W4, which only two years ago was one of the nation's top AOR stations.

In Los Angeles, KLAC, which was once the only country station in the market, returned to the top spot by tying KZLA-AM with a 2.1, a slight jump from its 2.0 in the Winter Book. KZLA-AM, which topped traditional KLAC with its "soft FM" stereo sound, remained tied for first with a 2.1, but dropped from 2.5 in the Winter Book. KJH, which was once one of the biggest Top 40

READY FOR THE STOCKYARD — A number of prominent country songwriters will be performing July 17 at the Stockyard in Nashville for the annual Nashville Songwriters Assn., International (NSAI), Pictured in the front row are (l-r): Lola Jean Dillon, W.T. Davidson, Kathy Crow, David Heavener and Jerry Chestnut. Pictured in the second row are (l-r): L.E. White and Tom Long. Pictured in the third row are (l-r): Michael Gareen, Jamie O'Hara, Paul Craft, songwriter emcee Jerry House of WSX/Nashville and NSAI president Ann Stucky.

NSAI 'Summer Seminar II' Set For July 17 At Nashville's Belmont College

NASHVILLE — The Nashville Songwriters Assn., International (NSAI) "Summer Seminar II" will be held at the Belmont College Business School. Featuring a number of recording industry veterans teaching a variety of subjects, Summer Seminar II will begin at 8:30 a.m. and conclude with a showcase at The Stockyard at 8:30 p.m.

Attendance is open to the public, with tickets priced at $50.00 for five classes, a continental breakfast, lunch, dinner and the showcase. (Extra tickets for the showcase will cost five dollars.)

The seminar begins at 8:00 a.m. with registration and breakfast, followed at 8:30 a.m. by an introduction/orientation session. Additional information on classes and fees will be mailed. This event is for NSAI members only.

Following the final classes, a Songwriters Showcase will be held at The Stockyard, beginning at 8:30 p.m. For information on tickets and other seminar aspects, contact the NSAI by writing NSAI, 25 Music Square West, Nashville, Tenn. 37203 or by calling (615) 254-8901.

CPA's WORST Show Set For Nashville

NASHVILLE — The Country Promoters' Assn. (CPA) will sponsor 12 one-hit artists in the "World's Oldest Rock Stars Together" (WORST) showcase at the Music City Playhouse, July 31, with proceeds going to benefit the CPA, an organization designed to promote the country music man as a dedicated professional.

The Casino, the New Boats, Gene Kennedy and Buzz Cason are some of the one-record performers who will be presented in the event, which will also feature a "50/50 dance. Tickets to the benefit can be purchased at $5 apiece from any promoter in Nashville or at the Cash Box office on Music Row.
<table>
<thead>
<tr>
<th>Rank</th>
<th>Album</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks On</th>
<th>Weeks In Date</th>
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<tr>
<td>1</td>
<td>MOUNTAIN MUSIC</td>
<td>Alabama</td>
<td>RCA-VH/1-4259</td>
<td>1</td>
<td>19</td>
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<tr>
<td>2</td>
<td>ALWAYS ON MY MIND</td>
<td>Willie Nelson</td>
<td>Columbia FC 37551</td>
<td>2</td>
<td>18</td>
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<tr>
<td>3</td>
<td>WAITIN' FOR THE SUN TO SHINE</td>
<td>Ricky Skaggs</td>
<td>Epic FE 37190</td>
<td>4</td>
<td>31</td>
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<td>IN BLACK &amp; WHITE</td>
<td>Daryle Singletary</td>
<td>MCA-5250</td>
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<td>BIG CITY</td>
<td>Merle Haggard</td>
<td>Epic FE 37093</td>
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<td>HIGH NOTES</td>
<td>Hank Williams, Jr.</td>
<td>RCA-VH/LG 56906</td>
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<td>INSIDE</td>
<td>Ronnie Milsap</td>
<td>RCA-AHL-1-4315</td>
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<td>HEARTBREAK EXPRESS</td>
<td>Eddy Mitchell</td>
<td>RCA-AHL-1-4319</td>
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<td>LISTEN TO THE RADIO</td>
<td>Don Williams</td>
<td>MCA-5036</td>
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<td>QUIET LIES</td>
<td>George Jones</td>
<td>Capitol ST-12210</td>
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<td>INSIDE AND OUT</td>
<td>Lee Greenwood</td>
<td>RCA-M2-5205</td>
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<td>NUMBER ONE'S</td>
<td>Conway Twitty</td>
<td>RCA-AHL-1-4527</td>
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<td>BLACK ON BLACK</td>
<td>Waylon Smith</td>
<td>RCA-AHL-1-4287</td>
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<td>BOBBIE SUY</td>
<td>Oak Ridge Boys</td>
<td>RCA-AHL-1-4284</td>
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<td>SOMEBODY IN THE ST.</td>
<td>Rosanne Cash</td>
<td>Columbia FC 37703</td>
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<td>BROTHELY LOVE</td>
<td>Gary Stewart &amp; Don Dillon</td>
<td>RCA-AHL-1-4316</td>
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<td>BUSTIN' OUT</td>
<td>John Conlee</td>
<td>RCA-M2-5109</td>
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<td>WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</td>
<td>Willie Nelson</td>
<td>Columbia KCG-37545</td>
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<td>SOUTHERN COMFORT</td>
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<td>FEELS SO RIGHT</td>
<td>Alabama</td>
<td>RCA-AHL-1-3930</td>
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<td>21</td>
<td>JUST SYLVIA</td>
<td>Sylvia</td>
<td>RCA-AHL-1-4313</td>
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<td>22</td>
<td>WHEN WE WERE BOYS</td>
<td>The Bellamy Brothers</td>
<td>Epic E-80019</td>
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<td>23</td>
<td>FINALLY!</td>
<td>T.G. Sheppard</td>
<td>RCA-SK 3909</td>
<td>25</td>
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<td>SHE'S NOT REALLY CHEATIN'</td>
<td>Mickey Gilley</td>
<td>Columbia FC 36909</td>
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<td>WINDOWS</td>
<td>The Charlie Daniels Band</td>
<td>Epic FE 27104</td>
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<td>CHARLEY SINGS EASYAS OF THE HEART</td>
<td>Charley Pride</td>
<td>RCA-AHL-1-4287</td>
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<td>THE PRESSURE IS ON</td>
<td>Hank Williams, Jr.</td>
<td>RCA-VH/LG 60019</td>
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<td>STRAY FROM THE HEART</td>
<td>George Strait</td>
<td>RCA-AHL-1-4287</td>
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<td>29</td>
<td>SOME DAYS IT RAINS ALL NIGHT LONG</td>
<td>Terri Gibbs</td>
<td>MCA-S-3315</td>
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<td>LAST TRAIN TO HEAVEN</td>
<td>George Jones, Jr.</td>
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<td>STILL THE SAME ole ME</td>
<td>George Jones, Jr.</td>
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<td>THE DUKES OF HAZZARD COUNTRY WEST ALBUM</td>
<td>VARIOUS ARTISTS</td>
<td>Warner Bros/SK 3563</td>
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<td>33</td>
<td>PISTOL PACKIN' MAMA</td>
<td>Hoyt Axton</td>
<td>RCA-VH/LG 60030</td>
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<td>34</td>
<td>MY HOME'S IN ALABAMA</td>
<td>Alabama</td>
<td>RCA-AHL-1-3504</td>
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<td>LOVE TO BURN</td>
<td>Ronnie McDowell</td>
<td>Epic FE 38017</td>
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<td>THE DAVID FRIZZELL AND SHELLY WEST ALBUM</td>
<td>VARIOUS ARTISTS</td>
<td>Warner Bros/SK 3563</td>
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<td>UNLIMITED</td>
<td>REBA McEntire</td>
<td>MCA-61-4047</td>
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<td>THE SINGING COWBOY</td>
<td>REBA McEntire</td>
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<td>DESPERATE DREAMS</td>
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<td>WHISKEY BENT AND HELL BOUND</td>
<td>Hank Williams, Jr.</td>
<td>RCA-VH/LG 56906</td>
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<td>FAMILY AND FRIENDS</td>
<td>Mickey Gilley</td>
<td>RCA-SK 3563</td>
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<td>42</td>
<td>FEELIN' RIGHT</td>
<td>Razzle Railey</td>
<td>RCA-AHL-1-4350</td>
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<td>LEE</td>
<td>Loretta Lynn</td>
<td>RCA-2593</td>
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<td>44</td>
<td>YEARS AGO</td>
<td>Stacker Brothers</td>
<td>Mercury PolyGram MCA-1-6002</td>
<td>62</td>
<td>23</td>
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<td>45</td>
<td>ME AND MY R.C.</td>
<td>Larry Mandrell &amp; R.C.</td>
<td>RCA-AHL-1-4109</td>
<td>64</td>
<td>22</td>
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<td>46</td>
<td>COUNTRY RADIO AND CASH BOX:</td>
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**COUNTRY RADIO AND CASH BOX:**

The Only Trade To Devote A Full Page Every Week To Country Radio!
COUNTRY RADIO

THE COUNTRY MIKE

NEW COUNTRY STATION FOR MOBILE — WJQY-FM (Mobile) will make the move to a country radio format when the station drops its current easy listening format later this month. Named as program director is former PD at WYDE/Birmingham Mike Malone. 

KYNN/Omaha

WROZ/Evansville

This music

Rita

Wolfe

PROGR/1MMERS

BOYLES

Nearly 50 years ago, Mike Malone was the first country music director for a network radio station in the United States. Mike began his career as a program director at WQWQ in Kansas City, where he steered the morning drive slot. With help from Ed Ball Oberhe. Carta continued to improve his DJ skills, and after a year with WKTZ, he was named program director. In 1975, Carta moved across town to WVOJ. Later that same day, the Viacom station appointed George Wolofson of the company's Los Angeles, California, sales staff to succeed Carta at WJHU.

TODAY'S LEAVES NEWS

Mike Artis

This model, however, did not catch on immediately, and the station remained with the WJHU format for the next few years. In 1982, with the help of local radio personality Tom McBeck, the station was relaunched as WJQY-FM, changing its format to country music.

The station has undergone several format changes since then, but has always maintained a strong following in the Mobile area. Currently, WJQY-FM airs a variety of country music, with an emphasis on local events and promotions.

Country Retains Steady Market Share Overall in Spring '82 Arbitron Sweep (continued from page 2)

stations in the country, dropped a bit to 1.5. 2.6.

In New York, traditional leader WHN widened its margin of victory, gaining 0.4 share. 

Country Mike

You need not be a reporter to Cash Box, so send your station's news to Country Mike, c/o Cash Box Magazine, 21 Music Circle East, Nashville, Tenn. 37203

PROGRAMMERS PICKS

Andy Witt

WTSO/ Madison

Dreams Die Hard — Gary Morris — Warners

Reggie Neal

WDBX/Bristol

Get Into Reggae Cowboy — The Bellamy Brothers — Elektra

Dave Wolfe

WHO/ Orlando

She Got The Goldmine — Jerry Reed — RCA

Country Joe Flint

KOSP/Salt Lake City

Love Busted — Billy "Crash" Craddock — Capitol

Rita Basnight

WBBX/Edenton

Love Never Dies — Gary Wolf — Columbia

Tiny Hughes

WROZ/Evansville

This Dream's On Me — Gene Watson — MCA

Mike Buechler

KBMY/Billings

The Get Up Country Group

Dan Williams

WCWM/Nashville

Ill Be Your Man Around The House — Kris Kristofferson — Elektra

Marc Hahn

KTM/Salt Lake City

Nothing But The Radio On — Younger Brothers — MCA

Mike Brady

KSON/San Diego

Love Will Turn You Around — Kos - Rogers — Liberty

Rick Stevens

KWKH/Shreveport

Stumble In — Chantilly — JacoBrothers

Jack Sekell

WXJ/Kiepeetoa

Ill Have To Say I Love You In A Song — Vince & Diane Hatfield — Bluemoon

Lee Shonan

WGQ/Jacksonville

I Just Come Here To Dance — Frizzell & West — Warner/Viva

Country Retains Steady Market Share Overall in Spring '82 Arbitron Sweep

Illustration of the intense competition now raging over country radio supremacy in individual markets across the country. In the Winter Book, KSON led KRQ-1 to 3.0 to 3.2, this time, they tied at 3.2. While both stations dropped, the switch can be viewed as temporary in light of the impetus of competition and the vast audience potential for the genre in the country area around San Diego County.

Forre To Retire

From Acuff-Rose After 36 Years

NASHVILLE — After 36 years as a promo man for Acuff-Rose Publishing, Mike Forre will retire July 25 with a party hosted by Acuff-Rose in his honor at Nashville's Hyatt Regency Hotel.

A native of Athens, Texas, Forre developed an interest in music when a teacher offered him free piano lessons in return for delivering her mail. In 1942, Fred Rose offered Forre a job as a songwriter with his newly formed publishing house with partner Roy Acuff, and, by 1946, Forre began promoting country records for the firm. Forre promoted such artists as Hank Williams, Roy Orbison and the Everly Brothers.

"Mel Forre is the greatest promotion man that ever lived," said Wesley Rose, of Acuff-Rose, about the man touted as the first country promoter. "We're sorry to lose him due to retirement. There'll never be another Mel Forre, and he can never be replaced."

Those interested in attending Forre's retirement party should contact Dean May (at (615) 385-3031.)
NYC New Music Seminar Agenda, Panels Announced (continued from page 12)

KROQ: Dave Hamilton, Doubleday; Scott Muni, WNEW-FM; Jon Sinton, Billboard; Tom Hulett, Blender; Charlie Drisko, Billboard; Dave Garlan, Sebastian/Cassey Assoc.

The DJs & Clubs seminar will be moderated by Craig Kostich, Warner Bros. Records. Panelists will include Ivan Brotman, Pyramid and Mudd; Mark Kamins, Dan- ceteria; Chpper McKearn, Maximus; Bambasta Asm, Soul Sonic Force and Jazzy S; John Benitez, Fun House; Francois Kevorkian, Preludio Records; Robert Olm, The Linetlop; Shipp Pettibone, WRKS; and Alan Robinson, Western Area Rock DJs.

An address will be given at 6:00 p.m. by Clive Davis, president, Arista Records. 

Morn Meetings

On Tuesday, July 20, from 11:00 a.m. to 12:30 p.m., there will be a Press/Panel and a Distribution & Marketing seminar. Moderating the Press Panel will be Andy Schwartz, publisher of The New York Rocker. Panelists will include Robert Christgau, The Village Voice; Richard Grobel, New Musical Express; Ira Robbins, Trouser Press; Robert Palmer, The New York Times; and Nelson George, Billboard. The Distribution & Marketing seminar will be moderated by Bob and Richard Israel of the J&R Group. Of its panelists will be Steve Shmeler, Chrysalis Records; Ron McCarror, Epic Records; Bob Riffle, Ric Records; Dick Dobbs, Arista Records; and Khris Knabe, 415 Records.

From noon to 1:00 p.m. there will be an Urban Contemporary Promotion Seminar, moderated by Juggy Gayles of Juggernaut. Panelists will include Jim Knapp, Music; Jerry Lomot, Endless Music; Debbie Caponno, ZE Records; Robynne Mondaino, IRS Records; Curtis Urbina, Importe 12; Des Johnson, BMG; and Pat Diamond, Warner Bros. Records.

Management Seminar

An Artist Management seminar and an Independent Labels seminar will be held from 1:30 to 3:00 p.m. Charlie Prevost, manager for Supertramp and Chas Jankel, will be the moderator. Panelists will include Billy Geiker, Lookout Management; Paul McGuinness; Gordan Troeller; Pat Gibbons; and Roger Trilling.

The Independent Labels seminar will be moderated by Howie Klein, 415 Records. Panelists will include Bob Biggs, Slash Records; Bruce Kirkland, Stiff Records; Ray Caviano, RFC Records; Eric Dufault, Cachalot Records; Neil Cooper, Reach Out Int'l Records; Cory Robbins, Profile Records; Danny Class, SAM Records; Stan Hoffman, Prelude Records; and Jay Bobe, IRS Records.

A Sound Workshop with Jim Jofa of the Peppermill Lounge will take place from 2:00 to 3:00 p.m.

Publicity Workshop

From 3:00 to 4:00 p.m. there will be a Publicity Workshop, moderated by independent publicist Nancy Goldstein. Panelists will include Howard Bloom, The Howard Bloom Org, Barbara Pepe, RCA Records; Audrey Strahl, RIAA; Kathy Schanker, &M Records; and independent publicists Janice Schacht and Susan Crane.

Urban Contemporary and Retail seminars will be offered from 3:30 to 5:00 p.m. Barry Mayo, WRKS, will moderate the Urban Contemporary session. Participating will be Carlos De Jesus, WKU; Sonny Smith; KUK; Barry Richards, WALL; Pam Walsh; KCBS; Sonny White, WRKS; and Joe Tamburo, WDAS.

Retail Angle

The Retail seminar will be moderated by Dave Weiss, RCA Records. Panelists will include Wretch Davjadin, Record & Tape, Ltd.; Jim Nash, Wax Tracks; Charlie; Vin Mania; Diane Dragone, Spin; and John Peller, J&R Music World, and Bruce Godwin, Record Rack.

The final presentation, an A&R Workshop, will run from 4:00 to 5:00 p.m. and feature Simon Potts, Artis Records, U.K.; Michael Rosenblatt, Sire Records; and Bruce Harris, Epic Records.

Talent showcases have been scheduled for both seminars. Night registrants and a guest will be able to attend performances by Haircut 100, Sonoulos Force and Fashion at The Ritz on Monday night, and performances by Gang of Four and Trouble Funk at the Peppermill Lounge on Tuesday night.

Annie Goes Platinum

NEW YORK — The original soundtrack to the motion picture Annie on Columbia Records, has been certified platinum by the Recording Industry Association of America (RIAA), representing sales of 1,000,000 units.

SINGLES TO WATCH

JOHNNY PAYCHECK — D.O.A. (Drunk On Arrival) — ( Epic 14-03052)

AMY WOOLEY — If My Heart Had Windows — (MCA-MCA 52084)

J.J. CALE — City Girls — (Mercury 76163)

SNUFF — (So This Is) Happy Hour — (Elektra/Curb 7-69996)

KAREN BROOKS — New Way Out — (Warner Bros. 7-29955)
ON THE MOVE — Rumored for weeks, sources have confirmed that it is imminent that Ray Harris, RCA division vice president of black music, will join Dick Griffy’s Solar Records in a high-level post, possibly president. Harris and Griffy worked in concert when Solar/Beluga Spirit Records was sold to WEA/Atlantic in early May. Harris is credited with providing RCA with its current visibility in the black music marketplace. At prestice, RCA officials would not confirm Harris’ departure or any possible replacement as head of the black music division should he leave.

ROUGH ON THE ROAD — The Gap Band recently made a false start on its national tour. After a pair of dates, the group, along with Total Experience chief Lonnie Simmons, decided that there had not been enough preparation for the stage show. A spokesperson for the group said, “I don’t think it was fair to the fans.”

FULL OF HOPE — Grammy-winning producer/composer/arranger Quincy Jones is to receive the City of Hope’s “Spirit of Life” Award in recognition of his humanitarianism and his contributions to the music industry July 15 at the International Room of the Beverly Hilton Hotel. In addition to dinner and dancing (with the dance music being provided by the Michael Paige Orchestra), Grammy-winner James Ingram and Patti Austin will join the Quincy-Jones Orchestra for the evening’s entertainment. Jones will be presented the award by last year’s recipient, singer Johnny Mathis, Executive director of Music Industry for the City of Hope, Bill Vernon and president Mol Posner, vice chairman of Elektra/Asylum Records.

NEVER AT NOVA — The greatest ascendency of Oscar Castro-Neves’s music is like a prism which from springs a fully colored spectrum of expression. Regularly appearing the last two years at Mulberry Street in Studio City near Los Angeles, Castro-Neves has jammed with seven fellow musicians, including four wind players. A French horn player, bassist and percussionist. With this aggregation, the Brazilian native treats the music of everyone from Choppin to Antonio Carlos Jobim with his own personal styles, bringing the music to fuller fruition. Whether playing guitar and singing solo or joined by the whole group, it is clear that Castro-Neves is the only viable tenor horn player (the lovely and talented Barbara Korn), percussionist (Ron Powell) and bassist (the regarded Bob Magnuson), the music is executed impressively. Playing with Sergio Mendes’ group for 10 years, where he was a featured guitarist and bassist, Castro-Neves has also his own classical moan of other artists including Dizzy Gillespie, the last Minnie Riperton, Dave Grusin, Johnny Mandel, Billy Eckstine, Andrew Gold, and fellow Brazilian Alvádo Purim and Jobim. Based in Los Angeles since 1966, Neves has travelled to his homestead on many occasions, where he is in demand as a composer and arranger.

During his career, which began when he was 14, he has been involved with countless recordings and concerts that have allowed him to present a copy of his new solo, the great jazz and is most versatile. As he continues to hone his craft in Southern California venues and through appearances on public television, the U.S. music industry can no longer ignore Oscar Castro-Neves.

DISPUTE — A New Jersey federal District Court Judge denied a request for a restraining order attempting to block a July 4 Independence Day show featuring Diana Ross at Giant Stadium, part of the Meadowlands Sports complex administered by the New Jersey Sports and Exposition Authority, which was named as defendant in the action along with promoter John Scher, Ross and her attorney John Frankelheimer. Filing the suit was New Jersey-based T&P&B Prods., headed by Ted Powell and Ernest Booker, joined by Lord Noble, Inc. and the National Assn. of Black Promoters, which is operating under the umbrella of Operation Push and Rev. Jesse Jackson. The focus of the suit was on New Jersey promoter Scher, who was accused of obtaining “privileged information” leading to his obtaining the rights to the Ross show, although Lord Noble and T&P&B allegedly had been in negotiations with Frankelheimer for months trying to obtain the show rights and the Giants venue. A spokesman for the plaintiffs claims that because of the information allegedly gained by Scher, he was able to secure the rights for the Ross show because he was able to offer a superior facility and a July 4th guarantee. While the court denied the restraint and the show did go on, the court also ordered depositions and a speedy discovery schedule to resolve the compensatory demands of the suit. Speaker for T&P&B claim that losing the Ross show cost the company half of its annual income and permanently damaged the professional reputation of the firm.

michael martinez
1. INSTANT LOVE  
CHERYL LYNN — COLUMBIA

2. WE GO A LONG WAY BACK  
BLOODSTONE — T-NECK/CBS

3. OFTEN OR LATER  
LARRY GRAHAM — WARNER BROS.

UPCOMING

GROOVE YOUR BLUES AWAY — AMUSEMENT PARK — MIRUS

THE PARTY TRIAN — BOHANNON — PHASE II

IT'S NOT ME YOU LOVE — CLIFF DWASDON — BOARDWALK

BLACK RADIO HIGHLIGHTS
JAZZ

TOP 30 ALBUMS

1 OFFRAMP—THE URBAN GROUP (SH-1-1716)
2 BREAKIN' AWAY—AL JARREAU (Warner Bros. BSK 3576)
3 WE WANT MILES—MILES DAVIS (Columbia 328001)
4 ROYAL JAM—THE CRUSADERS (MCA 2-017)
5 MYSTICAL ADVENTURES OF LADY LUGO'S FANTASIES (Atlantic 81333)
6 HANDS DOWN—BOB JAMES (Taanor/Zoe/Columbia FS 3867)
7 IT'S A FACT—GEORGE KADISH (Reprise M-5098)
8 TELECOMMUNICATION—AZMUTH (Fantasy M-9101)
9 LITE ME UP—HERBIE HANCOCK (Warner Bros. FS 3502)
10 OBSERVATIONS & CONCLUSIONS OF A DAILY MANAGER—JOHN LEE HOOKER (Elektra E-60123)
11 DIRECT HIT—NOEL PETTER (Shuck LT-1123)
12 LOVE NOTES—CHUCK MANDOVI (Columbia FS 38015)
13 THE DUDE—QUINTO JONES (A&M AM-3721)
14 INTO THE LAY—THE CARLA BLEY BAND (Warner Chappell W-18)
15 COME MORNING—DEAN MARTIN, JR (Elektra E-9523)
16 WYNTON MARSDEN TRIO—WYNTON MARSDEN TRIO (Columbia FC 37174)
17 FANDANGO—HERB ALPERT (A&M SP-3731)
18 LOOKING OUT—YO-YO (Warner Bros. FC 3653)
19 AMERICAN CLASSIC—Dexter Gordon (A&M SP-41015)
20 HOLLYWOOD—MAYNARD KERRIGAN (Columbia FC 37713)
21 RIO—LLE RITROVERE (Columbia FS 16624)
22 FATHERS AND SONS—(Columbia FS 37972)
23 HAPPY HOURS—JOE RIZZOLETTI (Brooklyn BSK 3649)
24 DAN SIEGEL—(Elektra E-60203)
25 ELECTRIC RENDEZVOUS—CARL DICKENS (A&M SP-41064)
26 OBJECTS OF DESIRE—MARTIN FREMONT (Atlantic 38194)
27 WEATHER REPORT—LARRY CARLTON (Columbia FS 37616)
28 SLEEPWALK—LARRY CARLTON (Columbia FS 38345)
29 FREE & EASY—PHIL O'FURCHEN (A&M AM-257)

(continued on page 59)

Retailers' Reactions Mixed On Black Music Month Programs

(continued on page 59)

Music Month campaigns that in years past. "Support for Black Music Month was better this year than last year," said Ed Berson, vice president of Motown and RCA, the chain, which has more than 600 Radio Martins in 1,000 stores. "It will be great to see the sign book listings that those-artist featured in the program. Also developed were promotions and displays programs to help sell Black Music songs, but were also not 's unlimited to directly to Black Music Month, displays built around black product did in critical store traffic. "This year's campaigns were better coordinated than last year," Marmaduke said. "The advertising was done, there was a lot of coordination and support through discounting, advertising and merchandising.

Some labels also reported that accounts that aggressively pursued available resources were more apt to obtain dollars and material that more closely meet the need. "Everybody thinks that record companies have vast amounts of money, which they don't. We are all working with vice president, marketing, for the RCA's black music division. "We have resources that have to be divided by everyone. We can spend our money in an LPs, posters, album bags, pamphlets, etc. If a dealer wants his share, he is going to have to be clever to get it. There never never enough to go around."

Agreeing that there was a ceiling on Black Music Month spending at most major labels, Miller London, vice president, said, at Motown Records, said, "With only a certain amount of money to spend on such programs, many major will go to volume vendors with their programs. We went to the major chains, but also took our programs to the mom & pops. We went to everybody who would cooperate with a plan that included ads and merchandising material that tagged the campaign. We have found that there was very little discrimination among black dealers, adding that major chains may have reported more success with programs, but they were an adjunct to overall marketing strategies.

"Also, business as a whole is bad," one executive said. "Nationwide unemployment is running nine-and-a-half percent, with 53% of that total being black unemployment. We are going to see a lot of people looking for buying food and clothing with the little money they have," he said.

"Our vice president of the black music division at Polygram said that too much attention is currently being focused on the negative, creating a (continued on page 59)
Battle Of Steel Bands To Highlight 1982 Trinidad Festival Program

NEW YORK — Sixteen bands have been chosen to participate in the 1982 steelband festival taking place currently in the Caribbean republic of Trinidad & Tobago. The semi-finals will take place July 17 and 18.

PolyGram Int’l Meets

NEW YORK — A tour of the first PolyGram Record Operations International (PR01) compact disc factory, a farewell dinner for PolyGram’s executive vice president Kurt Kinckle and discussions of A&R and marketing policy marked PR0I’s two-day Executive workshop held early last month at Timmmah and Hanover, West Germany. PR0I managing directors from 15 countries attended the workshop, which was presided over by Richard Busch, PR0I executive vice president.

An excursion to PolyGram Record Service in Hanover, reportedly the first large-scale factory in the Eastern Hemisphere to produce Compact discs, highlighted the conference. The tour was held in connection with a marketing meeting with the compact disc development staff of N.V. Philips Gloeilampenfabrieken, with whom PR0I has worked for many years developing the compact discs.

The Philips Compact Disc Digital Audio System prototype, which recorded sound to be picked up by a laser beam projected onto the disc without physical contact, thus increasing the qualitative possibilities of music reproduction on records, was demonstrated. The compact disc is 5” in diameter and can play one hour of sound in stereo without interruption. Also on the agenda was a farewell dinner for Kinckle, PolyGram executive vice president, who retired June 30 after having celebrated his 60th birthday. A PolyGram record industry veteran for nearly 20 years, he has been a member of PolyGram Group management since 1972, holding responsibility for music and direct marketing activities. Since last year, he has also been responsible for music production and home video activities.

Davies Named To Head ATV Music Of Canada

LOS ANGELES — Frank Davies has been named to the post of president, ATV Music Publishing of Canada, Ltd. Davies will be based in Toronto.

Priro to his new appointment, Davies, an
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<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Week Or Date</th>
<th>Chart Position</th>
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<tbody>
<tr>
<td>33 REACH</td>
<td>9.98</td>
<td>7/10 Ch 1</td>
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<td>34 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH</td>
<td>9.98</td>
<td>7/10 Ch 2</td>
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<td>35 THE OTHER WOMAN</td>
<td>9.98</td>
<td>7/10 Ch 3</td>
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<td>36 HOOKED ON SWING</td>
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<td>37 COMBAT ROCK</td>
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<td>38 BLACKOUT</td>
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<td>39 ROCKY III</td>
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<td>40 I LOVE ROCK 'N ROLL</td>
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<td>41 PRIVATE AUDITION</td>
<td>9.98</td>
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<td>42 JANE FONDA'S WORKOUT RECORD</td>
<td>9.98</td>
<td>7/10 Ch 10</td>
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<td>43 ALDO NOVA</td>
<td>9.98</td>
<td>7/10 Ch 11</td>
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<td>44 SWEETS FROM A STRANGER</td>
<td>9.98</td>
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<td>45 FREEZE-FRAME</td>
<td>9.98</td>
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<td>46 DAYLIGHT AGAIN</td>
<td>9.98</td>
<td>7/10 Ch 14</td>
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<td>47 STRAIGHT FROM THE HEART</td>
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<td>7/10 Ch 15</td>
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<td>48 CHICAGO 16</td>
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<td>49 AVALON</td>
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<td>50 NON-STOP CABARET</td>
<td>9.98</td>
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<td>51 BEAUTY AND THE BEAT</td>
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<td>52 WILD HEART OF THE YOUNG</td>
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<td>53 STREET OPERA</td>
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<td>56 NO FUN ALoud</td>
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<td>57 12 GREATEST HITS VOL II</td>
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<td>58 PELICAN WEST</td>
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<td>59 E.T. THE EXTERRESTIAL</td>
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<td>60 JEFFREY OSBORNE</td>
<td>9.98</td>
<td>7/10 Ch 28</td>
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<td>61 ONE ON ONE</td>
<td>9.98</td>
<td>7/10 Ch 29</td>
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<td>62 BELLA DONNA</td>
<td>9.98</td>
<td>7/10 Ch 30</td>
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<td>63 JUMP UP!</td>
<td>9.98</td>
<td>7/10 Ch 31</td>
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<tr>
<td>64 HOOKED ON CLASSICS</td>
<td>9.98</td>
<td>7/10 Ch 32</td>
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<tr>
<td>65 MARSHALL CRENshaw</td>
<td>9.98</td>
<td>7/10 Ch 33</td>
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<tr>
<td>66 I'M THE ONE</td>
<td>9.98</td>
<td>7/10 Ch 34</td>
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Hygrama the economy.

Negative Press

"Maybe the market the last few weeks has been soft," he said, "but the psychologi
cal element of being exposed to media continually reporting negative economic news makes things appear worse than they actually are."

Responding to retailers’ perception that records of four personal computers at a cut-rate or liquidation sale, Black Music Month this year, Haywood said that PolyGram paid par
ticular attention to penetration into the core mass market with an expanded promotion, something concretely reflected with the Gap Band having recently hit #1 on both the black singles and album charts.

"We didn’t always fly under the banner of Black Music Month; in our marketing we did it under the banner of business," he said.

Many of those contacted indicated that various things could be done to improve Black Music Month coverage, including more advance planning, more media exposure spotlighting the event and greater participation by industry trade associa
tions.

"One consistent problem," said Hasims’ Marradue, "is that the record companies have shown a lack of support, and we’re going to give us time to develop plans to use

Davies Named To Head TV Music Of Canada

industry veteran of 18 years, was most recently president of Partisan Music

Prods., Inc. of Toronto, a production and publishing company. Before that, Davies served with a number of publishing and music-related firms, including Love Prods., Ltd., Island Records Canada and the inter
ational and publishing divisions of GRT of Canada, as well as Liberty Records and the EMI Records Group of London.

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music channel will be holding auditions soon to expand the music industry. A contribution to the artist’s career can make a significant contribution to the fast-paced MTV network’s format, please submit a photo, resume and videotape (it available) to: MTV NATIONAL V.J. SEARCH, Dept. MTV, PO Box 6000, New York, N.Y. 10010. No phone calls please.

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WANTED — AMEREX TALENT ENTERTAINMENT COMPANY is an equal opportunity employer.

Y.S. — Retail and store manage

rn experience in the record business. Must display a technique a must, $750 to $1000. Commission plus bonuses. Send resume to: 1000 Vermont, N.Y. 19136. No phone calls please.

Music Express To Expand Seminars On Music, Video

NEW YORK — An expanded program for music and video will be evident at the up

coming Music Express ’84. Annual Intem
dional Video Music Market, to be held Sept. 30-Oct. 4 in Bal
Harbour (Miami Beach), Fla., according to...
AROUND THE ROUTE
by Camille Compasio

Operators are being urged to comply with the jukebox royalty rate that went into effect this year, in accordance with the CRT rate increase, even though an appeal is pending. Those who already submitted the $8 fee that was in effect until this year, must send an additional $17 per jukebox, for a total of $25, which is the current rate. Walt Sampson, chief of the licensing division, recently visited the AMOA offices, explaining that the $17 is retroactive to all machines registered in January of 1982, even if the machines were sold or pulled out of locations. The law requires that the fee be paid and, while notices have been issued, the response has been less than encouraging, according to Sampson. The new royalty stickers, by the way, are red in color — the deadline for payment of the fee is July 15. AMOA is appealing the decision for the increase but, as noted by executive vice president Leo Droste, until such time as a Supreme Court decision is reached, the additional $17 must be paid in compliance with the law as it now stands. Droste advised Cash Box that AMOA is pretty well along on the assignment of exhibit space for this year's annual convention (Hyatt Regency).

(CONTINUED ON PAGE 25)

L.A. OPERATORS COULD FACE STIFF FEES IF ARCADE PROPOSAL PASSES
by Jeffrey Resner

LOS ANGELES — Owners of coin-operated video games here may be subjected to a $250 annual surcharge per machine if any of three proposals being considered by local legislators is approved by the City Council and area voters. The measures, originally introduced by City Councilman Hal Bernson and recently discussed at a special meeting of L.A.'s Charter and Elections Committee, reportedly were devised to pay for "policing" arcades and bringing new funds into the city's budget, but have met with stern opposition from local game distributors and operators.

Bernson initially suggested a tax on the electronic devices, which would require approval from a two-thirds majority of the electorate. As a precaution, however, he also proposed the same amount be levied on the machines in the form of a fee rather than a tax, a move that would avoid the requirement stating all new taxes must win support from a two-thirds majority of voters. The third option, offered by the City Administrative Officer in a report on the motion to place tax increases on video games before the electorate, called for the continuation of operator taxes based on gross receipts, with a location tax based on the number of machines in a given place at a per-machine flat-rate tax.

Present Law

As the law now stands, L.A. arcade owners who have five or more units must pay up to $2,000 in one-time licensing charges, $182 for an annual police permit, and an $18.75 yearly business tax paid by the location no matter how many games it has.

At the Charter and Elections Committee held July 7, members of the coin-op industry voiced strong opposition to the proposed tariffs which, they claimed, would severely cut into already slim profit margins and unjustly impose financial costs based on the notion arcades attract a juvenile criminal element more than other businesses. For Bernson's action to appear on the Nov. 2 ballot, the City Council must give its approval by July 14, taking into consideration the recommendations of the committee. During the meeting, the committee decided to designate a task force comprised of representatives from the City Administrative Officer, the City Clerk, the City Attorney and its own staff, in addition to any video game reps who may want to offer suggestions on how potential crime problems in arcade areas can be allayed without a prohibitive cost to ops.

At the opening of the committee's special session, Councilman John Ferraro (4th district), asked if he should disqualify himself from the order of business because his brother is an independent operator handling several games in the county. Chair- and Councilwoman Pat Russell (6th district), quipped she didn't think that was any more a conflict of interest than the fact her three children play video amusements frequently, a comment that.

(CONTINUED ON PAGE 24)
L.A. Operators Could Face Stiff Fees If Arcade Proposal Passes

(continued from page 32)

Chairwoman Russell established two actions before the July 14 deadline, calling for a task force to work with the industry to develop concepts for the situation and to send a report and research by CAO chief Keith Comrie to the City Council for its perusal. Bernardi motionsed for a vote recommending the tax ordinance be placed on ballot. The result was a stalemate, with Ferraro declining to vote. Russell responding negatively, and Bernardi warning to commend the tax.

Despite the blocked vote, however, Bernardi had the final words regarding the subject at the special gathering.

“There are some spots in my area where you go in at 9:00 at night and there are kids around instead of being home where they belong, studying. They can’t read and write now, but they can sure play the games. That’s a lot easier,” he said.

After discussion ended, Bennett said he felt the kids game line was already going to be represented and he looked forward to July 13, when the committee will once more tackle the controversial topic.

“The way we understood it,” Bennett explained, “they’re going to try and put it on the ballot and then see if we can work out an appropriate recommendation to take it off the ballot.”

(continued on page 36)

Pizza Time To Open In Hong Kong

SUNNYVALE — Pizza Time Theatre, Inc. announced plans to send Chuck E. Cheese to Hong Kong to open the first unit in the Far East.

Franchised by Brunswick Family Entertainment, Ltd., of Hong Kong, the new unit is scheduled to open the end of 1982 in the commercial area of Kowloon, Brunswick Family Entertainment, Ltd. has exclusive franchise development rights for Hong Kong Island, Macao, Kowloon and the New Territories.

Brunswick International Ltd., a Fortune 500 company in the marine, technical and leisure industries, is the managing partner of the franchise group. August Chow, Brunswick International’s area manager for Southeast Asia, will have overall management responsibilities in setting up the Pizza Time Theatre in Hong Kong. The other franchise partners are S. Moorad, real estate developers in Hong Kong and Coin & Vendor Ltd., suppliers and operators of coin operated video games in Hong Kong.

Like Chuck E. Cheese’s Pizza Time Theatres in the United States, the Hong Kong unit will combine a pizza restaurant with video games, and musical entertainment provided by computer-controlled robot characters.

The rapidly expanding chain of family entertainment centers presently operates or franchises 132 units in the U.S., Canada and Australia.

INDUSTRY NEWS

Williams Board Sets Dividend

NEW YORK — The board of directors of Williams Electronics, Inc. declared a quarterly dividend of 10 cents per share of common stock.

The dividend will be payable on Aug. 17, 1982 to stockholders of record at the close of business on July 30, 1982.

Williams Electronics, Inc. is engaged in the design, manufacture and sale of electronic coin-operated games.

INDUSTRY CALENDAR

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.

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

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

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

Nov. 17: AAMA annual convention; Hyatt Regency Hotel; Chicago.

Nov. 18-20: IAAPA annual convention; Bartlett; Kansas City.
`INDUSTRY NEWS`

**AROUND THE ROUTE**

(continued from page 35)

Chicago, Nov. 17-20. Several regular exhibitors have requested more space this year, and, at this point in time, there is quite a significant waiting list for space. Since the show is expected to be bigger, conversion-related mailings are being processed a little earlier than usual and the association is putting out a special "show brochure" to further promote the big event. Druce noted further that many of the seminar sessions will be taped and the tapes will be available for purchase. As a matter of fact, there will be an AMOA booth at Expo '82 where various items, such as the tapes, the cost of doing business survey, and others, will be on sale.

Cash Box felicitations to Mr. and Mrs. Charles Takachi, who were married on June 19, in Los Altos, Calif. Mrs. Takachi is the former Nancy Dusey of Exidy.

A "Ms. Pac-Man" video game was recently donated by Bally Advance (San Francisco) to the first annual "Best In The West" video shootout at the grand prize in the two-day contest, which was held at the Country Club Plaza in Sacramento, Calif. The contest was co-sponsored by the Sacramento Valley Amusement Owners Association in conjunction with 7-11 Food Stores to benefit the Muscular Dystrophy Association. Huts off to Bally Advance president Chester McNamul for such a fine gesture.

Received word from Ron Moskal, Rock-Ola's vice president of sales, that the firm's new "Eyen" video game has maintained "cash earnings within the top five pieces" during eight to 10 weeks of testing at arcades and locations across the U.S. The game is available through Rock-Ola distributors, who view it as a "hot piece, with enormous potential," Ron added. "Eyen" is licensed by Rock-Ola from Techstar, Inc. of Miami, Fla.

**State And Local News**

- Westchester Operators Guild, Inc. (NY), which has attracted several new members of late from within Westchester and the surrounding counties as well, recently elected the following slate of officers for the 1982-'83 term: Jack Hearn, president; Frank DeMuro, vice president; Louis Tartaglia, treasurer; and Seymour Pollak, secretary. Board members are Edward D'Amato, Arthur L. Miller, William Feller and Alexander F. (Al) Kress, Jr., with Port Chester attorney Francis J. Stica being retained as counsel.

**Bally Powers**, director of marketing for Bally's Aladdin's Castle Division, was among 117 students who received their MBA or MSM degree recently from the Lake Forest School of Management at Northern Illinois University, Bernie now holds a Masters of Business Administration degree from the school, which provides advanced education and development to experienced managers and also offers a non-credit program, and a seminar series as well as the Masters Program to the more than 600 students who attend classes on a part-time basis. Congratulations, Bernie.

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**New Equipment**

Sci-Fi Adventure

"Space Dungeon," the newest video game produced by Taito America Corporation, offers mystery and intrigue in the aura of a science fiction adventure. The game theme puts the player in charge of a ship that is maneuvered with an 8-way Guidance Control joystick and equipped with a powerful 6-way Rapid Fire joystick for destroying enemies — the object being to scout hidden precious metal treasures while avoiding enemies and following a radar map that marks the treasure room, the thief's location, the player's location and the collect bonus room.

The player's ship can pick up the metals, which consist of iron crosses, copper pieces, silver stars, golden fleeces and platinum urns and then follow the arrows leading to the Bonus Room to deposit the cosmic riches or explore the remainder of the dungeon. Points are scored for metal taken to the bonus room and for destruction of the enemies. The Space Dungeon has 99 death levels, each having 16 treasures and 36 rooms so the treasure increases in value according to the number of levels the player seeks. Survival becomes more difficult in this process.

The enemies encountered along the way are Pike Ships, Death Squares, Thieves, a Treasure Guard, Executioner, Enforcers and Spore Cases. There are also Corne Zappers lurking in some of the rooms, ready to catch the player in a laser crossfire unless the player takes command and completely eliminates them.

These enemies consistently challenge the player. If the Thief steals the treasure, shooting him will make him jump it but if the Spore Case is shot it explodes into a frenzy of deadly heat-seeking Spores that must be dodged. In attempting to destroy the Guard the player must watch out for the Executioner and the Enforcer who shoot at the ship and try to destroy it.

If the player's ship (adjustable 2-6 lives) is destroyed, the collected treasures remain in that room and it is posted with a Marker so the player can follow the map and return to collect total destruction. A special bonus of 10,000 points multiplied by whichever level the player is on is awarded if the player completely explores each room of that level. A bonus ship is earned for every 10,000 points (adjustable)

A one-or two-player, Space Dungeon measures 67 inches by 24 inches by 30 inches and will be available through factory distributors. Further information may be obtained by contacting Taito America Corporation, 1545 Eades Ave., Elk Grove Village, IL 60007.

Treasure Hunt

Tutankham", a solid state one- or two-player video game, has been scheduled for production by Stern Electronics, Inc. Licensed from Konami Industry Co., Ltd. of Osaka, Japan, the game explores with heated play action and has reportedly fared extremely well in selected test markets. With the use of realistic graphics, Tutankham provides abundant challenges through four phases, each increasing in difficulty as play progresses. The object of the game is to find the treasure hidden deep in the tomb. The player advances carefully through a pyramid, avoiding or destroying enemies while trying to pick up hidden treasures and keys to new rooms in the tomb. The player enters a new, more difficult room by delivering the key to a locked door.

The game employs two joysticks, the left for moving the player in four directions to pick up treasures for bonus points and to search for the key. A map at the top of the screen shows the player the where the key and door are located to enter further into the pyramid. The right joystick allows the player to simultaneously operate the power beam, which is used to destroy the apps for 20 points, vultures for 40 points, and bats for 60 points. The player may only fire left or right but, if needed, a flash button may be used to destroy all enemies at once.

The play concept and graphics are symbolic of the King Tut period and the game features Stern's new slimmer, more compact cabinet design which positions the screen at a more advantageous angle for the player. The cabinet also features a pull-out drawer for easy front access to logic boards.

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INDUSTRY NEWS

**SEGA/GREMLIN WEEKEND** — The San Diego-based SEGA/Gremlin factory was recently featured in a video game segment on NBC-TV's "Week-End Magazine." In the first photo, local Channel 39 commentator Laura Buxton discusses the video game phenomenon with Gremlin Industries president Duane Blough. In the second photo, Buxton discusses the factory's hit video game, ZAXXON.

**NBC Spotlights SEGA/Gremlin games.** As players increasingly improve their skills, the games must become more difficult to play.

Buxton concluded the feature with a comment from a ZAXXON player who felt "with the creation of ZAXXON, I can't imagine them going any further with a video game."

**Micropin Reports Annual Profit**

PASADENA, Calif. — A strong four quarter performance enabled Micropin Corporation to show a profit for the year ended March 31, 1982 according to R. Bruce Stewart, President and Chief Executive Officer.

In a letter written for publication in Micropin's 1982 annual report, Stewart said fourth quarter revenues rose to $1,338,273 from $1,155,531 in the comparable quarter of the prior year.

The company earned $309,639, or eight cents per share in the fourth quarter, Stewart said. This contrasts with a net loss of $145,503, or six cents per share in the final quarter of the prior year.

For the full year ended March 31 Micropin's gross revenues totalled $1,635,452, a dramatic increase from the prior year's revenues of $1,878,938, Stewart further reported.

Net income for the full year was $71,669, or two cents per share. In the prior fiscal year the company had a loss of $798,369, or 34 cents per share.

Micropin is both an operator and a manufacturer of electronic amusement games, primarily the popular video games. "Increases in revenues and earnings were achieved in both areas of operation," Stewart noted.

Micropin has broadened its focus to include not just video games but the leisure time industry as a whole.

**L.A. Arcade Levy**

(continued from page 33)

So first they have to see if they're going to get it on or not. What if the city council decides not to accept it?

"I thought today's meeting was pretty decent," said Bettleman. "They listened to us. Some of them backed down on their position. I think Mr. Bernstein reconciled and Pat Russell was the hero. Mr. Bernard's remark about children not being able to read and write may be right, but I don't think you can blame video games. The games teach computer strategy, muscular dexterity and problem solving. If a kid can learn to play a video machine, but can't learn to read and write, I'd say there's something wrong with the education system."

"The criterion shouldn't be improved by what a good arcade is, but by what a good teacher is. Because if a machine can teach a kid complex mental operations, then how come a teacher can't?"
A compilation of music and games equipment (new and used) with approximate production dates included in most cases.
From The Operators!

EARL THOMAS CONLEY

"HEAVENLY BODIES"

Top 100 Chart Activity
BB 23° CB 28° RR 30°

Dean Hogue—President Dean's One Stop, Richmond, VA.
"'Heavenly Bodies' best selling record I have right now—
certainly going to be a #1 record in my market."

"Porky" Schaffer, buyer Am-Bat Records—Cincinnati
"Great Record, Really starting to happen for us."

Gina Esmino, buyer Stop Port One Stop, Portland, OR
"Operators going Crazy over it, We're getting constant
re-orders."

Judy Bracknell, buyer One Stop Records, Atlanta, GA.
"'Heavenly Bodies'—Doing great for us—juke
boxes and retail."

SYLVIA

"NOBODY"

Top 100 Chart Activity
BB 15° CB 17° RR 14°

Kitty McKown, buyer Lieberman One Stop, Kansas City
"Great Ladies record—Operators really like it."

Marie Silcox, buyer, Central South Nashville
"Really picked up for us last week—Operators asking for it."

Gus Tartol, President, Singer One Stop, Chicago, IL
"'Nobody' a natural for "Jukeboxes" Operators—getting a
lot of play."
“TANTALIZINGLY HOT!

PolyGram Records takes great pride in welcoming Stephanie Mills.

"Tantalizingly Hot!" her new album featuring the hit single, "Last Night."

On Casablanca Records.