
Kings, 16 mg. "tar", 1.1 mg. nicotine, Longs, 14 mg. "tar", 1.0 mg. nicotine av. per cigarette, FTC Report Dec. '81.

KOOL Jazz Festivals, 1982

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There's only one way to play it.

KOOL Jazz Festivals, 1982

Free Festival brochure write to P.O. Box 2526 Highland Park, Ill. 60035 or call 513-321-5557 Specify city or cities.

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EDITORIAL

The Price Is Right

The announcement that CBS Records will release a number of one-sided singles with a wholesale price of 29 cents couldn't come at a better time. With consumers surely tiring of ever-escalating prices for singles and albums, this courageous move by CBS is the kind of thing that is needed to reverse the industry's current ill fortune.

While it is true that such practices as home taping, counterfeiting, piracy, etc. must be dealt with, this move by CBS is encouraging since it represents something positive. It is not something that casts the record industry in the role of a policeman or a complainer, rather, it is a positive step to offer the consumer top notch product at a very reasonable price.

The comparatively miniscule wholesale price for product by top name acts is something that everyone can benefit from. Retailers, artists and labels can all derive a reasonable income from these singles (and the album sales that will follow) — if the consumer responds with open arms.

And there is no reason to suspect that the consumer won't do just that. It was often said that records represented a good value for the money — but the recent trend towards two dollar singles, six dollar catalog midline LPs and nine dollar frontline product sometimes made that boast seem rather hollow.

Here, at last, is something that the consumer won't feel cheated with. Prerecorded music, which finds much of its audience among teenagers and young adults (surely not the wealthiest demographic today), might once again appeal to those who made it prosperous in the first place.

ON THE COVER

When Frank Zappa first started in the music business making the rounds at various record companies, label executives rejected his work, claiming it held absolutely "no commercial potential." What they failed to see was the unique nature of the singer/composer/guitarist's talent, and today, after earning numerous accolades as an innovative creator of classical craziness, bionic funk and other genres of spatial zonner, Zappa (sailed by daughter Moon Unit) is reaching a wider audience through the "Valley Girl" single from his latest LP, "Ship Arriving Too Late to Save a Drowning Witch."

Over the years Mr. Z. has composed dozens of off-the-wall songs, such as "Muffin Man," "Son Of Suzy Creamcheese," "Cosmic Debris," "Illinois Enema Bandit" and "Penguin in Bondage," but none of them ever seemed to have the mass appeal of "Valley Girl," which details teenage lifestyles in Los Angeles' San Fernando Valley region and in the weeks since its release, has been placed on rotation on several traditionally conservative radio stations.
COMING HONORS — During a special luncheon on Aug. 17 at the Beverly Hills Hilton, Broadcast Music, Inc. (BMI) honored 28 affiliate composers who have won Emmy and/or Academy (“Oscar”) awards with specially engraved statuettes. Presenting the awards were Ron Anton, BMI vice president; California; Edward Kramer, BMI president; and The Hollywood Bowl president of performing rights. Richard (Ted) Hirshhorn and Dean Pitchfork, honorees; Linda Gavrin, BMI motion picture/TV relations liaison, Billy Goldenberg and Nelson Riddle, honorees; Kramer; Earl Hagan, honoree; An- ton; and Patrick Williams, Robert Sherman, Pepe Rugolo and Joe Renzetti, honorees. Picture knelling are (l-r): Norman Gimbel, honoree; Zavin, and Richard Sherman and Paul Jabara, honorees.

College Area Retailers Are Looking Forward To Start Of Fall Classes

by Jim Bessman

NEW YORK — The 1982-83 college year is just starting. Retailers are looking forward to some fall releases which are being carried by Cash Box uniformly. They're happy to see the bulk of their customers get back to their books, and I think we have a fair number of slow summers, though merchants in tourist spots, as well as those who have managed to hold on in the sun spots, are sure we'll have all our commodities, report only slight drop-offs. Some dealers are welcoming the students back with special promotions, while others are letting sales pick up naturally.

One store that is going all out is Discount Records in Madison, Wisc., which is Located at 906-808 Madison Ave. student University of Wisconsin campus. We're stocking up on the Top 40 albums, deep discounting half of the Top 75 at $2.99, and shallow discounting the other half at $6.49,” reports store manager Kathy Kiser.

Home Taping: Labels Attack Problem In Different Ways

by Jeffrey Resnisser

LOS ANGELES — A new campaign to alert consumers about the home taping controversy is underway at MCA Records, with three current album releases and upcoming product carrying a message on the back cover claiming “Home Taping Is Kill- ing Music” above a cassette and cassettes design. Although other labels have considered using the insignia, adopted from the British Phonographic Industry (BPI) anti-taping logo and resembling a label on a bottle of poison at this point only MCA is committed to putting it on album jackets.

“This back the answer to the home taping problem is the education of the consumer,” says MCA special projects head Leon Tsills. “The average person involved in taping doesn’t know how their tapes are being used, and make consumers aware that nobody — the artist, the label, the music publishers — gets paid what they deserve as a result of tape duplication.”

The logo first came to the attention of MCA in February when Tsills noticed it on a British import of an album by The Fixx, which MCA was preparing to release domestically. Believing the design was relevant to the entire home taping situation taking place in America, Tsills made arrangements for it to appear on every LP album MCA issued that summer and is played on debut LPs by The Fixx and Catholic Girls, as well as on Brian Johnson’s second album. According to Tsills, the logo will appear on all MCA records starting with October/November releases.

Revised Logo

The British logo had to be changed slightly, says Tsills, since the original blurb read, “Home Taping Is Killing Music. And it’s illegal.”

Other labels, such as Warner Bros., have discovered they can’t use a cassette and cassettes design on its jacket, but eventually decided to pass on the program. Skid Weiss, national director of communications for WEA, said his company is “trying to get involved with the specifics” of the home taping situation rather than pursuing “moves of deletion.”

“I honestly don’t know what good it does to educate consumers on a primitive level about the perils of home duplication,” says Weiss, adding that WEA is currently concentrating on increasing awareness of its “Two On One” cassettes, which offer listeners two albums on pre-recorded tapes at $10.98 list.

“We have to do is improve the technology so consumers can get low-cost, high-performance tapes compatible with the low-cost, high-performance cassette players that have hit the market recently,” he explains. “We also have to strive for a more symbiotic relationship between radio and the record labels, because it’s gotten to the point where radio is holding the hand that’s been feeding them their programming.”

David Cline, national sales manager for Elektra/A&M Records, does not foresee his label using the BPI insignia on its product, but instead says E/A is trying to initiate several programs for retail outlets that will offer additional discounts on wholesale purchases of cassettes. “The thinking is that people are taping music at home because they can’t find the material they want on pre-recorded cassettes,” he says. “We feel we still haven’t reached the point where going out with sales of pre-recorded product, and so we’re trying to get re-stated

CBS Announces National Rollout For One-Sided 45

by Fred Goodman

NEW YORK — CBS will bow a nationwide program for its one-sided single this week. The non-returnable singles will carry a wholesale price of 29 cents, which the company expects will translate into a retail price of under $1. In the future, singles will be available in the conventional two-sided format, which typically retails for between $1.25 and $1.49.

The program follows a select test- marketing of the new configuration by approximately four months (Cash Box, May 8, 1982). Stephen Reed, executive assistant to the president, CBS Records, said that test-market information had encouraged the label to make several changes in the new configuration for the national rollout.

“Get enough feedback to enable us to make further adjustments,” said Reed, who credited the response with instituting the non-returnable policy and smaller spindle holes instead of the standard one-inch holes. “The original 99 cent price was attractive to the retailers, but we were encouraged to go even lower. The only way to do that was to take the returns out.”

Reed is more optimistic about the major (cost) factor in singles prices.

Smaller Holes

On the issue of smaller holes, Reed again emphasized dealer preference. “Some of the accounts were concerned aboutpeople searching for their singles, he said. The one-sided records are packaged in a special sleeve which reads “One Sided Single, Get the Hit, Special Low Price.”

Reed also said that the one-sided releases in the national release are drawn from a broad range of artists, including established and developing acts. Many of the singles include four titles each on Columbia and Epic. They are: “Don’t Fight It” by Black Oak Arkansas; “People Go” by Santana; “Man Out Of Time” by Elvis Costello, and “Make Believe” by Toto on Columbia; “Sweet Time” by REO

New Programming Meet Examines Future Of Radio

NEW ORLEANS — Dimensions on the future of the radio industry in light of new technology, the survival of the AM band and the shrinking audience, and the growth of radio highlighted the fifth annual National Asnn. of Broadcasters (NAB) Radio Programming Conference (RPC) held last week at the Hyatt Regency hotel here.

Despite the current economic recession, a record 2,107 registrants turned out for the four-day affair, according to Wayne Corr, NAB’s director of radio research.

The conference’s highlight was a presentation of the findings of a $50,000 NAB pilot study on the impact of new technology, such as AM stereo, cable radio, direct broadcast satellites and cable television.

“The study found that radio can no longer have rigid formats,” explained Corr. “They’re having to become more flexible, which is not at all trackable in the days when they’ve been solid. We can probably go into the Top 40 radio anymore.”

Corrills added radio stations are going to have to take the major part in promoting the role of radio, which is much more than ever before, in order to “preserve radio’s best edge” — its localism.
Gospel Seminar Moves To Nashville

NASHVILLE — The National Gospel Radio Seminar (NGRS) steering committee has moved the forum from its traditional location in Estes Park, Colo. to Nashville and changed the seminar’s date to Oct. 24-26. The moves unite the NGRS with the Dove Awards and Gospel Music Assn. (GMA) week.

The 1983 seminar will be held at the Opryland Hotel April 10-13, giving gospel radio stations the chance to involve themselves with GMA week, including eight "Gospel Spectaculars" — showcases that feature a number of gospel performers. Plans for the upcoming seminar include a joint keynote address for NGRS and GMA Week registrants April 11, plus artist/ DJ interview sessions and panel discussions aimed at specific segments, including industry buying station owners, managers, sales representatives, programmers and air personalities.

Although the NGRS registration fee will not cover all GMA activities, it will include admission to the Spectaculars and the keynote address. Other GMA events may be added by October.

The NGRS steering committee, which is in charge of planning and coordinating the seminar, includes Robert F. Smith, Jimmy Swaggart, Sherrill Duren, Pam Lee, Dave Lehmam, Cynthia Rodgers, Matt Steinhauser and John Taylor. Joe Battaglia is the head of the agenda committee.

"The seminar started here (in Nashville) 10 years ago, and the first six or seven years we kept it here," said Jim Black, chairman of the NGRS steering committee. "Then we moved it to Estes Park thinking it would be a little more advantageous and enticing than to have everybody come here every year. We did that for the last four years, but, since the Gospel Music Assn. has developed the GMA week and the Dove Awards, and we are under the auspices of the Gospel Music Assn., we thought it would be time to bring it in line with the GMA activities. It also brings it back to a central focal point where the attendance will be a little bit better.

Sony Sets Oct. 1 Japan Debut For CD System

LOS ANGELES — Sony Corp. has set the commercial launch date of its digital audio disc system in Japan for Oct. 1. The Compact Disc (CD) player, which utilizes a 12-centimeter (4.7") optical laser disc, is expected to go on sale in the country next month for the equivalent of $499.95.

According to a spokesman for Sony Corp. of America, the CD player system will initially be available in Japan in a home model only. He stated that while "car and portable CD systems will be available in the near future," these will be for the one- to two-year-old-off stage. "It's basically just a matter of reducing the size and the weight," the spokesman said.

Japan's CBS/Sony label will make approximately 112 pop, rock and classical titles available in the CD mode for the introduction. Sony expects some 15,000 total discs to be produced this year, with an additional 10,000 manufactured monthly on a worldwide basis in 1983. The digital audio disc system is expected to be marketed in Europe in March of next year, with the U.S. launch slated for "sometime in mid-1983."

Earlier this year, Hans Eber, senior A&R manager at PolyGram (the system was co-developed by Sony and the Netherlands' Philips), stated that his company planned to offer an opening catalog of some 200 titles, to be augmented by 300 to 400 additional titles by the end of the year. Production volume is expected to "exceed 3 million units." Custom pressing for PolyGram would be handled by its production plant in Hanover, Germany.

However, those figures could be considerably smaller if current licensing problems PolyGram has been encountering with a number of U.S. record operations are not cleared up.

RIAA Announces August Certifications

NEW YORK — Three LPs and one single were certified Platinum in August by the Recording Industry Assn. of America (RIAA). In addition, eight albums and one single were certified gold.

"Eyes Of The Tiger," by Scritti Bros. recording group Survivor, was the third single to become Platinum in 1982, behind MCA recording artist Olivia Newton-John's "Physical" and "Elvira," by MCA recording group The Oak Ridge Boys. Only two singles were certified Platinum in 1981.

Albums certified Platinum were "American Fool" by Rival/PolyGram recording artist John Cougar, "Mirage," by Warner Bros. recording group Fleetwood Mac and Sir/Warner Bros. recording group The Pretenders' self-titled LP.


The single "Abracadabra," by Steve Miller, was also certified gold.

In addition, Danny American Summer Cotton Sales Promotions was the first video clip to be certified gold by the association's video arm for combined videotapes and video disc sales exceeding 25,000 units and $1 million in sales.

Twenty Tapes Video Rights For Who Tour

LOS ANGELES — Twenty-Twenty-Four-Telecommunications has acquired exclusive worldwide video distribution rights to Warner Bros. recording act The Who's first "ferrera" concert tour, due to begin in the U.S. Sept. 22 at the Capitol Centre in Largo, Md. The agreement between the British supergroup and 20th covers distribution rights for "all forms of television," according to Fox Pay Television president Andrew Wald, including video cassette and videotape, as well as commercial, syndicated and pay TV.

In addition, 20th's A&R department, headed by Hal Willner, said a spokesperson for 20th Century Fox, "but that's still in negotiations with the group's management.

The spokesman added that the possibility of a pay-per-view showing was "related" to whether all of the dates on The Who's tour sell-out, "among other things." Arena-to-stadium broadcast rights in the U.S. and Australian areas have already sold-out on the first leg of the tour.

No home video release date for either cassette or disc sale has been set for what represents The Who's initial television exhibition.

California SenateClarifies '97 Tax Law

LOS ANGELES — Independent producers, production companies, engineers and record executives are being exempt from California sales taxation on all intangible costs leading to the production of new tapes, as a measure providing such relief recently cleared the state Senate floor.

On a vote of 22-3, the Senate passed AB 2871, sponsored by Los Angeles Senator Gwen Moore (D-Los Angeles), a measure clarifying a State Board of Equalization interpretation that the Board has been attempting to enforce a six to six-and-a-half percent sales tax on all master tape production costs, including hotel room, food personal services, etc., retroactive to 1976.

The bill, which first cleared the Assembly on a 50-0 vote, can be signed by Gov. Jerry Brown by Sept. 30 to become law or it will automatically be entered into the books if he doesn't endorse it by the specified time. Jack Knox, former member of the state legislature and one of the chief lobbyists for the California Film Council Organization (CEO), which was created to combat the tax, said the governor's office indicated that he will sign the measure.

In a statement to the press, Board of Equalization chairman William Bennett called AB 2871 "special interest legisla- tion," but he promised to "make sure that Gov. Brown veto the measure."

Knox and Thurmound White, a Los Angeles-based legal consultant, said, "we think the bill may be signed by the governor despite press reports claiming that the measure's passage would lead to substantial revenue losses for California."

Island Bows A&R Unit To Seek Out African Artists

NEW YORK — Island Records has become the first large European-based label to establish an A&R arm in Africa. Under the direction of Martin Meissonnier, based in Paris, the label will seek to record and establish a roster of African artists for release on a worldwide basis. The first project from Meissonnier, "Ju Ju Music," by Nigeria's King Sunny Ade And His African Beats, has just been issued. Additionally, the label has initiated a ‘South African mainland pop music,’ "Sound Of Africa I & II," licensed from other labels.

In discussing the new project, Meissonnier says the operation would prove "much of an interest on breaking Ade as an international artist. The band leader is a multi-talented player in his own right and has recently been given to perform and chart action in Europe. "There are so many musics in Africa," says Meissonnier, "we've got to go back on just a few projects. Otherwise, we could kill the market. The real point is to find the style that will catch the bands:" World-wide release of a single by Ade is expected in the fall. "Chris Blackwell, the head of Island, wants to concentrate on African music so we'll be looking to players of reggae," Meissonnier adds. "Our first priority is going to be concentrating on Sunny."

(continued on page 11)

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NEWS & REVIEWS

SINGLES

OUT OF THE BOX

New faces to watch

Alto wiz Blythe continues his string of engaging and explorative discs with his latest group endeavor. Blythe’s unorthodox quintet line-up, which features neither bass nor drums, continues to give cohesion to a time progresses. Blythe has chosen his stablemates well; Bobby Battle’s drums and Bob Hatten’s baritone work provide a solid bottom, with guitarist Kelvin Bell’s light-stroke chording a fluid blend between melody and rhythm. Cellist Abdul Wahid is the perfect alter-ego for Blythe’s humorous, especially on “The Lower Nile.”

NEW AND DEVELOPING

VENITY 6 — Warner Bros. 1-23716 Producers: The Star Company and Vanity 6 — List: 8.88 — Bar Coded This sexy female vocal trio backed by a group that just gets by on looks alone, as a single spin of its pop dapper “He’s So Dull” will testify. Making sassy lyrics with an indifferent accentuating the music with a series of whimpers, moans and sighs, Vanity 6 performs a potpourri of contemporary sounds ranging from a hilarious rap Rank-out session entitled “If A Girl Answers (Don’t Hang Up)” to the techno-dub of “Make B/C.” Progressive rock, AOR and B/C PDs will have to audition the entire LP before airplay to find what suits their needs.

FEATURE PICKS

POP

RICK SPRINGFIELD (RCA JH-13303) I Got Excited (2:32) (Robbie Porter Music — B/C) (Producers: Rush, T. Brown) No matter how you look at the latest single from “Success Hasn’t Spoiled Me Yet,” the plain truth is it sounds an awful lot like “Jessie’s Girl,” especially the guitar-vocal intro. The hook is not quite as hard driving, but it’s no less infectious, either.

NEWS & REVIEWS

THE ROLLING STONES (Rolling Stones RS 7-00978) Time Is On My Side (3:38) (Unichappell Music/Voyager Music — BM) (N. Meade) (Produced by The Rolling Stones) If any oldie performed on the Stones’ 1981 U.S. tour could be construed as the band’s personal statement as this state in its recent past, it would have to be this first single from the “Still Life” LP. The particular arrangement is, not surprisingly, precariously pressed with riffs from the licker and Changers, the Glimmer Twins, getting straight to the heart of the song. It sounds like time makes it ancient.

BLACK CONTROLLING

WAR (RCA JH-13322) Stayin’ Out Of Your Mind (2:32) (Par Out Music, Inc. — ASCAP/Milwaukee Music, Inc. — BSI) (S. Allen, H. Brown, R. Hammom, L. Jordan, L. Oskar, L. Raab, H. Scott) (Producers: J. Goldstein, L. Jordan) “Just because I come from the Island/doesn’t mean that I don’t get no soul” is the opening line and references this cut from the “Outlaw” LP and sums up its musical mix: Luther Rabb’s pronounced R&B, John Lee Oskar’s sunny, tropical harmonica and flute.

STEPHANIE MILLS (Casablanca/ PolyGram GB 2353) Keen (1983) (Odd-N-Val Music Co., Inc. — ASCAP) (N. Ashford, V. Simpson) (Producers: N. Ashford, V. Simpson) Mills serves warning to the women that “this one’s all mine” to a sultry, sashaying beat. More on this later. More “soul/rockers/ producers. Ashford & Simpson. Mills is possibly the only singer whose growl comes off as a sexy purr, but that’s just mean there’s no bite behind the bark.

HIGH INERGY (Motown 1614GP) Journey To Love (3:23) (Prestige Music World/Risoton Music/Jobete Music Co., Inc. — ASCAP) (K. Echols, A. Sanders) (Produced by R. W. Wright) More bright, horn-seasoned and bassed up dance music from High Inergy with the kind of vocal power and sparkle to signal how some hip hop moves.

FATBACK (Spring/PolyGram SP 3026) She’s My Shining Star (3:58) (Fired Up Music/issue of Dee Loren Music) (M. Walker, J. Filippin) (Producers: B. Curtis, G. Thomas) Fatback is back “On The Floor,” with a sexy mid-tempo love offering, a chord tune that’s guaranteed to add a little more romance to B/C playlists. Snuggle up to this one and groove away.

NEW AND DEVELOPING

THE JOHNNY VAN ZANDT BAND (Polygram/ PolyGram PD 2215) It’s You (3:52) (Ready Or Not Music Inc./ Rock-nocker Music Co.) (A. Steph, L. Lundgren, J. Van Zant, L. Steele) (Producers: The Johny Van Zant Band B/C) (G.M. Quisnel, A. Kooper) Move over .38 Special, there comes the new kids on the pop block, playing a brand of rock that resembles, say, Lynyrd Skynyrd, with a little more grit and edge, from the old southern guitar singer singer.

STRAIGHT CATS (EMI America 1512) Rockin’ In The West (SU Music/Spring/PolyGram Inc. — BM) (B. Setzer) (Producer: D. Edmunds) “Cats shake it up on the second single from the “Built For Speed” LP with a rollicking rockabilly boogie that’s already garnered substantial dance club play and has made a good enough place on America’s own chart. Currently on a sell-out tour of small to medium-size halls, the Stray Cats are breaking big throughout, so programmers, don’t get left behind.

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FATBACK (Spring/PolyGram SP 3026) She’s My Shining Star (3:58) (Fired Up Music/issue of Dee Loren Music) (M. Walker, J. Filippin) (Producers: B. Curtis, G. Thomas) Fatback is back “On The Floor,” with a sexy mid-tempo love offering, a chord tune that’s guaranteed to add a little more romance to B/C playlists. Snuggle up to this one and groove away.

NEW AND DEVELOPING

THE JOHNNY VAN ZANT BAND (Polygram/Polygram PD 2215) It’s You (3:52) (Ready Or Not Music Inc./Rock-nocker Music Co.) (A. Steph, L. Lundgren, J. Van Zant, L. Steele) (Producers: The Johny Van Zant Band B/C) (G.M. Quisnel, A. Kooper) Move over .38 Special, there comes the new kids on the pop block, playing a brand of rock that resembles, say, Lynyrd Skynyrd, with a little more grit and edge, from the old southern guitar singer singer.

STRAIGHT CATS (EMI America 1512) Rockin’ In The West (SU Music/Spring/PolyGram Inc. — BM) (B. Setzer) (Producer: D. Edmunds) “Cats shake it up on the second single from the “Built For Speed” LP with a rollicking rockabilly boogie that’s already garnered substantial dance club play and has made a good enough place on America’s own chart. Currently on a sell-out tour of small to medium-size halls, the Stray Cats are breaking big throughout, so programmers, don’t get left behind.
A THROW DOWN — Motown recording artist Rick James recently played a two-night engagement at the Forum in Los Angeles, where he sometimes appeared in an inebriated state. The session was billed as a charity benefit for a party at the James Foundation held at the opening night. Pictured are (l-r): Kenneth Gory; Melvin Franklin, Motown’s Temptations; Michael Warren, star of NBC-TV’s Hill Street Blues; James; boxing champion Sugar Ray Leonard; A&M artists Jeffrey Osborne; and Pat Finucane, sports and film personality.

CBS Bows One-Sided Single

Speedwagon, “Bad Boy (Having a Party)” by Luther Vandross. “I Need You” by Paul Carrack and “Heartbroken” by Rick Skaggs on Epic.

Business Brisk For College Area Stores

The store has stocked more jazz and classical titles. At Harvard Coop, located directly across from Harvard’s main campus, manager Jay Kugler said he’s hoping for an additional order. Harvard Applebaum, vice president of the Washington, D.C.-based

JAZZ

TOP 30 ALBUMS

1 HANKS DOWN (Atlantic) (Tappan Zee/Columbia FC 3807) 2 10
2 WE SPEAK (Jive/Sanborn) (Jive/Sanborn FC 3900) 3 11
3 DAVID SANSON (Warner Bros. WS 2900-1) 4 19
4 OFF THE RECORD (Pat Metheny Group (ECM) (ECM 1-1126) 5 17
5 OUT OF THE SHADOWS (Capitol) (Capitol AS 330) 6 12
6 WE ARE ONE (P.J. Proby) (P.J. Proby AS 330) 7 7
7 LOVE NOTES (GRP) (GRP AS 330) 8 9
8 LET ME KNOW YOU (Columbia) (Columbia FC 3803) 9 14
9 LOOKING OUT (Bachman Turner Overdrive) (Bachman Turner Overdrive FC 3803) 10 7
10 INTO THE WINTER (Columbia) (Columbia FC 3801) 11 9
11 ROYAL JONES (MCA) (MCA 2-8017) 12 7
12 IN LOVE’S TIME (GRP) (GRP MDS 8011) 13 6
13 OFF THE TOP (Columbia) (Columbia FC 3800) 14 13
14 HAPPY HOUR (Bachman Turner Overdrive) (Bachman Turner Overdrive AS 330) 15 9
15 LITE ME UP (Columbia) (Columbia FC 3730) 16 12
16 DESIRE (Jill Scott) (Warner Bros. BS 3649) 17 11
17 DESIRE (Jill Scott) (Warner Bros. BS 3649) 18 11
18 DESIRE (Jill Scott) (Warner Bros. BS 3649) 19 11
19 DESIRE (Jill Scott) (Warner Bros. BS 3649) 20 11
20 DESIRE (Jill Scott) (Warner Bros. BS 3649) 21 11

AROUND THE APPLE — A crowd estimated to be on the up-side of 20,000 turned out to hear Tito Puente and Dizzy Gillespie open the Greenwich Village Jazz Festival. The freebie, held in Washington Square Park, once again demonstrates that jazz is alive and well, provided the price is right. ... Mark Morganelli, proprietor of Gotham’s Jazz Forum, used the festival as the kick-off for his new Jazz Forum label. Morganelli recorded his own Jazz Forum All-Stars featuring James Spaulding at the club on Sept. 5, 6 and 8. Futures plans for the label include a duo piano LP by Barry Harris and Tommy Flanagan. Incidentally, Morganelli and his All-Stars have played host to a marathon benefit for radio station WKCR, which featured the likes of Johnny Copeland, Arthur Blythe, Max Roach, Lee Konitz and the debut of Leroy Jenkins’ new group, Stuff. The label’s performances by Freddie Hubbard, Yusef Lateef and Curtis and Cedar Walton, as well as interviews with owner Max Gordon and Village Voice editor Gary Eldrid... Although the shows’ producers were unwilling to comment on the financial success or failure of the series, we found the musical offerings at last week’s Jazz in the Park and Jazz Festival outstanding. Despite threats of rain, healthy crowds were on hand for concerts by Betty Carter, The Great Quartet, MJO and Miles Davis, the latter of whom put in a strong performance.

RECORDS RECORDS — Variety has just shipped three new Prestige twofers: “The Red Norvo Trios,” remastered by Red Mitchell, Jimmy Raney and Tal Farlow; “The Basie Reunion” with Buck Clayton, Freddie Greene, Jo Jones and Walter Page; and “After Hours/Pre-Historic Classic Jam Sessions,” 17 with Thad Jones, Mal Waldron, Art Taylor, Kenny Burrell and Paul Chambers. Upcoming on Milestone are twofers by Wes Montgomery, Thelonious Monk and Bill Evans... That new kid on the block, Palo Alto Jazz, has just shipped its second batch of releases, and it contains more than a few gems. “Earth Jones” is a fine, clearheaded date from drummer supreme Elvin Jones, whose band on the session includes Dave Liebman, Terumasa Hino, George Mraz and Kenny Kirkland. “Heart of the Forrest” is a magnificent date by the late tenorman Jimmy Forrest. The bass-less trio’s organist is a Shirley Scott and drummer is Randy Marsh. “Welcome To My Love” is an excellent showcase for the vocal talents of Dianne Reeves, and we hear the disc is gaining quick adds on jazz radio. Already, even more than a few jazz critics are wondering what this disc is about. Additional dates are coming up with the new Prestige label. "Til the Morning Comes" by pianist Larry Vuckovich with Tom Harrell, Jerome Richardson and James McPherson; “On Fire” by drummer Les DeMerle features the cream of the Coast players, including Bobby Shew, Lanny Morgan, Don Menza and Bob Magnuson; “Secret Fantasy” by vocalist Mike Davis; and the debut of Fireflight via its album “The Jazz/Classical Union” featuring Jim Walker, Milcho Leviev, Jim Lacleff and Ralph Humphrey. This label is a contender... Also from California are four new titles on Carl Jefferson’s Concord label: "Live At The Concord Jazz Festival" by pianist Herbie Hancock’s Big Band featuring special guests and hotel chairman Al Cohn and Stan Getz; “Triple Treat” featuring Monty Alexander, Ray Brown and Herb Ellis; "The Arioso Touch" by The James Williams Trio featuring Billy Higgins and Buster Williams; and “An Evening With George Shearing & Mal Torme.”

Cash Box / September 11, 1982
Monument Pacts With CBS, Names Fead As President
by Tom Roland

NASHVILLE — Following a two-year period in which the label operated without a distribution arrangement, Monument has reached an agreement with CBS Records, renewing an association that existed from 1971-75. In addition, Fred Fead, founder and chairman of the board for the Nashville-based label, has, for the first time in the 24 years in which Monument has been in existence, relinquished the duties of president to industry veteran Bob Feard.

Under the two-year pact, which was finalized Aug. 17 in New York, CBS will press and distribute all Monument releases, while Monument will handle its own sales, marketing and promotion efforts. "I am most pleased to be working with the CBS organization once again," commented Feard. "I have always felt that CBS has the best distribution system in the world. Coupled with the exciting new product concepts coming from Monument, I believe it will be a most successful relationship.

In addition to U.S. distribution, CBS Records International (CRI) will handle distribution in all foreign territories except five — Festival Records has agreed to republish Monument in Australia and New Zealand, and Monument is still negotiating for distribution in Japan, Hong Kong and Singapore.

Along with the establishment of a distribution relationship, Foster has appointed Feard as president of the label. Feard was most recently the president of Japanese-affiliated Ata Records, which, upon Feard’s departure, suspended operations. "I hope to be more pleased with any appointment than I am with this one," noted Foster of the addition of Feard to the Monument staff. "It is my judgment that to be successful in the record industry of the future, any company will require a high level of energy and capability from its executive staff. Feard Feard is an innovator and a leader whose talent and expertise I have admired for years, and we are most fortunate to have him join the new Monument."

Label Staff

In addition to Feard, Bob Hunka, who was general manager of Dolly Parton’s publishing company, Velvet Apple Music, has been named general manager for the organization. Feard and Hunka join label executives Allen Rosenblatt, director of business affairs; Mike Hyland, director of creative services; Ken Kim, director of art and graphics; Tex Davis, director of country promotion; and Vance Foster, director of computer services.

Artists signed to the Monument roster currently include Kris Kristofferson, Boot Randolph, Charlie McCoy, the Cherry Sisters, Country Broke Ass (Pete & Judy) "Fudge," that Muscle Shoals Horns, Larry Jon Wilson, Lisa Foster, Tommy Cash, Maxine Weldon and the Strommen Brothers.

Although the label will be based in Nashville, Foster stressed that it would not

PolyGram Taps Harper, Young

Young Promoted To Int’l Vice President

LOS ANGELES — Don Young was recently named vice president, international, PolyGram Records, where he has worked since 1975. Most recently, Young held the post of director, international, for the company.

He began his career as record purchasing manager for the European Exchange System in Germany, which supplied 104 U.S. Army PX stores. Young later joined WEA International in Hamburg as a label manager for Elektra/Asylum, then moved on to Phonogram where he held a similar position, overseeing Chrysalis Records. In 1979, he returned to the U.S. to act as international manager for Mercury Records.

Commenting on Young’s promotion, Mel Ilberman, executive vice president, PolyGram, said, "Dan Young has a comprehensive background in the international area of this business. His expertise in this area should prove invaluable to PolyGram in his new position."

California Passes Bill Expanding Managers’ Powers

LOS ANGELES — Legislation broadly expanding the powers of personal managers was signed into law last week by Gov. Edmund G. "Pat" Brown, Jr. following its passage by the California State Senate Aug. 27 by a vote of 24-8. The controversial measure, officially designated AB 997, and commonly referred to as the "personal managers bill," gives personal managers the freedom to negotiate contracts for talent and pay the same restrictions placed on licensed talent agents.

Gov. Brown was reportedly very active in helping negotiate a compromise between the two opposing forces affected by the bill — the Assn. of Talent Agents and Hollywood guilds, and the Conference of Personal Managers — and controversy continues to mount between Los Angeles and Sacramento over the amended legislation. As the new law now reads, personal managers can negotiate contracts for recording artists, but not for actors, directors and/or writers. However, they are able to work with certified talent agents on contracts for the latter parties. The measure also sets a one-year limit on lawsuits filed by performers, giving them just one more year to file legal actions against alleged mismanagers. According to the new law, personal managers can act as talent agents, product managers, and in the capacity of representatives, in a variety of capacities, including acting as supervising talent agents.

Furthermore, AB 997 places a two-year limit on its own legislation after its enactment on Jan. 1, 1983 and asks the 11-person commission be set up to go over the personal management issue and design a model that will be considered by the legislature when the two-year limit expires in January 1985. The commission will study and review the legislation and its effects, and examine the personal management issue in other states that have interests in the field of entertainment and report back to the governor and state legislature no later than Oct. 1, 1984.

Controversy over the bill primarily erupted from the leadership of the Screen Ac-

EXECUTIVES ON THE MOVE

Yates Cranston Braverman Courtwright

Changes At Kraegen — Kraegen and Company have announced the promotion of Ken Schaefer to vp/nr. to vp/publishing for CBS/West. He joined Kraegen and Company in 1981 as director of project development. Joseph Geus has joined the firm as controller. Previously, he was external auditor with CBS Entertainment. Linda Bergeron has been promoted to assistant controller. In addition to this, he was location auditor and financial supervisor at Banner Associates.

Cranston Named At Warner Bros. — Fern Cranston has been promoted to vp/ra. She will hold the position of director of royalties and licensing at the company since 1985.

Brodie Named At Network — Network Records has announced that John Brodey has been named director, national album promotion. He comes to Network Records after five years as svp/public relations from Curb Records.

Braverman Promoted — Laurence Braverman has been promoted to associate national promotion director/albums for Elektra/Asylum Records. He joined E/A in November 1981 as a radio representative and prior to joining E/A he had been a national director of Side One Creative Marketing in Hollywood.

Courtwright Promoted — A&M Records has named the promotion of Hernando Courtwright to east coast A&R representative. He has been with A&M since 1979 and was previously east coast A&R manager.

Blinaz To CBS — Robert Blinaz has been appointed as a senior attorney, records section, of the CBS Law Department. Los Angeles. Prior to joining CBS, he served as an assistant United States attorney with the United States attorney for the southern district of California.

Rider Named — Almo/Irving Publishing has announced the promotion of Alan Rider to general manager of publishing. Rider, who has been with Almo/Irving since 1980, was most recently the vp/ra.

Changes At WEA — WEA New York regional branch manager Mike Holzmann has announced there have been nine promotions and six new employees hired this month. The nine WEA employees who have received promotions are: Gary Rautenberg, formerly vice regional rep to video products sales manager, Carol Duffy, former in house sales rep to Atari sales rep; Allen Canter, formerly ad clerk to Atari sales rep; Barry Roberts, formerly R&B field merchandise to music sales rep; Dwayne Cunningham, formerly inventory clerk to field merchandise; Vic Colton, formerly specialty to in house sales rep; Pat Cerbone, formerly marketing director to singles specialist; Debra Jones, formerly order entry clerk to marketing secretary; and Tim Bernard, formerly employee relations to inventory. The six new employees are: Scotti L✌️ (Spanish Fork) formerly employed by Record World Magazine to Atlantic promotion rep; Jack Hopke, formerly a promotion rep with RCA to Warner Bros promotion rep; Kathy Siegler, formerly a store manager for J&R Music World to video secretary; Mike Davis, formerly ad agency to marketing assistant; and Cathy Jacob, formerly an A&R secretary for Elektra to order entry clerk; and Robert Katz, formerly an ad clerk in Albany to accounts receivable clerk.

Changes At A&M — A&M Records, Inc. has announced several appointments. Alan Smith, currently vice president, licensing, has become vice president, administration. Lawrence Sweeney, currently controller, will be vice president, licensing, Salisbury Bradstreet, formerly controller, talent relations, was promoted to vice president, account manager, consumer products division. It was stated that he had resigned to pursue other opportunities.

Promoted At WASEC — Jerilyn Kessel has been promoted to manager, research at Warner Amex Satellite Entertainment Company. She joined WASEC in November, 1980, as junior research analyst. Most recently, she was senior research analyst.

CONTINUED ON PAGE 10
creasingly popular in recent weeks, with several labels, including Columbia and I.R.S., adopting revised delivery plans.

Motown has no current plans to include the BPI logo on its album jackets, but two months ago began sticking all royalty statements to artists, writers, and publishers with a label that reads, "Join us in the fight for survival! The home taping issue is not stealing your creativity and money. Incorporated in the sticker’s design is the moon and the logo I like I won’t soon take an album with a bite taken out of it.

"We’re trying to make everyone at Motown aware of the copyright infringement problem,” says label president Jay Lasker. “After all, we’re in the recording and publishing business and don’t have holdings like computer game companies, whose other labels may count on for additional sources of income. Home taping has been a terrific blow to our company."

Lasker was especially incensed over an eight-page advertising supplement for Muscland Record shops, which appeared in the Sunday, Aug. 29, edition of the Los Angeles Times. Promoting a “sounding boards” sale, the retail chain offered albums on sale for $3.99 but charged 50 cents more for similar titles in a catalog configuration. In addition, the last page of the insert was devoted to advertising sales of new home taping tape.

Calling the ad insert “a debacle,” Lasker told Cash Box he asked his distributors not to sell Motown product to Muscland stores as direct result of the advertising supplement.

Muscland doesn’t pay anything extra for the tapes, so I wonder if they’re charging more for them,” says Lasker. “If not by intent then by stupidity they are promoting home taping, and if we’re going to try to put us out of business why should we sell their records?”

UA Music Promoting ’40s Thru ’80s Standards

NEW YORK — United Artists Music (UAM) is launching a promotional drive on one hundred standard songs from the present, drawn from its combined catalogs of UAM, Unart Music, Robbins Music, Leo Feist, Inc., and Miller Music. The cornerstone of the push is “Fifty Years of Top Ten Music,” since each song achieved Top 10 status in its time and each now constitutes a standard.

"The lynchpin of the drive is a promotional kit featuring a discography of the 100 songs, profiles of dates on which the recordings of the songs reached top 10 chart positions, and a special promotional cassette of each of the 26 songs that achieved #1 chart position."

Vic Guder, UAM vice president, standard catalog, who is directing the push, is reportedly arranging creative meetings with radio stations, television programmers, special markets and advertising agencies, as well as the usual distribution to record labels.

Entertainment Co. Buys Neil Sedaka Catalog

NEW YORK — The Entertainment Company Music Group has acquired all the assets of Kiddio Music and Top Pop Music. The catalogs include such Neil Sedaka songs as “Laughter In The Rain,” “The Hungry Years” and “Solitaire.”

In a statement释出, Charles Koppleman, president and chief executive officer of the group, said, “It will be a special opportunity for Sedaka to have an ongoing role in the development of his future material and the exploitation of the Sedaka material included in the catalogs just purchased.”
Monumental Pacts With CBS, Ted Named President

(continued from page 10)

be strictly a country label and that he would prefer the company be recognized as a "music entity." He said that the company would make a "stronger move to rock" and attempt "to acquire meaningful acts." Following the label's initiation in 1958, Monument established such acts as Roy Orbison and Joe Simon on the pop and R&B charts.

Monument intends to release approximately 20 new recordings each year, as well as 20-25 catalog resses. The first package scheduled is a two-record set of duets featuring Dolly Parton and Willie Nelson with Brenda Lee. The package, which was recorded in Austin, Muscle Shoals and California as well as Nashville, should be released in the next two months.

While Foster, who will continue to handle some of the label's production chores, and the bulk of the staff will be headquartered in Nashville, Fedd will operate from the L.A. branch, and the company will work toward a heavy involvement with video. Monument's first video foray is a piece on Kristofferson that will appear on Home Box Office (HBO) and may possibly as a network as in the future.

MCA Repacts M.A.M.

NEW YORK — After a hiatus of three years, MCA Music has re-entered a management agreement with M.A.M. Music Publishing Group. The M.A.M. catalogs, which contain songs by writers/artist Paul Anka, was previously represented by MCA Music for over 10 years.

For The Record

In the review of T.G. Sheppard's single in the Aug. 28 issue, his forthcoming album was mistakenly identified as "The Gold." The actual title for the album is "Perfect Stranger."
Paramount Offers Low-Price Khan To Vid Dealers In Dallas

(continued from page 9)

means, and yet they count their sales units in the millions and not thousands," he
noted. "The reason you're quickly con-
verting to video game and videodisc sales
is because you know the margins are overall better on sales than rentals. Renting
has high costs. That's why you couldn't sup-
port the fixed lease plans. You couldn't make
money. Well, I suggest that no matter what kind of products you sell, you never
make as much money as you would with an
emphasis on sales.

Although the release of Star Trek: The
Warp of Khan is just a test of Paramount's belief that a substantial videocassette
market exists (with some risk for the company), he stressed to the
video audience that the bigger risk is
yours, because if this experiment isn't suc-
cessful, then the future of your retail
business has not been best for you, and
isn't that all right?

Harrised continued, "I'm counting on the
belief that I have in your profit-motivated
retail skills. I believe you'll be able to double your sales, if you make presentations
in the 'high occupancy' period, that you'll dou-
ble and triple your sales at a more attractive
price point, and that you'll be better able to
tell the audience that this is a hot deal.

If you can, make it work. We'll all stand
profitably together. We'll then look at the retail videocassette market as a limited
leading liberal business. We do believe you can
make this work and we hope you do. I want you to
think this will happen.

While there is little doubt that rentals still
global account for the greatest portion of the
retailer's business, some of the research
results noted at the conference showed a trend toward rentals--"Study of Video Retailing" by the graduate
School of Management and presented by
Felicty Wohnman following Harris' and
Cohen's addresses, found a 6:1 ratio of ren-
tals to sales, while the admittedly limited A.C. Nielsen survey of five products
and five chains (Nielsen's James Cauted cautioned
that, because of this, the data was "not projec-
tably accurate, and if performed in a different
manner, or done for a different purpose"
) found that rentals accounted for 95.4%
of all dealer transactions.

More than anything, these results seemed to support Harris' view that the
business was necessary, which Nielsen's Cauted acknowledged would be made
possible when a full market study is undertaken on behalf of Video Retailing, Inc.,
noted, should begin later this year.

On the panel "The Retailer Speaks," Arthur Morovitz of New York's Video
Shack chain responded to Harris' address by pledging to "doubly" the order he had
made in Paramount's release of Star Trek:
The Movie for The Wrath of Khan, suggesting that the retail community may well
be up to Paramount's challenge.

Harris' address and announcement also
responded somewhat to recent keynotespeakers Gene Kahn, of Columbia Video
Systems, who recounted a personal tale with the tag line "you know, you're not
doing me-much any more" as a parable for
the retailers' battles with the studios over
prices and rental plans.

The future of the business of videocassette
deals is expected to be discussed during "The
Manufacturer Speaks," with RCA SelectaVision's Tom Kunh lauding the strength
of the videocassette market and sales
made done on the CED-format discs. Later, Kuhn
revealed a number of new fall promotions that
will be utilized in an effort to get the
reseller to continue to build the market. (The
first begins Sept. 14 and involves a 10
rebate to customers that buy any three of
five James Bond CED titles, while the
second is a Halloween horror film promo-
tion offering a $10 rebate and 5$ coupon,
and the third is a November push on com-
edy discs, also with a $10 rebate on any
three of 13 purchased and a $5 coupon). 

Motion Picture Assn. of America (MPAA)
video consultant Robert Kahn added that "illegal
Duplicating" was brief and to the
point, noting that most of the retail
businesses had "hard heads" and reco
ded statistics on how it affects the business.
But he did encourage the gathering to
make use of the "Videodisc Consultant
Service" and other tactics when the suspicion of tape piracy is pre
sent, and not to go through law enforce-
ment alone.

"The Mechanics of Profitable Rental
Programs" was, perhaps, surprising to
many for the variety of different rental
strategies the panelists employed. The
mechanic of videocassette rental was
shown, such as Video Spectrum's Richard Richley, utilized various exchange programs, which gave the customer a trade-in for a new
video, or the option of changing one tape for another at additional cost, while others, such as Bob Bigelow of Minnesota's BigVideo, spook of using
creative rental promotions, such as free
releases after a predetermined number of payments, free "re-rentals" of the repeat business and good word-of-mouth.

Topics also addressed by the "rental
panel" were what to do with rental stock after
the release had been made, new uses for
rental stock, and how best to market rental
product. The chairman of the panel determined how many pieces of a particular
style to stock for rentals.

The "mini-seminars" and workshops were
presented by R.C.A. as one way to acquire
knowledge and to further the video retailer's
salesmanship and its importance to video
retailers. The panel discussion "Creating
Sales Motivation and Reward Program"
utilized slides to depict creative in-store,
and some out of store, merchandising dis-
plays, from a 25-foot high King Kong dis-
play outside of Houston's Audio Video Plus
to collages utilized by such outlets as Bran-
don, Pa.'s Video Exchange.

In response to a question from the floor
posed by Paramount Video Home's Hallice
Fondy, discussing the trend toward prefer-
cence for stand-ups rather than the
traditional wall-posters (especially in stores
where competitors can't take advantage of,
explained a lack of marketing aids from distributors (which the majority of
the audience also noted).

The conference wrapped up with an
accounting consultant Doris Kenny explain-
ing how to fill out personal financial state-
ments and balance sheet; business consult-
ant and Dealerscope II contributor Robert
Peterson speaking on the results of the
study on in-
ventory management he participated in,
with George Toole, of Video Systems of
collecting research for Arthur D. Little; and
a long presentation on virtually every
topic related to video, from Roy Goodman,
advertising from layout to use of color.

New VSDA Advisory Board, Officers
Elected In Dallas

DALLAS — Seven video software retailers were elected to the Advisory Board of the Video Software Dealers Assn. (VSDA), along with officers for the 1982-83 Associa-
tion, during voting at Aug. 31 at the regular meeting. The final day of the 1982 VSDA Video Retailers Conference at the Sheraton Hotel.

Elected from the nine previously named
nominees to the Advisory Committee were:
G. Wayne English of Video Station, Los Angeles, Calif.; Steve Goodman, Video
Warehouse, Atlanta, Ga.; Jack Messer, The
Video Showcase, Cleveland, Ohio; John Pough, Video Cassetter, Untied States, Calif.;
Richard Railey, Video Spectrum, Orlando, Fla.; Linda Rosser, Entertainment
Center, Denver, Colo.; John Pickering, of
Frank Bank's Video of Washington, D.C.'s The
Video Place was elected to serve a second term as VSDA president, while Weston
Entertainment's Bob Sander's term as treasurer was ended, and One Video was voted in as Secretary and Video Systems of America's Linda Rossier was
tapped as VSDA newsletter.
**Merchandising**

**TOP 200 ALBUMS**

*Cougar's 'American Fool' Tightens Grip on Top Position*

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is John Cougar. After nudging Fleetwood Mac out of the top position on the Pop Albums chart last week, Cougar's "American Fool" LP is now solidly locked in at #1 bullet this week. Retail is excellent everywhere, led by the Midwest and South. Number one reports in Chicago, Cincinnati, Detroit, Pittsburgh, Indianapolis, Louisville, St. Louis, Kansas City, Dallas, Houston, Austin, Miami, Atlanta, Memphis, Richmond, Washington, D.C., Philadelphia, Boston, Denver, Portland and Los Angeles. His "Jack & Diane" single also had a big week. The album is also an extremely strong rack item to move #5 bullet from #9.

**TOP TEN HIGHLIGHTS** — Moving up a point to #6 bullet is the Go-Go's. Solid rack activity in the East and West. Retail is currently out on a tour that is helping to spur sales. Chicago moves to #8 bullet, up from #9, due primarily to heavy retail action in the Midwest, West and East. Top 20 rack acceptance as well. This week's entry to the Top Ten is Billy Squier. He goes up a notch to #10 bullet. Squier has become a Top 15 item at the racks and retail remains strong in the Midwest, South and East, with continued retail improvement shown in the West. Squier will be out on tour this month with Queen, which should generate even more activity.

**TOP 100 HIGHLIGHTS** — Michael McDonald takes a significant 10-point jump into the Top 20 at #16 bullet in his third week on the chart. Strong sales everywhere, led by the Midwest and West. His "I Keep Forgettin'" single also goes to #14 bullet from #18 on the Billboard Top Singles chart and to #37 single from #65 on the Black Contemporary (B/C) Singles chart. The album is also picking up black retail action and may soon chart on the Billboard B/C Albums chart. Aretha Franklin leaps into the Top 20 with a .10-point jump to #19 bullet. Retail is strong in the South, East and West. Her album also goes to #1 bullet on the B/C Albums chart this week, and her single, "Jump To It," goes to #1 bullet from #2 on the B/C Singles chart and to #45 bullet from #57 on the Pop Singles chart. Steve Winwood jumps to #35 bullet, up from #42, in his fourth week. Retail remains quite strong in the West and Midwest and is beginning to show good initial acceptance at the rack level. Men At Work takes another healthy jump going to #39 bullet, up from #53. Sales are good in all regions led by the coasts. Starting to pick up initial rack response this week as the "Who Can It Be Now" single jumps to #18 bullet, up from #17 on the Pop chart. ... The Stray Cats jump seven points to #42 bullet. Momentum keeps building, with best retail in the West and East and picking up nicely in the Midwest and South. Last week's two top debuts, Santana and Bad Company, go back to back into the Top 30 this week. Santana, at #45 bullet, up from #57, is retailing well out of the West, Midwest and East, with noted growth in the South. The band's single, "Hold On," goes to #26 bullet from #33. Bad Company also takes a 22-point jump, going to #48 bullet from #70. Good sales out of the East, West and Midwest. Teddy Pendigrass jumps 10 points to #55 bullet in his fourth week. Retail very big in the East, South and Midwest. He also jumps into the Top Ten on the B/C Albums chart at #9 bullet, up from #12. ... Don Henley takes a big 26-point jump to #36 bullet in his second week. The former Eagles is selling best in the West and Midwest. His "Johnny Can't Swim" single leaps to #46 bullet from #56 bullet on the Pop Singles chart. ... Jermaine Jackson jumps 10 points, going to #74 bullet. Selling quite well in the West and Midwest. The albums also goes to #15 bullet from #16 on the B/C Albums chart. ... The soundtrack to Fast Times At Ridgemont High goes to #77, up from #92. Selling well, up from the West, South and East. Strong initial rack reaction... George Thorogood & The Destroyers jump to #81 bullet from #99 in its third week. Very good retail out of the West, South and Midwest. ... Stacy Lattisaw moves up to #66 bullet from #97 in her fourth week. Very big retail item on both coasts. Her album also goes to #18 bullet from #22 on the B/C Albums chart. ... Cracking the Top 100 this week are Uriah Heep at #144 bullet, up from #102; Howard Johnson at #97, up from #106; and Anne Murray at #100 bullet, up from #128. Uriah Heep is selling fair in the Midwest, West and South. Johnson is selling best in the South and East. Good second week retail activity out of the Midwest and West.

**RECORDS TO WATCH** — The duo of Merle Haggard & George Jones had a nice week, moving to #122 bullet, up from #145, in its second week. Retail very big in the South and Midwest. This album goes to #24 bullet from #40 on the Country Albums chart. Single, "Yesterday's Wine," moved to #15 bullet, up from #23 on the Country Singles chart. Barry White jumps to #128 bullet from #143 in his second week. Showing good second week retail action out of the East and West. His title track single, "Change," jumps to #15 bullet from #39 on the B/C Albums chart. ... Romeo Void climbs to #144 bullet, up from #156. Fair response out of the West and Midwest. ... ABC goes to #147 bullet form #159, with retail starting out of the West and East. The band's "Look Of Love" single debuted at #87 bullet on the Pop Singles chart.

**DEBUTS** — The high debut this week is Evelyn King at #116 bullet. Starting out nicely out of the East and West. The album also debuts at #44 bullet on the B/C Albums chart and her single, "Love Come Down," jumps to #65 bullet form #14 on the B/C Singles chart and goes from #76 to #86 bullet on the Pop Singles chart. ... Joan Jett's first album re-enters the chart at #162 bullet. Initial action in the South and West. ... Bow Wow Wow debuts at #168 bullet, with early retail action out of Los Angeles, San Francisco, Chicago, Milwaukee and south Florida. ... Tane Cain hits the chart at #173 bullet, with good action out of the Midwest. ... America's debuts at #175 bullet behind fairly good response out of the Midwest.

**RECORDS ON THE ROCKS** — The one major problem last week was with Zapp, which lost its bullet at #22. Despite continued moderate sales out of the South, Midwest and West, retail from the East has never really kicked in.

**Regional Album Analysis**

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>Northeast</th>
<th>Southeast</th>
<th>Baltimore/Washington</th>
<th>Midwest</th>
<th>North Central</th>
<th>Denver/Phoenix</th>
<th>South Central</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. BAD COMPANY</td>
<td>1. MEN AT WORK</td>
<td>1. BAD COMPANY</td>
<td>1. SANTANA</td>
<td>1. MEN AT WORK</td>
<td>1. SANTANA</td>
<td>1. BAD COMPANY</td>
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<tr>
<td>2. SANTANA</td>
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<tr>
<td>5. JOE JACKSON</td>
<td>5. JUDAS PRIEST</td>
<td>5. EDDIE MONEY</td>
<td>5. EDDIE MONEY</td>
<td>5. JUDAS PRIEST</td>
<td>5. EDDIE MONEY</td>
<td>5. EDDIE MONEY</td>
</tr>
<tr>
<td>7. STEVE WINWOOD</td>
<td>7. ISLEY BROTHERS</td>
<td>7. STEVE WINWOOD</td>
<td>7. ISLEY BROTHERS</td>
<td>7. STEVE WINWOOD</td>
<td>7. STEVE WINWOOD</td>
<td>7. STEVE WINWOOD</td>
</tr>
</tbody>
</table>

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.

**14 Cash Box/September 11, 1982**
College Retailers Say Their Market Areas Remain Strong

TAKING Head and Eno so we’ll highlight those kind of people this year," he says.

Tanner adds that he will make sure that he fills out any summer gaps in his stock by the time school starts, to include a full selection of jazz, classical, reggae, country — anything students are listening to. Other retailers also note that students’ listening tastes are no longer limited to the supergroups but run the musical gamut. New music acts, however, seem to be the big sellers on campus, as noted by Discount’s Kiser. However the biggest current run is on the new Who album, with forthcoming product by established acts like Bruce Springsteen and Kenny Loggins expanding on the specialty line.

Positively Fourth Street’s Kulstod notes increased stock there in accessories items, with in-store posters and blotters offered to the store that is useful in student apartments, such as posters and accessories.

Sherman Tate, assistant manager of Record Bar’s University Place store at the Chapel Hill, says that record and tape crates are especially important because so many students are moving and need storage containers.

A few retailers reported store closings in their campus areas. Kiser says that Discout is doing a heavier R&B business since Madison’s soul store recently burned down. Harvard Coop’s Kaminski says that one of his competitors lost its lease and didn’t relocate. Eric Mueller, former secretary-treasurer for Record People in Ithaca, N.Y., has moved his store’s dimeless after six years on competition from one national and two regional chain stores, the recession, Ithaca’s “incredibly mobile college community,” and most important, the weak record industry.

Most retailers, however, share Camelot’s Johnson’s observations, “Students are still spending money,” he says. “We have an arcade just around the corner. They drop a quarter in and then come in to check out tunes.”

MERCHANTISING

WHAT’S IN-STORE

FAST TIMES REQUIRE FAST SHOES — A Full Moon/Asylum radio promotion supporting the Fast Times At Ridgemont High soundtrack is being expanded to the retail level. The radio campaign tied in the album with a sneaker giveaway, specifically a limited edition of “Fast Times” branded shoes by Van’s shoe company and available in vans from Universal Pictures. Van’s, which has 53 outlets in Southern California as well as 1,100 dealers nationwide, made the “Off the Wall” checkerboard slip-on sneaker model sample shoes available to those retail outlets with the album, and even with a license to print shoes for display and/or consumer contests. Dave Clive, E/A national sales manager, says that Van’s has printed a special poster with the Fast Times album cover and shoe, and is to cross-promote in its dealerships across the country via record discount coupon offers with shoe purchases and shoe discount coupons in record stores.

SUGAR DADDY STANLEY — Joe Breski, Stark/Camelot’s vice president of purchasing, had just witnessed a soldout outdoor concert by the Michael Stanley Band and was very excited, which means he was well, very excited. “It was awesome — as good as the Stones,” he declared. “This band is not a figment of our imagination.” Breski then proceeded to explain the chain’s big push behind the regionally big Stanley, as noted in Cash Box, Aug. 28. “Stanley is from Cleveland and has a big following here. We sell about 20,000-25,000 units of each of his releases, mostly in Northeast Ohio with some pockets around the country. But we’re really getting new artist conscious in our merchandising and marketing approach, and we feel that we can be there with support and be a major factor in the marketplace.” Obviously, Stark is solidly behind Stanley, and is backing V.I.P. as first of what Breski said will be “only two or three campaigns a year on very special projects which we really believe in.” First, the chain guaranteed the sale of the new “MSS” EMI America album (“money back, no questions asked”) and indicated such on special counter divider cards. Then, some 40 radio stations in the Cleveland market, where Camelot is the only record store contacted by the record store managers, who asked for airplay consideration on the product. “We’re really filling in for the lack of label promotions in small markets,” Breski explained. For the Stanley project, both the EMI and the Elektra label pushed promotional LPs and printed very large posters. They were then included in a special folder that Stark silk screened with Stanley’s distinctive album cover logo and filled with tour schedules and sales data sheets. Stark presented the folders to the stations, and Breski now reports that at least 15 of them have picked up the album, and that over 12,000 units have sold.

KEYBOARD FOR YOU AND A RETAKE TOO — Odyssey has an “early buy” promotion underway through Oct. 1 which will give a $15 cash rebate to buyers of Odyssey’s video game console/keyboard unit. Themed “Odyssey gives you the keyboard and a rebate, too,” the promotion is being supported with point-of-purchase materials and ads sticks . . . a tip offered by an Odyssey expert in its “adventure club magazine” beautifully, if not terribly, easy in use — in video game stores and videolithe sales. The suggestion: Videotape your game playing for playback and study.

DON’T JUST SAY IT, SING IT — Another line of musical greeting cards has been brought in by Discwasher. The theme is centered around the MUsCard notes this in several months ago (Cash Box, March 20). Like the creators of the previous offering, Mark and Ellen Winter hope that their MusCard letters will attract the attention of record companies. The cards stick a transparent flexi-disc onto a colorful graphic. Mark composes each song and designs the artwork, while both he and Ellen share the vocals in order to make the abounding double entendres interpretable to either sex. Not wishing to choose a favorite, Mark reports that “Get Stoned On Your Wife” is a sure bet. Others, titles include “Happy Birthday,” “Foolish Games,” “Hooray For Hollywood,” “The Dixie Good Time Boys,” ‘Takin’ Care of Business,” “True Love,” and “Teenage Lobotomy.”

PLUS PROFIT

TOP SELLING VIDEO GAMES

Donkey Kong (Coleco 2451)
Pro-Caller (Brothers 5300)
Berzerk Atari CX2640
Defender Atari CX2609
The Empire Strikes Back Parker Brothers
Atlantis Imagica 3203
Pac-Man Atari CX2640
Cosmic Ark Imagica 3204
Starland Command 01X01
Imagica Command 01X01
Pitfall! Atari CX2682
Night Stalker Intellivision 5303
Yars Revenge Atari CX2655
Lost Luggage Apollo 2450
Gangster Alley Spectravision 201
Baseball Intellivision 2514


TOP SELLING MIDLINES

L.A. Flock of Seagulls — Jive / Arista 6600
The Beach Boys — Rock Roll, Vol. I — Capitol SN/1602
David Bowie — The Rise and Fall of Ziggy Stardust and the Spiders From Mars — RCA AYL-3843
Tone Calm — RCA AYL-14381
Paul Carrack — Suburban Voodoo — Epic/CBS EPC 3951
Crosby, Stills & Nash — So Far — Atlantic 5119
The Doors — Elektra 75007
Haircut 100 — Pelican West — Atlantic 6600
Joe Jackson — Look Sharp! — A&M SP-4743
Billy Joel — Piano Man — Columbia PC 3245
The League Unlimited Orchestra — Love and Dancing — Virgin/EMI SP-2929
Missing Persons — Capitol DLP-1501
Moetie Crue — Too Fast For Love — Elektra 60719-1
Soft Cell — Non-Stop Ecstatic Dancing — Sire 9 23694-1
Mellody Breeze — RCA AYL-14424
Talk Talk — EMI America DLP-19001
K. — Atlantic — Capitol — Rhino Records — Elektra — Polygram — Epic

Cash Box/September 11, 1982

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Heavy Sales
Radio Ponders Future At NAB Programming Conference

(continued from page 5)

"You can't have a Top 40 radio station when there aren't Top 40 songs," said Cornils. "It's the same town that's going to have Top 40 music with video," he said.

The study also showed hope for radio stations in certain markets, saying that among early adapters attendance is declining in the overall population. "According to the study, in 1980, 30% of the respondents to this survey were among early adapters. In 1970, the number had increased to 40%," said Cornils. "By 1982, that number had increased to 51%. And working women are relatively late adapters, making it very clear that we have too many other things to do, so this is a real opportunity for radio to expand its audience."

Satellite Talk

Another issue brought to the forefront is the growth in satellite radio. Some radio stations have turned to satellite-fed networks. "There was not as much discussion about satellite distribution now as there was at last year's conference," said Cornils. "In 1980, it was the hottest topic then but now, the buzz was that the shakeout was occurring sooner than expected. But, I doubt if the shakeout was off the rose and that people should not be afraid of it."

The workshop that drew the largest crowd was one on satellite radio. "As long as you believe in satellite, you are going to be listening to the best. From our point of view, AM Stereo will shake-out in satellite-fed networks."

The convention presented contradictory views about the survival of AOR. "In the study about the future of radio, Boritz (the study's author) said that the prime demographic for AOR is getting older and that it might turn into a golden oldies format and will probably become a little softer," said Cornils.

Radio Show For Kids To Debut In '83

NEW YORK — Claiming to fill a void in commercial radio programming, TMC Multimedia, a radio consultancy and production firm, has formed Family Radio Program Ministries to develop radio shows for children. Its first project, a "young contemporary," format, is a three-hour program that will roll out on National Public Radio (NPR) The Spider's Web.

"We are aiming to fill a void in the market," said Cornils. "With the Golden Oldies format, we have 60s and 70s, but there are no shows dedicated to developing radio shows for children. It's a market we feel that we can fill out with our shows."

In addition to the two types of news stories, music reviews and celebrity interviews, the young contemporary format will also produce serial adventure stories. "In each three-hour block, there will be several episodes of a serialized adventure story," explained Cornils.

"We're using the old-fashioned serial format and are producing accentuated entertainment, like a mystery show," said Cornils.

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# MOST ADDED

<table>
<thead>
<tr>
<th>Track</th>
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<th>Label</th>
<th>Region</th>
<th>Chart Position</th>
<th>Performance</th>
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<td>Dummy Regions</td>
<td>4</td>
<td>3 In</td>
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<td>Dummy Regions</td>
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# MOST ACTIVE

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<th>Chart Position</th>
<th>Performance</th>
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<td>33 EDDIE MONEY • NO CONTROL • COLUMBIA</td>
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<td>Dummy Regions</td>
<td>7</td>
<td>1 In</td>
<td>Dummy</td>
</tr>
</tbody>
</table>

# SALEs

**3 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**SANTANA • SHANGO • COLUMBIA**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**GEORGE THOROGOOD & THE DESTROYERS • BAD TO THE BONE • EMI AMERICA**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**PETE TOWNSHEND • ALL THE BEST COWBOYS...**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**URIAH HEEP • ABOMINOG • MERCURY/POLYGRAM**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**THE JOHNNY VAN-ZANT BAND • THE LAST OF THE WILD ONES • POLYDOR/POLYGRAM**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.

**STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**
- None: HOTS: WMMS, WYFE.  
- SALE: Good in all regions.
Developing Country Artists More Responsible For Their Own Careers

by Tom Roland

NASHVILLE — At a time when most of the record industry has searched for methods of cutting back on development costs, careers of developing artists — performers who are in the building stages between a relative newcomer and major status — are finding fewer opportunities than ever before for the progress of their careers. While managers generally agree that the reduction of budgets is the key to the tools as publicly and promotion to back the efforts of the artists, they have in many cases developed teams of specialists to augment that work.

Record companies more frequently have adopted the attitude that as a record label, their main concern is selling records, and expenses that are not directly related to that concern have fallen under increased scrutiny. Likewise, the artist benefits more directly by a wider scope by such functions as publicity and increased promotional activity, so many of those duties have been increasingly placed upon their shoulders. While labels have certainly not abandoned their search for publicity and effective promotion, it has been cut to the bare minimum and the artists themselves, along with their management teams, are responsible for any extra push they feel necessary.

With John Conlee, the emphasis has been on a team effort aimed at establishing the artist in a number of different image-minded roles. According to his manager, Dave Roberts, the Conlee organization has always remained "relatively frugal," and using independents for promotion and marketing has been a tactic long used by the artist's camp, although actual promoting now involves "trying to keep the budget to a minimum all along."

"Labels are essentially what they're called — record companies," he said. "They're in the record business, where an artist, as far as career development, has to take a whole lot of that upon himself, because, especially now, labels are not spending any money developing and taking artists services than they have."

New Opportunities Seized

In addition, Conlee has become involved in newer avenues of image-building, such as video and product endorsement, to increase their visibility in the industry and to the public. "A lot of artists are using endorsement and opportunities like that as a means of visibility," noted Roberts. "We have been approached on a couple of occasions on different things, but we're not just grasping at them; they've got to fit well."

They have also used video when it was appropriate with a particular song, but they have "not had a single one that didn't make the airwaves."

Martyn Smith, who manages the Burrito Brothers, insists that as long as his act can "survive" on the road, that promotion is "basically the only thing we need."

The group has taken a number of small projects into its own hands to help develop support at the CBS branches. "On the new record that's coming out, we're mailing out advance copies to people in the field," he commented. "We feel this would help us to get more success with the record and get in touch with the people." In addition, the Burritos added independent publicist Woody Bowles to develop a more concentrated effort in their attempts to gain media coverage.

To help support such strategic moves, the band has had to make adjustments on the road to provide flexibility in the budget. "We're taking less hotel rooms," he noted, "doubling up on rooms. We've also made a feasible deal with a bus company whereby we don't have to pay that daily rental."

Getting An Edge

What the Burritos and Conlee are doing in essence is getting an edge over the current crop of developing artists, which, according to Carroll Fulmer, manager for Leon Everette, has increased considerably since he and Everette first formed Orlando Records before landing the current agreement with RCA. "There are a lot of new people out there," he noted, and "I think it's more difficult to make it now than when I first started and all the competitive market out there right now."

Outside of establishing an office in Everette's home in South Carolina, Fulmer has left most of the legwork in marketing, promotion and publicity to the discretion of the label, although they are in frequent contact.

While the artist must pay close attention to his personal budget, Ken Stills, manager for Eddy Raven, points out that it is essential for the artist to empathize with the record company's similar position. "A developing artist has to understand that scheduled album releases may not come off as they normally would," he suggested. It is a difficult time for the record label, and we have to take responsibility for the singles, working toward the big single that creates the market and demand for the album product.

WHAT IF THEY HELD A PARTY AND NOBODY CAME — Tom Collins Music recently held a reception in honor of Sylvia's "Nobody" single, which spent two weeks in the #1 position on the Cash Box country chart. In recognition of the tune, each attendee was given a name card that read, "Hello, my name is Nobody."

"I'm currently in the midst of a rather com- plicated situation. Sylvia wrote a single called 'Eve Happened.'" Pictured at the affair are (l-r): songwriter Dennis Morgan and Kye Fleming; Sylvia; producer Tom Collins; and Sue Patton, vice president and general manager, Tom Collins Music.

Golden Cancels Harvest Jam II Following Scheduling Difficulties

NASHVILLE — After encountering a series of scheduling conflicts that impeded his progress toward holding a follow-up to last year's highly successful outdoor event in Brentwood, Ala., William Lee Golden has abandoned plans for a Harvest Jam II this coming October. Golden, baritone singer for the Oak Ridge Boys, revealed the can- cellation at a conference at his Golden Era home in nearby Hendersonville Sept. 1.

Golden had originally intended the Jam to be held Oct. 9, but various conflicts for- ced the date to be moved a number of times, finally pushing the concert to Oct. 23. Once that date had been set, Golden, Farce Affairs Concerts and the Brentwood Chamber of Commerce, co-promoters of the event, found scheduling difficulties in- terfering with their inability to establish a date to book. Among those sought for the attraction were the Oak Ridge Boys, Merle Haggard, Hank Williams, Jr., Alabama and the Charlie Daniels Band.

Instead of backing the Harvest Jam, which would have required approximately $250,000 in investment, Golden will "churn our energies and efforts into the Enter- tainers Expo '82,' a three-day event in November designed to make the Nashville music community aware of the many faces of the music industry and related avenues that have sprung up in the Tennessee capital. Golden has been named, along with Charlie Daniels, as co-chairman of the event, sponsored by the Nashville Music Assn., and The Tennessean newspaper.

Last year's initial Harvest Jam, held Oct. 10 at the Brentwood airpport, pulled some 30,000 fans to see the Oak Ridge Boys, the Charlie Daniels Band, Alabama, Sylvia, Deibert McClintock, Cedar Creek and the Boys Band (Cash Box, Oct. 24, 1981). At that time, Golden intended to "preserve the jam," and, in spite of this year's cancella- tion, he indicated that he would like to see the festival held in the future.

Back in 1983, possibly on the shore of the Gulf of Mexico where he recently purchased some property in Alabama.

Also, noting rumors that have been circu- lating for several weeks, Golden denied that he has any plans to leave the Oak Ridge Boys, while he implied that he has little personality differences within the band, he compared the singing members of the group to the "differences in the grains of sand in your hand in their contributive importance to the overall unit.

Tessier Opens Western Branch

NASHVILLE — Tessler Talent, Inc., a Nashville-based booking agency headed by Jamie Tessier, has opened a Western branch in Durant, Okla. The new branch, Tessier Talent West, will handle dates for all states west of the Continental United States, the home office responsible for bookings in the eastern portion of the country.

Jesse Toney, formerly of Jesse Toney & Assoc., has been named to head the western outlet, and Dorothy Toney, Bill Hayes and Ralph Dye have been hired to serve as agents on behalf of the firm's talent roster.

Acts currently signed with Tessier for representation include Kitty Wells, Hank Snow, Freddie Hart, Jan Howard, Sheb Wooley, Pee Wee King, Mary Lou Turner and Penny Devavan, among others. The branch can be reached at (405) 924-1294.

E.M.H. Label Debuts

NASHVILLE — Eugene Henry has established E.M.H. Music, a Nashville-based firm that includes E.M.H. Records and E.M.H. Show Production, with branch offices in Coral Gables, Fla., and Wichita, Kan.

Wayne Carson, who wrote "The Clown" and "Always On My Mind," has signed with the label for one single. The record, "Loveing You Ain't All I Got To Do," written by Carson and Charlie Richers, is scheduled to ship in early September.

E.M.H. is located at 38 Music Square East, Suite 111, Nashville, Tenn. 37203. The telephone number is (615) 255-4181.

FOSTER'S LABEL SIGNS MONUMENTAL PACT WITH CBS — After two years of inac- tivity in the U.S., Monument signed a two-year pact with CBS for distribution in the United States and Canada. Included in the pact are such artists as executive president for each of the 24 years Monument has been in existence, relinquished those duties to former Alfa head Bob Feat. Seated (l-r) in the Nashville headquarters are: Foster, chairman of the board; and Feat. The remainder of the executive staff (standing) in- cludes: Mike Hyland, director, creative services; Vance Foster, director, computer ser- vices; Ken Kim, art director; Bonnie Mazzwell, director, international; Allen Rosenblatt, di- rector, business affairs; Tex Davis, director, country promotion; and Bob Hunke, general manager.

Cash Box/September 11, 1982
A NEW RELEASE ON LIFE — RCA Records held a small gathering in the inner sanctum of the company's offices recently to celebrate the impending release of a number of items during the month of September. Among the albums expected to be released between Right And Wrong" by Earl Thomas Conley, the self-titled debut release from Steve Wariner and Louise Mandrell & R.C. Bannon, the second RCA album, "You're My Sunshine, You're My Everything," the new album by George Jones. During the pre-release party to announce the four Top 10 efforts — "By Now," "Your Memory," "All Roads Lead To You" and "Kansas City Lights" — in addition to his latest single, "Don't Break Your Heart." ETC, whose albums, "The Devil's Radio Station," he has been visiting local radio stations and has convinced the crew to play the title cut off the new record so that he could hear the mix over his car radio. He explained during the reception that in spite of the number of different labels that have a single that could a song he had been playing on the car radio. Mandrell and Bannon are planning a short excursion to Hawaii to film a segment of Nashville On The Road and to take time out from their tour schedule, which has heightened with the expected release of the album. In addition, RCA is planning a Dolly Parton greatest hits package for the fall. 

HAPPY BIRTHDAY, DAC — David Allan Coe held a doubly significant birthday party Sept. 5, since the inimitable outlaw's 60th day coincided with Labor Day and the annual Jerry Lewis telethon. Coe provided an interesting alternative to Lewis' now predictable antics with a concert at Ruskin Cave Park in Dickson, Tenn., near the David Allan Coe Museum. The museum contains a number of pieces from Coe's collection of Indian artifacts, Wayne King, Ronnie Robb, resophoned guitars created by Shot Jackson and a bicycle that once belonged to Coe, leaving him with both arms and legs. Coe decided to try it to ride it. In addition to the performance, visitors had access to a swimming spot and barbecue facilities. The HOTLINE NEWS becomes most read consumer COUNTRY MAG — Country Western News has become the most widely read consumer publication dealing with country entertainers, effective with the September issue. CHN has a circulation in excess of 165,000, and the company boasts that more than a half million people read the sheet every month. The paper picked up more than 100,000 readers when Country Music magazine went out of business earlier this year. Publisher and Publisher Editor Bruce Stegall is the main driving force behind the publication. The subscription is expected to place the Glazers in concert that should air later this fall. SRO AND THE BEAN COME UP SMILING — Dolores Smiley, president of SRO Talent, and Bill Bickley, of Bickley and Bean Talent, have merged the two companies, producing Bickley and Smiley Talent, with new offices located at 2508 Franklin Road in Nashville, and new phone number (615) 452-0734. Artists represented by the firm include Del Reeves, Narvel Felts, John Carter, Dotty West, ParkeK, Jimmy Angel, Tina Carrol, Nashville Satin and Glen Barber. Alani Smiley, of the company, recently married Carole Thornton at Magnolia Gardens in Charleston, S.C. Thornton is a relative of both Thornton and Maggie Cavender of the Nashville Songwriters Assn. International (NSAI). WRANGLER STARWINNINGS WITH ONCE PRICELESS PIRATE — Denise Price, winner of the Wrangler Western Star Sweepstakes, has obtained a new contract management. Through the Wrangler Starwinners, the singer has already amassed a one-year recording contract with Dimension Records and a one-year booking agreement with the Nashville Agencies. ACUFF'S ARTIFACTS AT AMUSEMENT AREA — Roy Acuff possesses an extensive collection of musical instruments, currently on display at the Roy Acuff Museum at Opryland, Tenn., and that collection is the subject of his new album. "Country Music's Musical Collection At Opryland." Available only at the amusement park, the 66-page piece is penned by Douglas G. Green, a member of Riders in the Sky, and George George provides the vocal performances. The listener will also receive a free player and a copy of OILFIELD COWBOY TAPES UNDEVELOPED MARKET — Label executives are constantly looking for new markets, and Wes St. John may have found an unlikely possibility. St. Jon's initial release, "Oilfield Cowboy" on Maryland-based Star-Key Records, is an attempt to recapture the story of the hands that toil daily at the petrol wells.

**TABLE: TOP 75 ALBUMS**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Album Title</th>
<th>Artist</th>
<th>Label</th>
<th>Date Released</th>
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<tbody>
<tr>
<td>1</td>
<td>Just Hooked On Country</td>
<td>Atlanta Pops Orchestra</td>
<td>RCA</td>
<td>1974-09-28</td>
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<td>2</td>
<td>Sugar Free</td>
<td>Dave Rowland</td>
<td>Elektra</td>
<td>1974-09-29</td>
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<td>3</td>
<td>Country Moods</td>
<td>Emmylou Harris</td>
<td>Elektra</td>
<td>1974-09-30</td>
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<td>4</td>
<td>The David Frizzell and Shelly West Album</td>
<td>David Frizzell and Shelly West</td>
<td>CBS</td>
<td>1974-10-01</td>
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<tr>
<td>5</td>
<td>Michael Martin Murphy</td>
<td>Michael Martin Murphy</td>
<td>Liberty</td>
<td>1974-10-02</td>
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<td>6</td>
<td>20 All-Time Country Classics</td>
<td>Various Artists</td>
<td>Columbia</td>
<td>1974-10-03</td>
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<td>7</td>
<td>The Best Of The Golden Thump</td>
<td>Various Artists</td>
<td>RCA</td>
<td>1974-10-04</td>
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<td>8</td>
<td>Too Good To Hurry</td>
<td>Charlie Daniels Band</td>
<td>RCA</td>
<td>1974-10-05</td>
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<td>9</td>
<td>Feel So Right</td>
<td>Alabama</td>
<td>RCA</td>
<td>1974-10-06</td>
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<td>10</td>
<td>The Very Best Of Merle Haggard &amp; George Jones</td>
<td>Merle Haggard &amp; George Jones</td>
<td>Epic</td>
<td>1974-10-07</td>
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<td>11</td>
<td>This Dream's On Me</td>
<td>Gene Watson</td>
<td>RCA</td>
<td>1974-10-08</td>
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<td>12</td>
<td>Black On Black</td>
<td>Waylon Jennings</td>
<td>RCA</td>
<td>1974-10-09</td>
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<td>13</td>
<td>Bobbie Sue</td>
<td>Oak Ridge Boys</td>
<td>RCA</td>
<td>1974-10-10</td>
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<td>14</td>
<td>14th Avenue</td>
<td>Lacy J. Dalton</td>
<td>Columbia</td>
<td>1974-10-11</td>
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<td>15</td>
<td>Heartbreak Express</td>
<td>Dolly Parton</td>
<td>RCA</td>
<td>1974-10-12</td>
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<td>16</td>
<td>When We Were In The Bellamy Brothers</td>
<td>Bellamy Brothers</td>
<td>RCA</td>
<td>1974-10-13</td>
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<td>17</td>
<td>Busted</td>
<td>John Conlee</td>
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<td>18</td>
<td>Number Ones</td>
<td>Conway Twitty</td>
<td>MCA</td>
<td>1974-10-15</td>
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<td>19</td>
<td>Unlimited</td>
<td>Reba McEntire</td>
<td>Epic</td>
<td>1974-10-16</td>
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<td>20</td>
<td>My Heart's In Alabama</td>
<td>Alabama</td>
<td>RCA</td>
<td>1974-10-17</td>
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<td>21</td>
<td>Jack Grayson Sings</td>
<td>Joe-Gray-Hill</td>
<td>RCA</td>
<td>1974-10-18</td>
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<td>22</td>
<td>Oh Hurley</td>
<td>Charley Pride</td>
<td>RCA</td>
<td>1974-10-19</td>
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<tr>
<td>23</td>
<td>The Bellamy Brothers Greatest Hits</td>
<td>Bellamy Brothers</td>
<td>RCA</td>
<td>1974-10-20</td>
</tr>
</tbody>
</table>

**COUNTRY THE COUNTRY-COLUMN**

Cash Box/September 11, 1982
MOST ADDED COUNTRY SINGLES

1. STEP BACK — RONNIE MCDOWELL — EPIC — 41 ADDS
2. SURE FEELS LIKE LOVE — LARRY GATLIN and THE GATLIN BROTHERS — BAND — 36 ADDS
3. SHE CAN'T GET MY LOVE OFF THE BED — DOTTIE WEST — LIBERTY — 33 ADDS
4. 6TH AVENUE — LACY J. DALTON — COLUMBIA — 26 ADDS
5. WAR IS HELL — T.G. SHEPPARD — WARNER/Curb — 19 ADDS
6. OPERATOR, LONG DISTANCE PLEASE — BARBARA MANDRELL — MCA — 19 ADDS
7. YOU PUT THE BLUE IN ME — THE WHITES — ELEKTRA — 17 ADDS
8. BREAK IT TURCIS GENTLY — JUICE NEWTON — CAPITOL — 15 ADDS
9. EVER, NEVER LOVIN’ YOU — ED BRUCE — MCA — 15 ADDS
10. YOU'RE SO GOOD WHEN YOU'RE BAD — CHARLIE PRIDE — RCA — 14 ADDS

MOST ACTIVE COUNTRY SINGLES

1. MISTAKES — DON WILLIAMS — MCA — 55 REPORTS
2. LET IT BE ME — WILLIE NELSON — COLUMBIA — 53 REPORTS
3. CLOSE ENOUGH TO PERFECT — ALABAMA — RCA — 51 REPORTS
4. YOU'RE SO GOOD WHEN YOU'RE BAD — CHARLIE PRIDE — RCA — 50 REPORTS
5. HE GOT YOU — RONNIE MILESA — RCA — 48 REPORTS
6. LOVE'S GONNA FALL HERE TONIGHT — RAZZY BAILER — RCA — 46 REPORTS
7. I WILL ALWAYS LOVE YOU — DOLLY PARTON — RCA — 42 REPORTS
8. SHE'S LYING — LEE GREENWOOD — MCA — 39 REPORTS
9. LIVIN' IN THESE TROUBLED TIMES — CRYSTAL GAYLE — COLUMBIA — 37 REPORTS
10. SOUL SEARCHIN' — LEON EVERETTE — RCA — 35 REPORTS

SINGLES REVIEWS OUT OF THE BOX

THE KENDALLS (Mercury/PolyGram 2-59898)
Jeanette’s girthful, nasal vocals dominate much of this platter, while the effort still retains much of that patented Kendall harmony. Their arrangement of papa Royce’s tenor on the chorus. A fast-paced, uptempo affair, the disc is bolstered by intricate steel work and a lazy fiddle atop their faint trademark country claviers.

THE BELLAMY BROTHERS (Warner/Curb 7-29923)
Redneck Girl (3:22) (Famous Music Corp./Bellamy Brothers Music — ASCAP) (D. Bellamy) (Producers: D. Bellamy, H. Bellamy)
Tommy’s second single from his debut self-titled album, “Georgiana,” provides an excellent vehicle to showcase Tommy Bell’s provocative, breathy vocal quality. With a direct, no-nonsense production, the plaintive melody so aptly penned by ace songwriter Bob Morrison is accentuated by tastefully placed strings and an honest reading from the new arrival.

THE JACKSONS (MCA 7-76992)
I’d Do It All Again (2:51) (April Music, Inc. — ASCAP) (J. Foster, B. Rice) (Producer: E. Kirlroy)
Darlene’s driving rhythm section, propelled by a constant acoustic guitar and handclaps, adds compelling drive to a spontaneous rendition of desire. A pounding bass and soft backing vocals also help to make this record an extremely singable outing behind the efforts of Austin and Tenn., and his fans have responded in a big way to his common man demeanor. As expected, the Twitty Bird draws on solid country material here, especially ballads, to which he so aptly applies his dis-tinguished scratchy croonings.

ALBUM REVIEWS

DREAM MAKER — Conway Twitty — Elektra 60182-1 — Producers: Conway Twitty, Jimmy Bowen — List: 5.98 — Bar Coded
Conway Twitty probably does as much as any entertainer to remain close to his fans, as evidenced by the construction of Twitty City in Hendersonville, Tenn., and his fans have responded in a big way to this common man demeanor. As expected, the Twitty Bird draws on solid country material here, especially ballads, to which he so aptly applies his distinctive scratchy croonings.

THE COUNTRY MIKE

CMA TO PROVIDE ‘HOTLINE’ SERVICES — During this year’s Country Music Week, Oct. 11-15, the Country Music Assn. (CMA) will once again make it possible for stations around the nation to make use of the organization’s “hotline” phone service during the activities. Country music stations can use the special phone service to give listeners up-to-theminute reports from the convention, along with special interviews with country artists and updated news from the CMA roving reporters. All reports are pre-taped and are sent out to stations via a special phone line in 90-second segments twice a day, with a total of six wraps expected, offering up to 18 minutes of coverage each day. The Opry and the CMA, are limited to the phone lines available to accommodate the stations, so stations will be selected on a first-come, first-served basis. Any station wishing to pick-up on the special services should make their request known as soon as possible by contacting: Hotline Reports, 1514 South St., Nashville, Tenn. 37212.

WEMBLY COUNTRY MUSIC SPECIAL TO BE AIRED BY MUTUAL — Two six-hour specials from the 1982 International Festival of Country Music will be broadcast over Mutual stations the third weekend in October, according to Dick Carr, vice president of programing for Mutual. The special was recorded at the annual festival held at Wembley Arena near London, England. Special music and interviews will feature Marty Robbins, Don Williams, Billy Swan, Boxcar Willie and Joe Folsom, Mel Tillis and many others. The show, which began in 1967, features country performers from around the world. The special will be hosted by Lee Arnold of WHN/New York.

WINO DECORATES CALIFORNIA HOME — Following the success of David Frizzell’s latest single, “I’m Gonna Hire an Angel To Decorate Our Home,” Winomusic is staging an unusual contest where the winner of the contest received a complete “wino” party in which the staff of the station went to the winner’s home and proceeded to decorate the home with all the comforts of any local tavern. Along with a portable bar, KJU air personal- ities brought neon signs and music and also served as waiters and waitresses. FIDDLERS TO CONVENE IN ALABAMA — Two master fiddlers will be inducted into the World Fiddlers Hall of Fame next month in Moulton, Ala. hosts the second annual “World Fiddlers Hall of Fame” convention to begin Oct. 19. Some $2,500 in cash and trophies will be awarded to the winners of a country music contest that will coincide with the inducting of two fiddlers, one living and one deceased, to join current members Gordon Terry and Bob Wills. Additional names will be added, according to contact: World Fiddlers Hall of Fame, 716 East Court St., Moulton, Ala.

MISSISSIPPI STATION JOINS NBC RADIO — Lee County Broadcasting station WULJ/Tupelo has added the services of NBC Radio Network to the station’s country format, according to Meredith Woodward of NBC Radio. The station will now have first option for its market to pickup additional talk shows and long features.

ROSENWALD MOVES UP AT MALRITE — John G. Rosenwald has been named executive vice president for Malrite Communications Group Of Cleveland, according to Malrite president Carl Hirschl. Rosenwald has been associated with the Malrite group since 1973, beginning with a successful association with Malrite’s WHK/Cleveland before moving up to co-chaired duties in 1980 as Malrite’s vice president and chief operations. The Malrite family operates WHK & WMMS/Cleveland, KNEW/Oakland, KSNF/San Francisco, KEET-AM & FM/Minneapolis, WZUU-AM & FM/Milwaukee and other operations through affiliated outlets.

TULSA STATION CELEBRATES — Nearly 40,000 country music fans turned out despite a 104°F temperature for the 11th annual Big Country Picnic sponsored by KYD/Tulsa. The five-hour country music show and picnic featurized Moe Band and his Rodeo Cowboys, Jonnie Lee Wills and the Boys, and The Turkey Mountain Troubadours.

WORLD TO CARRY CONCERTS — Mack Sanders’ station, WNOX/Knoxville, will broadcast a series on concerts that coincide with the annual Tennessee Valley Fair starting Sept. 10. WNOX will air shows by Sylvia, Ronnie McDowell, Louise Mandrell & R.C. Bannon, Carl Perkins, Crash Craddock and Johnny Rodriguez during the week-long festival, according to WNOX music director Jim Donovan.

PEPPERS’ PROMOTION AT KKKY STARTED — Oklahoma City country outlet KKKY- FM, along with Dr. Pepper soft drinks and Sheplers western stores, has begun an area promotion campaign that marks a first for any radio station. Scott Jeffries, music director at KKKY, explained that the 96XKKY logo will be printed directly on the side of Dr. Pepper cans, and that these cans, distributed throughout the Oklahoma City area, will be good for a five dollar discount on a new cowboy hat or a pair of new boots at all local Sheplers western wear stores.

PROGRAMMERS PICKS

Mike Cooper WHTN/Huntington 16th Avenue — Lacy J. Dalton — Columbia
Bill Warren KLIC/Monroe Roll On Eighteen Wheeler — Randy Parton — RCA
John Buchanon KNIX/Phoenix Heartbroke — Ricky Skaggs — Epic
Marvin Paul KNAL/Victoria A Good Bartender — Roger Bowling — NSO
Jeff Davies KXLR/Little Rock Alice In Dallas — Wynn Alexander — General
Barry Mardit WWW/Detroit A Woman’s Touch — Tom Jones — Mercury

Dash Box/September 11, 1982
by nick underwood

LONDON — EMI delegates from almost all of EMI Music’s 32 companies worldwide, converged recently for a two day international convention, at a seattle English country hotel called The Dormy House Hotel, Broadaway, in Worcestershire.

The tranquil surroundings provided an ideal setting for EMI personnel, including all regional and managing directors, to meet at a series of presentations and conferences, to take stock of the company’s current performance and to re-evaluate future directions.

The convention themes, which were immediately aired to delegates by EMI International director Richard Lyttelton during his opening address, were “optimism” and a shift away from the concept of regarding music product as merely and solely plastic discs.

House Of Gold Music Opens Office In Oz

NEW YORK — House Of Gold Music, Inc., the Nashville-based publisher, has opened offices in Australia in conjunction with the Image Music Pty. Ltd.

House of Gold was established in 1969 by Bobby Goldsboro and Bob Montgomery. It has published such hit songs as “Bobbie Sue,” recorded by the Oak Ridge Boys, “Love’s Been A Little Bit Hard On Me,” recorded by Julie Newton, and “She Got The Goldmine, I Got The Shaft,” recorded by Jerry Reed.

Commenting on the move, John McGillivray, managing director, said: “The Nashville connection is proving to be a valuable one for us. Not only are we having success in placing songs from there, but we have had Nashville publishers asking for U.S. rights to some of our Australian songs. Like Bob Montgomery, we see the international market as a two-way situation.”

House of Gold is situated at 137 Monray St., South Melbourne, Victoria, 3205, Australia. The telephone number is (03) 699-9999.

Optimistic Theme pervades Annual EMI International Conference in U.K.

Lyttelton stated: “It’s up to all of us to contribute and throw off the mantle of parochialism so that we can together shape the future of our business. To overcome these large economic problems, we must remind ourselves that we are not so much a record company committed to selling plastic discs, but a music company. It is our music and our ability to react to change that provides the key to our future. Our strength lies within our artist rosters, our catalog and the professionalism and creativity of our personnel.

Despite the current sluggish economic climate, declining markets, consumer fickleness and the old home taping habit, there is an air of optimism in the entire EMI International conference. Later, Lyttelton spoke to Cash Box and predicted the most promising and successful future of our business is in our own hands.

Markets all over the world are changing so very fast, and if we can’t change faster, then it is our own problem. We’ve had tremendous success with different artists in different markets all over the world, but our emphasis is now on New-John in South Africa, Sheena Easton in the U.S.A. and Japan, Duran Duran in Australia and Iron Maiden in France. Though it’s not enough just to keep pace with the markets, we have to operate faster.

During the two-day conference, new releases from Cliff Richard, Kate Bush, Olivia Newton-John, Paul McCartney, Pink Floyd, Sheena Easton, with Olivia Newton-John, John, Viv, Miles and the Royal Philharmonic Orchestra playing Queen and Sex Pistols and presentation of a new collection. Live entertainment was provided to delegates by Nancy Nova, Light Of The World, Brotherhood of Man and Ka-Jagogoo.

The video presentations for the conference were put together by Alan Parsons and his partner, Richard Kriek, with Studio's in London. All the presentation videos, translated into Spanish, will form the basis of two South American EMI conferences this week in Brazil and Mexico.

Front man Peter Gabriel who has been the rock artist in his own right since leaving Genesis in 1975 will perform once again with Phil Collins, the lead singer of Genesis. All proceeds from the concert will go to pay off the losses incurred from Gabriel’s World Of Music Arts & Dance Festival, which he organized in the west country last July and which only attracted 10,000 people to a 20,000 capacity site.

The concert is currently on vacation in Britain took time out recently to conduct a few press and radio interviews in support of the show which enjoyed overwhelming success. In its various features are Bernard Edwards and Nile Rodgers of Chic.

Producer Arif Mardin is currently working on albums by George Benson and Chaka Khan for Warner Bros. Forthcoming BBC TV’s Rock Week will include a full-length documentary on The Doors, titled No One Here Gets Out Alive, to be televised this week... Elvis Costello & The Attractions release a new single Guts, titled “From Head To Toe,” to coincide with a forthcoming U.K. tour.

Successful in the label Biggars Baggage has taken its first ever TV advertising time to promote “The Best Of British Jazz Funk Volume Two”... Polydor is supporting the release of two albums. A major extensive marketing campaign that includes fly-posting, window displays and in-store promotions, as well as fast-paced press and radio ads. The new LP is the first from the group since early 1981.

Polygram’s Mercedes Sosa has reached the 125,000 sales figure for her album recorded live at the Opera Theater and will start a nationwide tour in November. Gurto Zutherford and Linda renee Horacio Guarany will return to the Buenos Aires stage, after eight years of absence the last October week, in the Coliseo. Interdisc has released three new salsa albums in an effort to gain a market for this type of music. Two of the albums are by Wilson Colón and Ruben Blades, and the third is a compilation of LPs from the Fania catalog. Salsa music has never really caught the market’s scope of its appeal and the fact that it is recorded in Spanish.

EMI’s Alberto Cordero reports satisfaction about the results of the Beto Orlando tour of Ecuador, Colombia and Mexico, where the melodic art is being promoted by the affiliated companies. This month, Mexican artist Luis Miguel will arrive to Argentina, and a regional promotion campaign, in the province of Salta, has been scheduled for him. Callejo feels also happy about the outcome of the classical music releases recently launched.

United Kingdom

LONDON — One of the major rock events of the year will take place at the Milton Keynes bowl, about 50 miles north of London, on Oct. 3 when the original Genesis specialty reforms for a one-off benefit gig.

Argentina

BUENOS AIRES — RCA held a convention last week in the city of Rosario, gathering the major music promotion personnel and the staff of the company, headed by Horacio Bulnes, Carlos Garbarino, Buddy McCracken and Robert Louis, who has been appointed in charge of the interior of the country, replacing Angelo More.

Roberto Ruiz reports that the launching of the WEA catalog through the Interdisc organization has been successful, although the problem of the lack of all time for music sung in English on local radio stations, Ruiz told Cash Box that, as a matter of policy, he intends to promote his records via the AM stations, since FM is considered prone to home taping. Ruiz has taped the soundtrack of The Professional, a movie starring Jean Paul Belmondo.

Musician’s Mario Kamiisky reports that he has appointed rock artist Edemilin Molina has head of the rock music department of his company. This repertoire has been especially successful lately, due to the strong exposure offered by radio stations. In the international field, there is strong work, according to Camillo Beilo, who aired on TV in a couple of weeks, and his new LP.

Polygram’s Mercedes Sosa has reached the 125,000 sales figure for her album recorded live at the Opera Theater and will start a nationwide tour in November. Guruto Zutherford and Linda renee Horacio Guarany will return to the Buenos Aires stage, after eight years of absence the last October week, in the Coliseo. Interdisc has released three new salsa albums in an effort to gain a market for this type of music. Two of the albums are by Wilson Colón and Ruben Blades, and the third is a compilation of LPs from the Fania catalog. Salsa music has never really caught the mark’s scope of its appeal and the fact that it is recorded in Spanish.

EMI’s Alberto Cordero reports satisfaction about the results of the Beto Orlando tour of Ecuador, Colombia and Mexico, where the melodic art is being promoted by the affiliated companies. This month, Mexican artist Luis Miguel will arrive to Argentina, and a regional promotion campaign, in the province of Salta, has been scheduled for him. Callejo feels also happy about the outcome of the classical music releases recently launched.

United Kingdom

LONDON — One of the major rock events of the year will take place at the Milton Keynes bowl, about 50 miles north of London, on Oct. 3 when the original Genesis specialty reforms for a one-off benefit gig.
"Something's Going On. My first solo-album outside of ABBA. Just listen to it!"

FRIDA

A POLAR MUSIC INTERNATIONAL PRODUCTION.
PRODUCED BY PHIL COLLINS.
Assisted by Hugh Padgham
THE RHYTHM SECTION

STREET WAVES — The West Coast Regional D.J. Assn. held its inaugural convention Aug. 28 at the L.A. Convention Center, attracting 200 DJs and industry reps from throughout Southern California. The group, a coalition made up primarily of L.A., Orange and San Diego Counties mobile and club jocks, was formed to enhance the credibility of this segment of the West Coast recording industry. As executive director, Brenda Robinson put it, "The group hopes to strengthen its ability to provide cohesive information from a number of record pools, mobile and club DJs on what records are happening on the streets. This can be used by both retail and radio." She said the aim is to provide weekly playlists from this network of "street jocks" on what records are breaking on the street level. "Radio would like more complete information on what's breaking in the streets and they don't want to call 15 different pools to find that info," Robinson said. Guest panelists during the convention, which also focused on marketing strategies, record production, record promotion, the role of radio and mobile and club jocks in the area, included Alonzo Miller, PD at KACE/Los Angeles; J. John T. Boyett, PD at WNNX/Atlanta, Ga.; Mike Boeker, KFJC, and several members of the label, management and retail sectors of the recording industry. Solar's Mighty Fire, MCA's L.A. Boppers and The Rivingtons were also on hand for the event. Robinson said that a national organization of DJs is an ultimate goal, but gaining credibility for this segment's ability to break records in a market place is the initial focus of its efforts. Heading the organization philosophically are club DJ Jay St. James of Orange County and Lou Chandler and Mike Chandler, mobile DJs in the L.A. area.

CHECK THE MATE — The Chess Records chart report has been revived by Sugar Hill Records, which purchased the noted, formerly Chicago-based label in 1977. Marshall Chess, son of Phil Chess, who started the label, will administer the catalog for Sugar Hill, which has built its reputation on current rap poetry. Chess returns to the industry after a year off from his post as president of Rolling Stones Records. Sugar Hill recently reissued titles by Aretha Franklin, Chuck Berry, Muddy Waters and Howlin' Wolf. The Dells and (check it out) John Klemmer. There are also two compilation cassettes, highlights from artists included in Chess's catalog, and another featuring blues "Wizards From The Southside." The line will list what Sugar Hill West Coast rep B. Spider Harrison calls "yesterday's prices" of $59.80. No radio or video conferences press campaign is planned, except that which is developed by market distributors.

THE EXCHANGE — What could become the pinnacle of night life opulence in its exclusive Newport Beach, Calif. neighborhood, is the planned Jazz Exchange, a multi-purpose venue set for a mid-1983 opening. With features like two French Creole restaurants, conference facilities, a financial information center and 500-seat capacity music club, the Exchange is expected to attract some of the top names in jazz. Plans for the Exchange were announced during a lavish dinner press fete at attracting 400 civic, professional and entertainment figures from around the Orange County area, where Newport Beach is situated. Jazz Exchange principals Buddy Bonnewell, Gary Edwards and Richard Ward told the group, gathered at Newport Beach's Balboa Club that they hope the $2 million project will attract the area's growing jazz audience with prime bookings and that the exclusive atmosphere will attract a plentiful patronage. The interior and exterior design is being fashioned to create the illusion of a New Orleans wharf-front bistro. If they can obtain the bookings to match the anticipated magnitude of the venue, they may succeed.

AIRWAYS — Atlanta, Ga.'s Chastain Park is the Sept. 4 site of a fund raiser collecting monies for research into the end of Sickle Cell Anemia, the blood disease that discriminates against black people. Sponsoring a concert that will feature the music talent of the B.B.A.G. Band, Marc Sadone, Video and the First Light Band is Atlantic's V-Tops, which earned more than $8,000 for the same cause last year with a sell-out crowd at the same venue. The station has another fund-raiser planned for later in the year.

SHORT CUTS — Time/Life's Home Box Office won the air rights to a one-hour concert video special featuring ABC's "Columbia's Earth, Wind and Fire," co-produced by veteran cinema producer Michael Shultz. The video, shot in the Oakland Coliseum during the group's 1982 tour, began running Aug. 28 on the cable network... Motown's 'Dazz Band recently completed recording radio commercials for Miller High Life Beer; spots were arranged by Reggie Andrews and produced by Debbie McDuffie, who has written spots for many of the Kentucky Fried Chicken commercials... Cash Box spoke with singer/songwriter Robert Bennett, who has just given birth to a new baby daughter, Amanda Grace, Aug. 11...Solar/Electra Records group Shalamar will be joined by labelmate Carrie Lucas on a South American tour during the month of September. The Shalamar trio was recently awarded gold albums for two current "Friends" LP's...
Calore Appointed President Of Banner Technical Trade Schools

CHICAGO — James Calore has been appointed president and instructor of Banner Technical Trade Schools, Inc., a newly organized school for training in the repair of electronic coin-operated machines, it was announced by Alan Bruck, president of Banner Specialty Company.

According to Bruck, "the new school is the first of its kind to our knowledge to be developed and conducted under the auspices of an established distributor of coin-operated vending and amusement equipment." Bruck also said that the school has received full accreditation by the Pennsylvania State Board of Private Trade Schools, a division of the Pennsylvania State Department of Education. Banner Specialty Company, with offices and showrooms in Philadelphia, Baltimore and Pittsburgh, has been in the business of distributing coin-operated vending and amusement equipment for the past 65 years.

"The objective of the technical seminars and workshops to be conducted by the school will be to develop a student into a knowledgeable and skilled service person in the repair and maintenance of electronic coin-operated amusement machines," Bruck said. Sessions will be held in Philadelphia, Pittsburgh, Baltimore, Washington and Richmond.

One-Week Course

"The one-week, 35-hour course," Bruck explained, "is designed to enable students without prior knowledge of electronics to grasp the concepts and to accomplish this without the reliance on mathematical formulas or equations."

"Also," Bruck noted, "the 'hands-on' troubleshooting workshop sessions will be limited to twelve students per class to help ensure personalized instruction while working with the latest electronic amusement equipment available."

Calore, who played an integral role in the design of the course curriculum, is the publisher of Star Tech Journal, the technical monthly for the amusement service industry. The publication has editorial offices in Merchantville, N.J.

He previously served as lead technician for Atari's customer and field service center in Somerset, N.J., providing technical advice for

(continued on page 32)
INDUSTRY NEWS

SEGA/Gremlin Quality Control Program Receives High Marks

LOS ANGELES — An innovative quality control program implemented by video game manufacturer SEGAGremlin earlier this year stresses communication between employees and management, and staffers and execs alike feel the group exchange has been beneficial in improving efficiency and working conditions. The program, referred to as the “quality circle,” calls for employees from each department to meet once a week to discuss ideas concerning work performance and productivity.

Every quality control “circle” has a designated leader and up to 10 volunteer members per department, with meetings taking place for one hour each week. Employees formulate suggestions, document the information and prepare presentations for management review about their proposed policy changes. To make certain the participants’ feedback progresses favorably, leaders of each group meet once a month to discuss their objectives, directions and results.

Since the program started in early 1982 it has grown from three “circles” to nine, with more forming as employees become more familiar with the plan. Already a number of changes have been implemented — including additional manufacturing tools and storage as well as improvements in the customer service department — as a direct result of the round table meetings.

Through the quality circles program we are encouraging employees to actively participate in the company decision making process by means of brainstorming and reflective thinking,” remarked Art Kohrmann, manager of quality assurance at the firm. “This is strictly a volunteer effort and it’s encouraging to see employees working together to help create a better working atmosphere that helps assure a quality product.”

Vending Machine Production Up In ’81, According to NAMA Survey

CHICAGO — The dollar value of 1981 merchandise vending machine shipments increased to $2,050,737,000, the second highest total in history, according to an annual study released by the National Automatic Merchandising Assn. (NAMA). Underwritten by NAMA, the study was compiled by the Bureau of the Census of the U.S. Department of Commerce.

Manufacturers’ shipments were up from $1,327,688,000 in 1980 and second in value only to the $2,369,915,000 of 1979. Higher machine prices are evident from the fact that the number of machines shipped in 1981 decreased to 584,841 units from 616,838 in 1980. Some types of machines stood out as gainers in spite of the overall decrease in the number of machines produced.

Shipmentsof the popular glass front snack vending machines increased to 38,372 units from 33,675 in 1980 (dollar value was up from $44,356,000 to $48,599,000).

The total number of beverage machines shipped increased to 207,536 from 198,561 in 1980, even though hot beverage machine production declined. While hot beverage vender shipments dropped from 17,936 to 15,054 in 1981, shipments of canned and bottle soft drink machines achieved significant increases.

Shipments of bottle venders reached 76,937 units, up from 66,663 in 1980 and the total for canned soft drink machines was 98,180, compared with 54,814 in 1980.

The study showed cigarette vending machine shipments declining to 16,873 units from 20,411 in 1980.

CONGRATULATIONS — Williams Electronics, Inc. held its annual golf tournament at the Twin Lakes Country Club on Aug. 7, when vendors, suppliers and company employees competed for top prizes and enjoyed a full day of camaraderie and fun. The big prize was a “Robotron 2084” video game, which was won by James P. McDonnell (i) of KMA Sales Company. Also pictured is Williams’ marketing manager Lew Wilson, who was the recipient of the Williams President’s Trophy.

Walt Disney World Closing Remains A Possibility

BALLY, WULFF PACt IS ANNOUNCED

GERMANY — Bally and Wulff, internationally known producers of coin slot machines in the Federal Republic of Germany, recently established a partnership and a new trade emblem that went into effect July 1 of this year. The new business names are Bally Wulff Automatenbau (Karl Wulff Apparatebau GmbH-Berlin) and Bally Wulff Vertriebs GmbH (formerly Wulff Automatenbau GmbH-Hanover, the distribution company).

After having constituted a new management team under the direction of Hans Klob as president, the Bally Wulff Group will continue to intensify its activities in the areas of modern technology, new concepts, the creation of new selling methods and self-determination within the business division and the branch.

According to Klob, “In our company creativity is a great demand, and so we will make our way. For Bally Wulff is more than Bally and Wulff.”

Taito Appoints London

CHICAGO — Taito America Corp., recently added London Distributing Company to its worldwide network of video game distributors. London, which is located at 3130 West Lisbon Avenue in Milwaukee, will distribute Taito Americas video games in the Milwaukee area, as well as Wisconsin and upper Michigan.

Founded in 1934, London also distributes jockey boxes and pool tables and is noted to be one of the area’s largest full-line distributing companies. Owner Perry London, commenting on the appointment, said, “London Distributing has always had the utmost respect for Taito America and is enthusiastic about their future direction. We are looking forward to Taito’s latest blockbuster; ‘Jungking,’ which has proved to be a ‘10’ from all reports.”

London’s general manager is Stephen Issacson. Salesmen are Rick Till and Nathan Victor.

CALENDAR

Sept. 10-11: Wisconsin Amusement & Music Operators; meeting; Paper Valley Hotel & Convention Center, Wisconsin.

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

Sept. 24-25: West Virginia Music & Vending Ass’n; annual convention; Ramada Inn, Charleston.

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


Oct. 9: Washington Amusement & Music Operators Ass’n; fall meeting; Davenport Hotel, Spokane.


Oct. 29: Pennsylvania Amusement & Music Machine Association; fall meeting; Hotel Hershey, Hershey.

Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

Nov. 18-20: IAAPA annual convention; Bartle Hall, Kansas City.
AROUND THE ROUTE
(continued from page 29)

New Equipment

3-D Video

SUBROC-3D, a unique new video game sensation from Sega brings authentic 3-dimensional video and stereo sound effects to the amusement game industry for the first time. Utilizing a revolutionary optical viewscope and dynamic stereo sound techniques, SUBROC-3D provides players with unprecedented new sights and sound realism in a dramatic futuristic air and sea battle adventure.

The pace-setting new game also features a "two-scenes-in-one" playfield in which the player can maneuver their flying SUBROC craft to skim the ocean and battle seaships, or to hover thestratosphere for high-flying excitement against enemy spaceships and flying saucers. All this action takes the player through day, dusk, night and dawn sequences in a spectacular array of 3-D graphic and color changes.

The game's objective is to score points by defeating a barrage of enemy warships on the sea and in the air ... and to destroy the elusive, barrier-protected Command Ship at the end of each round. Each succeeding round increases the game action with more and faster adversaries and firepower, providing new mystery ships and points to heighten player interest and excitement.

SUBROC-3D's dimensional effects are produced with sophisticated new hardware and software systems. The playfield is viewed through Sega's unique 3-D viewing system that allows the player to view a true 3-dimensional image without 3-D eyeglasses. Special shutters operating at 30 images per second alternately display the video images on the monitor in rapid synchronization. By looking at dual images with the right and left eye separately, a 3-dimensional picture is formed.

Dynamic stereo effects provide "surrounding" sounds of explosions, spacecraft and sea vessels, using Doppler electronic principles, telecommunications well-known in today's sophisticated stereo music evolution.

During game play, the player can freely choose between air and sea battle at the start of the game, player-control features built into the game.

At sea level, the player faces various seafighters enemies which fire torpedoes and space charges. Ominous battleships head directly toward SUBROC. Other warships, called destroyers, move horizontally across the screen at varying distances from SUBROC, their point values changing in proportion to their distance. For additional excitement, there is the Tri-Fleet Carrier's launch craft, which attack SUBROC with lethal fireballs that cannot be destroyed but must be avoided.

From the air, SUBROC is attacked by flying saucers and gargantuan airships firing lethal rockets. All the air and seasea, their rockets and torpedoes, are targets for SUBROC and when hit, they score valuable points for the player.

Each round's supreme challenge, the amphibious Command Ship, is the ultimate test of player skill. The headquarters Command Ship can submerge below the sea's surface, propel itself on the surface of the sea, or destroy itself as a huge attack. It also protects itself with a force field which must be penetrated with a precise hit from SUBROC on the

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Exidy Kit Praised

(Editor's note: Fred Collins is well known in the coin machine industry as a successful operator of many years standing, and as a past president of AMOA. He submitted the following letter to Exidy, Inc., praising the firm's recently issued modification kits. The letter is being reprinted by Cash Box, at the request of Exidy and Fred Collins, to alert operators who may not as yet have realized the potential of this concept.)

Exidy, Inc.
500 Java Drive
Sunnyvale, Calif. 94086

Mr. Gentlemen:

The new Pepper II game conversion kits are a much welcome and long overdue product for operators. We congratulate Exidy on providing the leadership for the manufacturing industry in coming forth with a means of converting older, unprofitable games to renewed games of greater revenue potential.

The Pepper II game is testing exceptionally well for our company. We give the Pepper II an "A" rating; it is definitely a top money maker. Your decision to provide these conversion kits is a positive step in the right direction.

Sincerely,
Fred J. Collins, Jr.
President
HOT NUMBERS
FROM THE OPERATORS

DOLLY
"I Will Always Love You"
CB 18" BB 18" RR 25¢

DEAN HOGUE, President, Dean's One Stop = "I told Reed he had a #1
record -- I'll tell Dolly the same!! We love it!"

JUDY BRACKNELL, Buyer, One Stop Records = "'I Will Always Love You'
Best Ballad on the street -- Our customers love it!"

RONNIE MILSAP
"He Got You"
CB 24" BB 22" RR 18¢

MARIE SILCOX, Buyer, Central South
One Stop = "Ronnie Milsap -- Doing
great with operators -- both Pop
and Country!"

HARRY CAMPBELL, V.P., Mobile Records
"'He Got You' is a killer! --
One of the biggest records out!"

LEON EVERETTE
"Soul Searching"
CB 28" BB 28" RR 31¢

PORKY SCHAFFER, Buyer, Am Bat Records = "'Soul Searchin'"best
record we've had in awhile -- Operators really dig it!"

JOHN GALVIN, Buyer, PB One Stop = "'Soul Searchin' -- One of the best
records Leon's ever done -- we're swinging with it!"

RCA
New Equipment

“Silther” is the latest video game offered by GDI, Inc. of Chicago. The new model is produced in both the upright and cocktail table versions and provides 120 degree direction change and dual controls for right or left handed players.

The game is over when all player craft are destroyed. SUBROC-3 is a one-player game and a player adjustable from three to five players, depending on the various skill levels. Sega’s SUBROC-3 game is available in upright or sit-down cocktail models.

Reptile Combat

“Silther” is the latest video game offered by GDI, Inc. of Chicago. The new model is produced in both the upright and cocktail table versions and provides 120 degree direction change and dual controls for right or left handed players.

The game is over when all player craft are destroyed. SUBROC-3 is a one-player game and a player adjustable from three to five players, depending on the various skill levels. Sega’s SUBROC-3 game is available in upright or sit-down cocktail models.

Among operator features of the new game are the Audit Display, which audits seven activities including total games played, minutes played and bonuses; and the Location Reporting Menu, which includes bonus level, plays per game and other data.

Silther is available through factory distributors and further information may be obtained by contacting GDI, Inc. at Deiontor/GDI, 211 W. 95th N. Rogers Ave., Chicago, Ill. 60646.

AROUND THE ROUTE

(continued from page 35)

be pointed out, but they are still considered the backbone of the industry from the standpoint that they are still earning money. “The novelty of video games is starting to wear off,” he observed. “The racks of video fantasies seem to be diminishing,” as evidenced by a decline in video game revenues at A.H. The pinball picture is not reversing itself to any dramatic degree as yet, but in Wayne’s viewpoint there is still a certain group of people who would rather play a flipper than a video so the pinball machine is still alive.” Besides which, he bought a few more machines in the past six months than in the previous six months.

Cash Box felicitations to Paul Heusbe and his wife, Rosemary, on the Aug. 9 arrival of their new grandson, Berthum Haff, who was weighed at 6lbs. 11 oz. Proud parents are Pat and Graham Haff of London. This brings the number of Heubach grandchildren to four.

AMOA Expo ‘82 (Nov. 17-20, Hyatt Regency, Chicago) is shaping up just beautifully, according to executive vice president Leo Droste. Response from regular exhibitors seeking more space and new exhibitors inquiring about show space has been “unbelievable.” As Leo told us “We are now looking to expand our exhibit area to accommodate more booths because of the heavy demand——and we have to try and make the room look less like a ballroom for exhibits.” One of the areas that already had to be sacrificed for the sake of accommodating exhibitors is the former tea room and a number of platforms which is generally just across from the press lounge. Guess we’ll have to brown bag it this year. In addition to accelerated sales – Last week, it is known. Expo ops are also looking forward to Expo ’82 in big numbers. Many inquiries have come in from operators who have not attended previous conventions and in his many appearances at state association

functions across the country Leo has noted increased operator interest in the show.

The established companies who have experienced the ups and down in the industry will be here,” he said. “Our show attracts the established operators, those who have been around the business for a few decades, these are the people who are members of our organization and these are the people who support AMOA and attend the convention each year.

Williams Posts Best 3rd Quarter Ever

(continued from page 29)

Further, the company without Banner Technical Trade School may be obtained by contacting Pam McLaughlin at (215) 236-5900, or writing to Banner Technical Trade School, P.O. Box 948, Philadelphia, Pa. 19121 or calling (215) 644-1213. New York, New York 10011, Cable: EXPRESSBOY, New York.

EXPORT only: All records and prerecorded audio and video tapes (NTSC and PAL), largest closeout selection, sale tax sales only for dealers in New York or Illinois. Write to Ticker 236559, Tel. (914) 292-9212.
"Signals," the new album from Rush comes in loud and clear. Featuring the single "New World Man."
KOOL & THE GANG
AS ONE

There's only one way to play it.

DGR 8500: "As One," the new album featuring "Big Fun." © 1972

Produced by Eumir Deodato in association with Kool & The Gang.
Management: Quintet Associates Ltd., Buzz W/In.