**BMI WINS!**

**BMI sweeps CMA Awards!**

**Congratulations go to winners!**

<table>
<thead>
<tr>
<th>SONG OF THE YEAR</th>
<th>SINGLE OF THE YEAR</th>
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<td>“Always On My Mind”</td>
<td>“Always On My Mind”</td>
<td>Willie Nelson</td>
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**Vocal Group Of The Year**

- Alabama

**ALBUM OF THE YEAR**

- Always On My Mind

**Vocal Duo Of The Year**

- David Frizzell and Shelly West

**Male Vocalist Of The Year**

- Alabama

**Female Vocalist Of The Year**

- Janie Fricke

**ALBUM OF THE YEAR**

- Alabama

**Instrumental Group Of The Year**

- Alabama

**Instrumentalist Of The Year**

- Chet Atkins

**HORIZON AWARD**

- Ricky Skaggs

**Song of the Year**

- Johnny Christopher

**Vocal Group Of The Year**

- Mark James

**Vocal Duo Of The Year**

- Wayne Carson Thompson

**Female Vocalist Of The Year**

- Alabama

**HORIZON AWARD**

- Ricky Skaggs
EDITORIAL

Exploring The Future

While much of the headlines coming out of the recent National Assn. of Recording Merchandisers (NARM) Rack Jobbers Conference centered on the Grammy Awards and “Gift of Music” promotions and the cassette packaging issue, Cash Box would like to take the time out to look at another, less-publicized occurrence — the decision by a special narm subcommittee to begin compiling existing market research data on the buying habits of mass merchandisers’ consumers.

The decision to start compiling existing data is not that significant in and of itself, but, in this case, who did it and what it might imply for the future gives the decision added significance. First of all, who? The special subcommittee includes Frank Hennessy of Handelman, Lieberman chairman David Lieberman, Pickwick rack vice president Jim Moran, and senior vice president of sales Paul Smith, WEA Corp. chairman Henry Droz and RCA division vice president Jack Craigo. The stature of these men in the industry is unquestioned, and to have their agreement, let alone the willingness, to work together for a common goal suggests that the task at hand is no mere tri-tri.

So what is the task and just what could it mean for the future? Good questions. The immediate task is the compilation of a comprehensive study on the consumer who shops at mass merchandise outlets — the primary rack accounts. As competition for the leisure dollar intensifies, the racks will be on the front line, competing directly with such products as home video games, home computers and various video systems for floor space in the department stores, the other mass merchandise outlets. With that kind of competition getting more intense every day, it is clear that any rack jobber would be far better off if he knew everything he could possibly need to know about his customers.

But expand that thought to the industry as a whole. As competition for the public’s leisure dollars continues to intensify, it is not only rack jobbers, but also labels, retailers, one-stop operators, publishers and everyone else in the industry, who must be prepared to meet the challenge.

That is what we saw in the subcommittee’s decision. This particular project might not be all that we say it is, but it is an encouraging step nonetheless. In an industry too often disdained for its “seat-of-the-pants” methods, the recent actions of these forward-looking, professional men seem to be pointit in a direction we’ve never bothered to face before. Can it be that they see something out there?
Retailers Add Cassette, Video Games Accessories For Xmas

by Jeffrey Resnner

LOS ANGELES — With sales levels on prerecorded product down from last year, more and more retailers are exploring the full potential of stocking alternative items this Christmas season, giving them increased visibility through additional floor space, advertising support and special promotions.

As might be expected, home video game cartridges and accessories like Joy sticks are expected to be hot-selling items for the upcoming holiday period (Cash Box, Oct. 9), but with the surge in popularity of cassette products, it should also come as no surprise that tape-oriented merchandise will be a heavy contender for consumer gift dollars during the holiday season. Along with the usual assortment of klack recording tapes and cassette deck care systems, some retailers are carrying mini-headphones, AC converters, patch cords and extension cables for the small tape units, with a few stocking the actual Walkman-type players as well.

Miami, Fla.'s three-store Vibrations chain carries approximately 10 different personal tape players ranging in price from $29.95 to $200.00, and also stocks a complete supply of signal wires, headphone replacements and other cassette accessory items. Some Record Bar stores will be carrying Sanyo portable cassette players, after an unsuccessful sales run of Sony Walkmans. Record Bar accessories buyer Raade White-Plummer reports that the company may also investigate other kinds of players besides the Sanyo if sales on that item are successful. Besides the Sanyo players, Record Bar offers headphones for personal and home stereos ranging from $11.99 to $30.00, and is currently involved in a heavy blank tape promotion.

A 10-page Christmas brochure sent to 15,000 families that had registered for Record Bar contests in the past has drawn a highly favorable response, according to White-Plummer. In addition to drawing attention to the many brands of blank tape sold by the outlets, the mailing put particular emphasis on a special Maxell UXDL 3-pack that comes in a gift-wrapped box and sells for $12.95.

A 12-page brochure detailing various accessory merchandise was also distributed by Los Angeles-based Show industries for its 26 Music Plus stores. The pamphlet, which includes regular sales prices, as well as home sales prices good through Nov. 3, was placed in several local newspapers, such as Los Angeles Times, the Orange County Register, the Pomona Progress Bulletin and the L.A. Weekly. According to Music Plus' video games and accessories buyer Mitch Perillas, the tabloid ad in the Nov. 3 issue, was $15.95 in the Nov. 3 issue. According to Music Plus' video games and accessories buyer Mitch Perillas, the tabloid ad in the Nov. 3 issue. According to Music Plus' video games and accessories buyer Mitch Perillas, the tabloid ad in the Nov. 3 issue. According to Music Plus' video games and accessories buyer Mitch Perillas, the tabloid ad in the Nov. 3 issue. According to Music Plus' video games and accessories buyer Mitch Perillas, the tabloid ad in the Nov. 3 issue. 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BUSINESS NOTES

A&M, Mushroom Set Production Deal

LOS ANGELES — A&M Records and Mushroom Records have entered into a production agreement to bring the A&M label's acts to the U.S. through the creation of Oz Records. A&M will press and distribute the Oz product in the U.S., the first of which was "Biting Thin Jealousy," by Mary Alice, who will be released in September. A&M chairman Michael Gudinski, who formerly worked in Mushroom's Sydney office, will head the L.A. office as director of North American operations. The Australian headquarters will be at the Mushroom offices in Albert Park. Michael Gudinski, Mushroom managing director, will direct the Oz label and will oversee the Oz recording group.

The Oz deal will work both ways — giving Gudinski's Mushroom label access to the American market with a branch-distributed operation (RCA via A&M) and A&M access to talent on the Australian scene.

The first Oz release, Mental As Anything's "LP," will be an A&M release packaged with an Oz logo. Subsequent A&M/Oz releases will follow the same format. In Canada, where Oz will also be distributed by A&M, the label will have its own logo and exist solely as Oz Records.

Subsequent Oz releases will include Starstruck, the first Australian musical comedy soundtrack (which will retail with the title's release here projected for early next year) and projects by A&M recording group Split Enz, the band from New Zealand that A&M has signed and will return to the Oz label for its fourth LP. Gudinski called the A&M/Oz pact his company's "most exciting international venture to date." He added, "It's not something that I shopped to anyone else. A&M and Mushroom have had a very close relationship for many years. It's been a long time coming but the Australian (Oz) invasion is about to really hit a home run and we'll be at the helm."

A&M chairman of the board Jerry Moss commented, "I've known Michael Gudinski for years. I've always respected his taste and his ability to attract a wide variety of exciting musical talent. We look forward to successful and exhilarating times with this new enterprise."

Tax Refunds Due In Wake Of AB 2871

LOS ANGELES — Independent record producers, production companies, engineers and studios who have paid sales and use taxes under a state interpretation recently overturned by passage of AB 2871 will be entitled to receive refunds from the office of California State Board of Equalization member Richard Nevin.

The law, passed last September (Cash Box, Sept. 25), rescinds retroactive sales and use tax on records for which a manufacturer recording production Nevin's letter said, "I've had many producers and use tax to the Board on the sale or purchase of master tapes or records, measured in an amount in excess of the sales price of an unprocessed recording medium. I also have a claim for refund with the board."

The California Entertainment Organization (CEO), the group formed to fight the taxation at the beginning of 1982, estimates that tax payments in the neighborhood of $1 million have been paid to the State Board, which had been collecting the money through bank account attachments and other income levies. The tax was assessed retroactively at six percent for the original tax, 10 percent for the tax the tax and 20 percent and interest back to 1976. The CEO has formed to fight the tax after the State Board made a reinterpretation to exist the California tax law, which resulted in the Board collecting the tax from independent producers and engineers for personal services rendered. AB 2871, sponsored by Assemblyman Owen Moore (D-Los Angeles), was opposed primarily by the State Board of Equalization.

The Nevin letter said that all refund claims should be addressed to: Executive Secretary, State Board of Equalization, P.O. Box 1799, Sacramento, Ca. 95808.

ITA Sets November Meet, Slates Update Seminar

NEW YORK — The International Tape/Disc Assn. (ITA) will hold its first one-day 'update seminar' with its annual membership meeting November 17 at the New York Sherraton Hotel.

The seminar features presentations on the emerging video game and home computer industries and their convergence with the video home industry. There will also be a series of presentations on other aspects of the video industry, such as broadcast, computer and telecommunication markets, preview, subscription TV and direct broadcast satellites (DBS) to sales of videocassette recorders and prerecorded videocassettes.

The seminar is open to ITA members only. The regular meeting begins at 9:30 a.m. and the seminar starts at 10:00 a.m. and will run to about 5:00 p.m.

MCA MEET — MCA Music recently held its annual meeting in Colorado Springs, Colorado. Pictured seated at the conference are (1-1): Les Levine, president, MCA Music; Mark Koren, vice president, MCA Music; Amy Ross, music coordinator, Universal Pictures; and Cyril Simons, managing director, MCA Music, London. Pictured in the middle row are (1-1): Rick Sherman, vice president, A&M Music; Mike Longo, artist development consultant, MCA Music; Debbie Plevili, coordinator of creative services, MCA Music; Debbie Dill, coordinator of creative services, West Coast, MCA Music; Serena Benedict, assistant to the managing director, MCA Music, London; and Eugene Epperson, director of creative services, West Coast, A&M Music. Pictured in the back row are (1-1): John McKellen, senior vice president, MCA Music; Jerry Crutchfield, vice president, MCA Music; Pat Higdon, director of creative services, MCA Music; Jon Stone, director of creative services, MCA Music; Scott James, director, new artist development, MCA Music; Jerry Saltz, senior vice president, director of music, Universal Pictures; Pete Waterman, consultant controller, creative services, MCA Music, London; Mike Millius, director of creative services, MCA Music; and Chris Gilroy, MCA Music, Australia.

COLUMBIA'S TEAM Approach Delivers Multi-Format Hits

by Fred Goodman

NEW YORK — With three bulleting albums in the Top 5 of this week's Cash Box Top 200 chart, and six bullets among its 11 chart hits, Columbia Records shows no inclination to slow the pace that has already brought home eight platinum albums this year. But aside from the pleasure of seeing so many of its albums chart this early, Columbia's sales showing also represents a philosophical triumph for the CBS label by its resounding confirmation of the label's strong injury and give-and-take between departments.

"There are no individual heroes in this company," declares Al Teller, senior vice president/general manager, Columbia. "A company like this only works through tremendous cooperation."

Aside from success in numbers, the team approach has kept the company receptive to new ideas, and allowed Columbia to garner its success from a diverse roster. Along with the success of new Columbia projects, A&M, which released at No. 2, slot on the Cash Box Top 100 Singles chart and the No. 4 bullet album, "Turn It Loose," it also comes a host of continually developing artists such as Eddie Money and Karla Bonoff, established superstar acts like Bruce Springsteen, Billy Joel and Neil Diamond, and one of the industry's strongest success stories of the last two years, Loverboy.

Teller, who has managed the acts that have brought Columbia three million albums without the benefit of a blockbuster single.

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Rack Jobbers Say 4"x12" Tape Pack Is The Way To Go

(continued from page 6)

many of their accounts fixtures to accommodate the 4"x12" packages and that storage space would be a problem with the present supply."

Label reaction to the rack jobber advisory committee recommendation was largely negative since Cash Bros recently revealed that they were developing 6"x12" packages at the NARM Retail Advisory Committee meeting last week. Yet, WEA chairman Harry Droz challenged the contention that the larger package would cause additional fixture modification costs and storage problems when he said that all packaging sales accounted for about 40-45 percent of total sales, but most said during his keynote speech that in the Walkman age, the industry could look forward to even bigger profits, since cassette sales totaled 15 million units, while the 1981 tally registered 124 million units sold, an increase of more than 50 percent.

Sherman then called for the industry to develop a package combining an album with a cassette, a move he felt would conduce to sales growth and also curb home taping.

Intricisic in his comments was the growth

(continued on page 36)
YOU'RE IN GOOD COMPANY WITH BMI.

Congratulations to all BMI award winning writers for the Most Performed Country songs of 1981.

Eddy Arnold
Roy August
Max D. Barnes
Kenneth Bell
Richard Beresford
Chuck Berry
Kent Blazy
Alfred Braggs
Ed Bruce
Patsy Bruce
Boudleaux Bryant
Rosanne Cash
Bruce Channel
Larry Chesher
Rick Christian
Roger Cook
Cliff Crofford
Jane S. Crouch
Lacy J. Dalton
Gail Davies
Mac Davis
Steve Davis
Dean Dillon
Lola Jean Dillon
Stephen Dorff
Harold Dorman
Tim DuBois
John Durrill
Frank Dycus
Dick Feller
Kye Fleming
Dallas Frazier
Snuff Garrett
Michael Garvin
Larry Gatlin
Barry Gibb
Merle Haggard
Helen Jo Hamm
Stewart Harris
Randy Hatch
Michael Heeney
Sam Hogin
Dean Holloway
Jim Hurt
Waylon Jennings
Larry Keith
Murry Kellum
Buddy Killen
Kris Kristofferson
Red Lane
Larry Lee
David Malloy
Edward Mattson
Delbert McClinton
Bob McDill
Ronnie McDowell
Joe Melson
Gerald Metcalf
Dan Mitchell
John Moffat
Dennis Morgan
Bob Morris
Danny Morrison
Wood Newton
Jamie O'Hara
Roy Orbison
Randy Owen
Marty Panzer
Dolly Parton
Ron Peterson
Don Pfirrmer
Sandy Pinkard
Leroy Preston
Eddie Rabbitt
Joe Rainey
Chick Rains
Ande Rand
Jim Reeves
Don Reid
Harold Reid
Paul Richey
Don Robey
Phil Sampson
Harlan Sanders

Troy Seals
Mike Settle
Billy Joe Shaver
Billy Sherrill
Mark Sherrill
Terry Skinner
Johnny Slate
Irene Stanton
Keith Stegall
Even Stevens
Chip Taylor
Jerry Taylor
Dan Tyler
Cindy Walker
Wayne P. Walker
J.L. Wallace
Sterling Whipple
Hank Williams, Jr.
Norro Wilson

Wherever there's music, there's BMI.
NEWS & REVIEWS

SINGLES OUT OF THE BOX

TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)

You Got Lucky (3:37) (Gator Music/Wild Oats Music Corp./PETTY, M. Campbell) (Producer: J. lovine) Petty always sounds his most earnest and convincing when there's that sharp edge in his voice, as in the opening to "Listen To Her Heart" ("You think you're gonna take her away/With your money and your cocaine"). The edge is definitely in the first single from "Long After Dark," as he reminds a lover "Go ahead, go ahead/You just gotta do it. If you want it/You get lucky, when I found you." Simpler melodies and guitar melody sets the moody scene.

FEATURE PICKS

POP

M ICHEL A JA COBY AND P AU L M ARTIN C EY (Epicon 3-03286)


Lee Greenwood

This year's Country Music Week, one of the most discussed topics is the MCA label's decision to drop a few artists from the MGA label, which includes Greenwood, who is an outstanding performer and a great songwriter. His latest album, "Love in the Country," features some of his best work to date, including the title track, "Love in the Country," which is a beautiful ballad about love and Devh, and "The Way I Feel," a powerful rock song that features a great guitar solo by Ray Price. Greenwood's voice is clear and powerful, and his music is always engaging and entertaining. His music is sure to please fans of all ages and genres.

NEW FACES TO WATCH

B-MI (M. Jackson) (Producer: Q. Jones) Light 'n lazy describes the first single from B-MI, "B-MI," which has a catchy beat and a fun, upbeat vibe. The track is sure to be a hit with fans of R&B and pop music.

PHIL COLLINS (Atlantic 7-89933)

You Can't Hurry Love (2:50) (Stone Age Music, admin. by Darrell Dotter, Holland) (Producer: P. Collins) Collins' fondness for pop/R&B became apparent when he released "You Can't Hurry Love," which features a smooth, soulful sound that is sure to please fans of all ages. The song is a hit and is sure to be a favorite on the charts.

LEON LOVE (MCA Records 8.98) (Swan Music, admin. by Sony/ATV Corp. —

MURRAY STANLEY BAND (EMI America 8.93) (Producer: T. Russell) The MURRAY STANLEY BAND is a group of four talented musicians who have been together for many years. Their music is a mix of rock, country, and soul, and their sound is sure to please fans of all genres.

BLACK CONTEMPORARY

ROBERT WINTER & FALLS (Casablanca, NB 2361)

Do It Any Way You Want It (4:06) (Warner-Tamerlane Pub. Corp./Marsail Music B-MI (A. Toronto) (Producer: M. Alexander) The "Magic Man," Winters, who had a hit, brings his unique style to this new album. "Do It Any Way You Want It" is a smooth, soulful track that is sure to appeal to fans of all ages.

(continued from page 10)

NEWS & REVIEWS

REIEWS

(continued from page 6)
Springfield

Includes:
Don't Talk To Strangers
I Get Excited
Calling All Girls

RICK SPRINGFIELD
WORKING CLASS DOG

A very special package released originally in 1976 for the Rick Springfield fan. It includes a free, souvenir 2 x 3 official 1982 “Sweat For Success” tour poster.

Cable TV Special: November 21st at 8:00 pm. From the universal Amphitheatre in Los Angeles, Rick Springfield's "Live and Kicking" on Showtime Cable.
RCRA Canada Names Ford General Manager

NEW YORK — Ford has been appointed general manager, RCA Records, Canada. He assumes the position having been director of marketing for the company since 1979 in Toronto, where he was in charge of all marketing and promotion for Canada. In that role, he also helped RCA reorganize its regional concept to a national one.

Green, Katz Named As VPs At PolyGram In Wake Of Restructuring

LOS ANGELES — Ted Green, Beverly Katz and Jeffrey M. Sydow, have been named senior executive vice presidents of PolyGram in a restructuring of the business affairs and legal affairs operations. Under the new system, business affairs and legal affairs, formerly one department, will now be two separate units. The business affairs department will handle all contract negotiations and administration, licensing, royalty and sales functions of the company. The legal affairs department will handle general legal matters, drafting of documents and major talent and label negotiations. Both departments will report to Mel Berman, executive vice president, PolyGram.

Green will head the business affairs department as vice president, business affairs. He will be based at PolyGram Records' headquarters in New York. Sydow will serve as vice president, business affairs, West Coast, will be based in Los Angeles. Katz will head the legal affairs department as vice president, legal affairs. She will be based in New York.

Prior to her new post, Katz served as division counsel, RCA Records, and also served as an attorney in the corporate antitrust and trade regulation division of RCA Corp.'s legal department. Prior to joining RCA, Katz was with the law firm of Breed, Abbot and Morgan.

Sydow most recently served as director, business and legal affairs, West Coast, for PolyGram. Prior to joining PolyGram, Sydow was with the law firm of Pollock, Bloom and Dekom.

Several offices were closed last week, and the company was reportedly planning to eliminate 5% of its workforce, or about 150 employees. The move is part of a broader restructuring effort aimed at improving efficiency and cutting costs.

Commenting on the appointments and the restructuring, Berman said, "These new hires reflect the efforts of our restructuring efforts in the last year and a half. We continue to focus on improving our business affairs and legal affairs operations, which are critical to our success in the marketplace. We are confident that Ted, Beverly and Jeff will lead these departments effectively and help us achieve our goals.

Green, Katz and Sydow have been with the company for many years and have a wealth of experience in business affairs and legal affairs. We are pleased to have them as part of our team as we move forward in this new phase of our business.

Green, Katz and Sydow will report to PolyGram Records president Brian Sandoval, who is responsible for all business affairs and legal affairs operations.

Plateau Records Buys

NEW YORK — Plateau Records, Inc., an independent label headed by Eddie O'Neil, is in contract negotiations with_s_
NEWS & REVIEWS

LABEL PROFILE
Barking Pumpkin
A Family Affair
With Frank Zappa
by Michael Glynn

LOS ANGELES — What’s in a record company name? Plainly, if the last three words are “Pumpkin,” you are called Barking Pumpkin. No one would blush at such well-known entertainment industry enterprises as CBS, Warner Bros., RCA or RCA’s Nick. But what of a company with a logo depicting a barking jack-o’-lantern with a hole in it and a label responding with a “holy shit” in Chinese, no less? Somehow, though, it all begins to make sense when you listen. West Coast Pumpkin is a label consisting of an artist roster of one: Frank Zappa.

Formed in March of 1981, Barking Pumpkin (which is run by both Zappa and his personal manager, Bennett Glotzer) quickly entered into a pressing and distribution deal with CBS. According to Zappa, who personally fielded questions about the label when the deal was announced, “The agreement does not provide for the production of other artists, nor am I presently interested in the production of other rock acts. If the opportunity arose to produce a classical album or perhaps some chamber music, I might be interested but this would not be released on Barking Pumpkin because the mechanism of our contract with CBS do not allow for this.”

With no classical productions in sight (although Glotzer noted that the eclectic Zappa’s orchestral compositions are planned to be performed in Paris under conductor Pierre Boulez in 1984), the label concentrated on setting a release schedule for “a strong continuity of product,” both CBS-distributed and mail-order. This included the first commercial release by Barking Pumpkin through CBS, “Tinsel Town Rebellion,” followed by three albums to be marketed by mail, “Shut Up And Play Yer Guitar,” “Shut Up And Play Yer Guitar Some More,” and “Return Of The Son Of Shut Up And Play Yer Guitar.” (Barking Pumpkin representatives indicated that the three mail-order guitar LPs are presently being shipped in a boxed set.)

In September 1981, yet another album was released (via CBS), entitled “You Are What You Eat,” which undertakes a tour of the U.S. from Oct. 1 through Dec. 12 in support of the LP.

While all of these projects were reasonably successful for Zappa, neither he nor anyone else at the label could have foreseen the stir that a satirical song he put together with his daughter, Moon Unit Zappa, would create. “Valley Girl,” the first single from the summer 1982 release “Ship Arriving Too Late To Save A Drowning Whale,” was sent to Pasadena’s KQFM-FM week before the album was shipped and soon became the most-requested song on the Top 40 new music station.

“We thought that the song would get airplay on KROQ and that would be about it,” said Glotzer, “Then when it hit the record stores it sold out in L.A. in one day.

National Phenomenon
The song turned into a national phenomenon in a matter of weeks, becoming the subject of newspaper stories from coast to coast (as a representative of Barking Pumpkin put it, “Every city, it seemed, had a valley or the equivalent”). Girls all over the San Fernando Valley city of Encino were claiming that they were the “Valley Girl” the song was based upon (a none-too-flattering caricature of an air-headed teenage). Slightly altered cover images were turning up as far away as Hawaii (a none-too-flattering caricature of mainland females called “Hooie Girls”), while take-offs cropped up throughout L.A. (i.e. “Valley Dudes” by the Straight A’s, “Marina Men” by a trio calling themselves the Valley Girls, etc.) Posters, calendars, bumper stickers, and numerous Valley Guides and other assorted books also came out.

“It was a zoo with all the different records and other products coming out at once,” said Glotzer. “Every major film company with one exception has gotten behind us and there’s been a lot of television series. Right now, we’ve been trying to organize some promotions with a number of amuse-

Cash Box/November 6, 1982

(continued on page 26)
Columbia’s Team Approach Delivering Hits On All Fronts

(always feeding off each other, and I like to think that’s why we do so well. We don’t feel there are any rigid lines between the different departments," Eichner adds that in many instances a product manager will work very closely with the A&R manager on a particular project, and is often in the studio, listening to the work as it progresses and making suggestions. Advance cassettes are distributed to both the executive staff and the sales force for feedback prior to release. "After all," says Eichner, "they’re the ones who have to work it in the business in order to make our people happy. I think the idea of a lead producer has something to do with it, too. That’s very serious because when you really find a producer, you can’t imagine an album without him."

The desire for feedback often has concrete results. Howard Thompson, director, talent acquisition, East Coast, A&R cites a recent instance in which A&R selected the single from the new Psychédelic Furs album based on the popular response from Columbia’s non-A&R departments. "Paul Atkinson, director, contemporary music, East Coast, A&R, said that the enormous amount of enthusiasm felt by the field staff for roster artists has frequently translated into real suggestions that were applied in the studio."

Once the product is ready to roll, the same rules apply. Sessions between such departments as marketing, merchandising, sales, publicity and artist development are the rule and not the exception, with the groundwork laid well in advance of any release.

The worst thing for us is a surprise," says Bob Sherwood, vice president, marketing. "We have to participate in each other’s plans because our goal is to sell records and we don’t want to be jammed." Adds Ron Oberman, vice president, merchandising, West Coast: "The key point is that work is done before the record is out."

Healthy Roster

Keeping the roster healthy is a priority at Columbia, and while superstars product is a key component, success at Shepherd termed the "luxury of riches" which Columbia presently enjoys, the label is convinced its future lies with developing new artists. "When you’re doing tonnage artists, you tend to chase those," said Sherwood. "We were very careful with bands like Men At Work and Loverboy to set campaigns that would prevent them from getting lost."

The success of Loverboy is beyond question, as the lessons learned in that case have been applied with quick results to Men At Work. Loverboy’s "Get Lucky" continues to sell between 50 and 75,000 copies a week, but the key point is that this is the kind of success Columbia envisions for Men At Work.

Columbia Shifts Execs In West Coast Office

NEW YORK — At Teller, senior vice president/general manager, Columbia Records, and Myron Roth, senior vice president/general manager, West Coast operations, Columbia, have jointly announced the restructuring of the label’s A&R and marketing management team in Los Angeles, which includes the appointment of a new vice president, West Coast A&R, Michael Dilbeck has been named vice president, creative director, West Coast A&R, and Bob Willcox takes over the position of vice president, product marketing.

Oberman will be responsible for directing the label’s overall West Coast A&R activities, including talent acquisition, recording projects by West Coast artists and in-house production. He reports to Mickey Eichner, vice president, national A&R, Columbia.

Dilbeck moves to a newly created position. He will work with a select group of major Columbia artists, such as Journey, Kenny Loggins, Eddie Money, Santana and Barbra Streisand, as well as find new talent for the label and handle special A&R projects. In addition, Dilbeck will oversee the acquisition of motion picture soundtracks and will oversee their development and production. He reports to Oberman.

Willcox will provide direction to Columbia’s marketing effort on the West Coast. He reports to Arma Andon, vice president, product development, Columbia, regarding the label’s video/artist development, and promotion activities. In addition, he will coordinate the activities of these departments with the label’s West Coast promotion staff.

REACH OUT

Blue Sky recording artist David Tornsen recently appeared at the Ritz in New York in support of his recent album, "Live It Up."
**NEW VIDEO SOFTWARE RELEASES**

This listing of new videocassettes and videoicnic software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering guide. Products are identified as Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product titles may not have been assigned either a Cassette or Disc number.

**Cassette**
- CBS/TW 4708: $59.98
- CBS/TW 1150: $59.98
- CBS/TW 1151: $79.95
- CBS/TW 1152: $59.98

**RETURN OF THE STREET FIGHTER**
- CBS/TW 7099: $29.98

**HARRY CHAPIN IN CONCERT**
- CBS/TW 7096: $29.98

**BLACK ORPHANS**
- CBS/TW 704: $29.98

**FINAL CONFLICT**
- CBS/TW 7115: $29.98

**JULIA**
- CBS/TW 1091: $29.98

**CHU CHU AND THE FLICKY FLASH**
- CBS/TW 1119: $29.98

**THE SPIRAL STAIRCASE**
- CBS/TW 6030: $29.98

**THAT'S NOT BUSINESS LIKE SHOW BUSINESS**
- CBS/TW 1086: $29.98

**NOTORIOUS**
- CBS/TW 1082: $29.98

**TOP 30 VIDEOCASSETTES**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Title</th>
<th>Studio/Label</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CONAN THE BARBARIAN</td>
<td>MCA Distribution Corp</td>
<td>2:07</td>
</tr>
<tr>
<td>2</td>
<td>OUGHT TO BE IN PICTURES</td>
<td>CBS/TW</td>
<td>2:15</td>
</tr>
<tr>
<td>3</td>
<td>DEATH WISH II</td>
<td>Warners Home Video</td>
<td>2:03</td>
</tr>
<tr>
<td>4</td>
<td>DEATHTRAP</td>
<td>Warners Home Video</td>
<td>1:16</td>
</tr>
<tr>
<td>5</td>
<td>NICE DREAMS</td>
<td>Columbia Pictures Home Entertainment</td>
<td>1:57</td>
</tr>
<tr>
<td>6</td>
<td>ON GOLDEN POND</td>
<td>20th Century-Fox</td>
<td>2:33</td>
</tr>
<tr>
<td>7</td>
<td>CAT PEOPLE</td>
<td>MCA Distribution Corp</td>
<td>2:09</td>
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<tr>
<td>8</td>
<td>THE SEDUCTION</td>
<td>MCA Distribution Corp</td>
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<tr>
<td>9</td>
<td>STAR WARS</td>
<td>20th Century-Fox</td>
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<tr>
<td>10</td>
<td>SHARKY'S MACHINE</td>
<td>Warners Home Video</td>
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<tr>
<td>11</td>
<td>JUNE FONDA'S WORKOUT</td>
<td>KVC/RCA Video Corporation</td>
<td>2:13</td>
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<tr>
<td>12</td>
<td>PARTNERS</td>
<td>Paramount Home Video</td>
<td>1:49</td>
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<tr>
<td>13</td>
<td>TAXI DRIVER</td>
<td>Columbia Pictures Home Entertainment</td>
<td>1:19</td>
</tr>
</tbody>
</table>

**CBS/Fox To Market Playboy Video**

LOS ANGELES — CBS/Fox Video will begin marketing and distributing the first edition of Playboy Video prerecorded cassettes and videodiscs for November, marking its entrance into the market. The home video version of the popular men’s magazine is also expected to be available in the U.K. and Australia next month.

The announcement was made at the Metropolitan Pavilion in Los Angeles, New York on Oct. 26 and 27, respectively.

Playboy Video will be released in quarter-time increments and may include segments or features previously shown on the Playboy Channel, the pay-TV carrier, beginning at the magazine’s 20-year anniversary debut in January of this year, according to 20th Century Fox Telecommunications president Stephen Roberts and Playboy Enterprises senior vice president Paul Klein.

The first edition of Playboy Video, in fact, does include a previously aired interview with John and Brooke, a pictorial on the 1982 Playmate of the Year, Shannon Tweed, but Playboy’s Kleiner said that the second, and by the third or fourth edition, most of the segments would be original. Among the other elements of Playboy Video, many of which mirror ongoing features of the magazine, are a “centerfold” pictorial and an adaptation of a Ribal Classic.

The first edition of Playboy Video also includes a profile of actress Barbara Carrera, highlights from the 1982 Playboy Jazz Festival, a feature on the story of Paris’ Crazy Horse Saloon and Playboy’s Manners, a nostalgic account of Playboy’s 28-year history, in addition to clips from Michael Nesmith in Elephant Parts.

RCA, Columbia Set Board For Joint U.S., Int’l Ventures

LOS ANGELES — RCA Corp. and Columbia Pictures will share a common eight-member Board of Directors, comprised equally of RCA and Columbia executives. The purpose of the common board is to create a two-party structure, allowing for closer coordination in the areas of program acquisition and distribution, as well as related program development.

RCA represents include Frank Price, chairman and chief executive officer, Columbia Pictures; Victor Kaufman, vice president of Columbia Pictures; Jerry P. Dolgen, president, Columbia Pictures Pay Cable and Home Entertainment Group; and Patrick M. Williamson, president, Columbia Pictures International. RCA representatives include Herbert S. Schlosser, executive vice president, RCA; Robert D. Summer, president, RCA Records; Jose E. Menendez, division vice president, staff operations and finance, RCA Records; and Thomas G. Kuhn, division vice president, RCA VideoDiscs.

The joint venture, formed in January this year, has been formally titled RCA/Columbia Pictures Home Video. Headquartered in Burbank, it will distribute home video programming in both prerecorded videocassette configurations throughout the U.S. and Canada. Robert E. Driver will serve as vice president and general manager.

RCA/Columbia Pictures International Video was formed in June of this year and headquartered in New York City. It operates in Great Britain and France, with the West German market planned to be added this month.

The first new program acquisition by RCA/Columbia Pictures Home Video is a 123-minute documentary, "Mac: A Celebration," a Macintosh video taped in Long Beach, Calif. this month. It is slated to be released in stereo videocassettes and discs in early 1983.

**Complet Beatles Ban Lifted By N.Y. Court**

LOS ANGELES — The temporary restraining order obtained by Apple Corps. Ltd. in New York Federal District Court prohibiting MGM/UA Home Video from marketing and distributing the The Complete Beatles, a 119-minute documentary on the band, has been lifted. According to representatives of MGM/UA, an out-of-court settlement was reached between the plaintiffs and MGM/UA. Deliah Films, MGM/UA's sister company, and Lord, hanging mobiles, streamers, decals and posters.

The 85-minute program will carry a suggested retail price of $99.98 for prerecorded videocassette and $99.98 for videodisc.

The second edition of Playboy Video is scheduled for release in February 1983.

**Southern Cal Video Retailers Group Votes To Join VSDA**

LOS ANGELES — The 29-member Southern California Video Retailers Assn. (SCVRA), one of the largest regional video dealers groups, has voted to join VSDA, the Video Software Dealers Assn. (VSDA). The SCVRA now becomes the first organized regional segment of VSDA.

John Pough, former president of SCVRA and a newly elected VSDA Advisory board member, had previously affiliated his company, Video Cassettes, Unlimited of Santa Ana, with VSDA. In addition to Video Cassettes, Unlimited, the new members of VSDA includes Video Mini-Markets of Long Beach, Linda, All Video Movies, El Toro; Apollo Video Movies, Orange, Back Stage Video, Los Angeles; A.J. Video, Whittier; Video Depot, Fullerton; Video Depot, Tustin; Video Flicks, Orange; Video House, La Palma; Video Shack, Orange; The Video Shoppe, Fullerton; The Video Station, Los Angeles; Video Systems, Orange, The Video Company, Stanton; and Weber’s World, Anaheim.

ash Box/November 6, 1982
From Coast To Coast

TV show, Alabama has two albums rebubbling up the chart. "Mountain Music" jumps to #38 bullet after 36 weeks on the Pop Albums chart, and "Feels So Right" jumps 12 points to #104 bullet after 57 weeks. In addition, the group's "Close Enough To Perfect" single goes to #1 bullet on the Country Singles chart. ... The soundtrack to An Officer And A Gentleman leaps 15 points to #42 bullet. Strong retail out of the West, East and Midwest. Its "Destination Unknown" single goes to #94 bullet from #66 on the Pop Singles chart. Daryle Singerson Starship takes a 16-point jump to #66 bullet. Best retail out of the Midwest and West. Its "Be My Lady" single goes to #46 bullet, up from #55. ... There are six new entries into the Top 100 this week. Spyro Gyra takes a 22-point jump to #81 bullet with strong sales out of the Midwest, West and South. The album is also #1 for the second week on the Jazz Albums chart. One Way goes to #92 bullet, up from #109. Good retail action out of the West, Midwest and South. The album goes to #21 bullet from #28 on the Albums chart. Two of the hotter new country releases are by Dolly Parton and Waylon & Willie Parton's "Greatest Hits" jumps to #94 bullet from #112 and Waylon & Willie move to #96 bullet, up from #115. Both LPs are selling very well in the West, Midwest and South. Both are also off to a good start at the rock level. Parton is Top 60 while W&W are a Top 100 item. ... Adam Ant jumps 19 points to #99 bullet. Selling best in the Midwest, East and West. Utopia jumps into the Top 100 at #95 bullet.

RECORD TO WATCH — Dionne Warwick takes a 25-point jump to #107 bullet. Doing very well at the retail level in the Midwest, East and West. Her album goes to #30 bullet from #45 on the B/C Albums chart. Her "Heartbreaker" single goes to #32 bullet from #41 on the Pop Singles chart and to #54 bullet from #66 on the B/C Singles chart.

DEBUTS — Emmylou Harris hits the chart at #119 bullet. Good initial retail out of the Midwest, West and South. Pat Travers debuts at #129 bullet. Off to a good start in the West and Midwest. ... The duo of Earl Kugh and Bob James comes in at #138 bullet. Like Travers, best initial retail out of the West and Midwest. The album also debuts at #22 bullet on the Jazz chart. ... Eddie Rabbit debuts at #141 bullet. Selling well in the West, Midwest and South with positive initial rack reaction. ... A live jazz album, "Casino Lights," comes in at #143 bullet with good retail out of the West, East and Midwest. ... Two new country releases, by Larry Gillin & The Gatlin Brothers Band, at #167 bullet, and T.G. Sheppard, at #175 bullet, are both starting off strong on the Midwest and South. ... The soundtrack to The Jazz Singer has exploded at the rack level again due in part to current exposure on the cable TV networks, and the current success of Neil Diamond's latest album and tour. ... Lynyrd Skynyrd debuts at #172 bullet with best initial response in the South and Midwest. Also debuting is Donnie Iris at #176.

Michael McDonald, Linda Ronstadt, Bad Company, Crosby, Stills & Nash, and the Eagles are the latest special guests to appear in Gold Sound's sophisticated 12-page album sleeve. Gold Sound has been a major sponsor of the Strawberries & Tapes Mail Order catalog.

A record label is a publication that is a part of a larger corporation. A label is responsible for all aspects of the production of a record, including the selection of artists, the creation of music, and the marketing and distribution of the record. A record label may also be responsible for managing the careers of its artists, including booking them for concerts, negotiating recording contracts, and managing their financial affairs. In some cases, record labels may also be responsible for producing and distributing their artists' music videos. Record labels are often associated with larger entertainment companies, such as Warner Brothers or Universal Music Group. These companies may have multiple labels, each with its own special focus, such as rock, pop, or classical music. Record labels may also be owned by independent companies or even by individual artists. Record labels play a crucial role in the music industry, as they are responsible for creating and distributing music that is enjoyed by millions of people around the world.
Jazz Manufacturers Differ On The Outlook For Cassette

by Fred Goodman

NEW YORK — Although major labels are reaching parity between albums and cassettes for pop and rock (Cash Box, Sept. 4) a Cash Box survey of jazz labels finds scant agreement as to whether jazz sales will replicate the pop pattern. Manufacturers still diverge widely, as they did in their commitment to the configuration, with labels running the gamut from complete lineups to offering cassettes only about half their albums. While some labels mentioned sluggish wholesale orders and their own lack of experience in the cassette field, many felt that the cassette phenomenon has simply not penetrated to the mainstream jazz buyer.

"We find there is virtually no demand for vintage jazz on cassettes," says Stan Marshall, president, Bainbridge Records. Aside from jazz, Bainbridge covers pop and easy listening with its 77-title catalog.

L.A. Kool Jazz Festival Advertising Aimed At Wide Range Of Media

by Michael Martinez

LOS ANGELES — With an unprecedented montage of artists and presentations encompassing a broad range of musical tastes, the producers of the Kool Jazz Festival here have channelled their advertising promotion to local resources through a variety of media.

Music as diverse as Lester Bowie's gospel-tinged Roots To The Source, set for opening the festival Nov. 6 at the Dorothy Chandler Pavilion of the Music Center, to Laurie Anderson's multi-media festival finale Nov. 10 at the Santa Monica Civic, has required equally far-reaching promotion (Cash Box, Aug. 14).

"Some music does no different advertising and promotion simultaneously," said Marty Cann of New York-based Outward Vision, which along with George Wein of Newport is producing the festival and which has attracted major new music performances at various venues in the Los Angeles area.

"Our goal is to reach every corner of the community, and the festival is trying to attract different audiences to come together," said Cann, who added: "The budget we have been given for this festival has enabled us to do television advertising — on local radio, and print advertising," said Cann, who added: "We're looking to do different advertising and promotion simultaneously," said Marty Cann of New York-based Outward Vision, which along with George Wein of Newport is producing the festival and which has brought together many major new music performances at various venues in the Los Angeles area.

"We're also looking to do different advertising and promotion simultaneously," said Cann, who added: "We're not looking to book the same acts as the other jazz labels," he added. "There aren't that many people in jazz who can fill a room this size..." Jazz producer Don Friedman has organized a tributary and eveningconcert of new music, with a show featuring the former high school band of the late Buddy Rich, The Art Ensemble of Chicago, Nancy Wilson, The Modern Jazz Quartet and Taj Mahal. Club manager Duane Bedford said that the "rock 'n' roll thing got lost and overpowering," when queried about the club's decision to keep the club.

"The name groups get too much money, so the acts are more local, doing just local bands. We think we'll see a lot of the rock bands doing clubs. The acts are just unfor-"

SINGAPORE — As the island country celebrates its 25th anniversary, the Singapore government has decided to promote a new policy of encouraging local musicians and artists. The policy is aimed at boosting the local music industry, which has been struggling in recent years due to competition from international artists. The government has introduced various initiatives such as tax breaks for musicians and artists, as well as funding for music education and training programs. The policy has been met with mixed reactions, with some music industry professionals expressing concerns about the potential for a loss of artistic freedom and diversity. However, others have welcomed the initiative as a step towards promoting local talent and culture.
Jazz Manufacturers Differ On The Outlook For Cassettes

(continued from page 16)
says. Town added that the decision to enter the tape market was based "largely on demand from the field." Uniquely, Town reported that Jazz Man is considering releasing future titles on cassette in advance of the LP debut to combat conservative buying habits on initial orders. "We're thinking of giving cassettes a prior release of between one and three months," he says. "We'll probably try it by the first of the year."

Beth Mawrence, who handles promotion for Theresa Records, cited home taping as a primary concern. "We'd like people to purchase our music instead of taping it from a friend," she says.

While Theresa is entering the market out of self-defense, and Jazz Man to answer what it perceives as a growing demand, others remain unconvinced.

"I released 8-tracks at one point but no cassettes," says Joe Fields, president, Muse Records. "Of course, the 8-track was a washout. Since then, I've inquired from time to time about specific titles when talking with my distributors, looking to see if it would be worthwhile. But I'd invariably decide it didn't make sense. The sales in the key markets just weren't enough to justify it. I'd just be trading dollars."

More Liner Notes

While jazz manufacturers are unable to agree on the future of the cassette market, they do agree that the liner notes and cover art offered by the LP configuration are particularly important to the jazz consumer. "It's still a factor," explains Carl Jefferson, president, Concord Records. "The basic aficionado likes good annotation." Adds Herb Corsack, vice president, marketing, Antilles Records: "Not only do the jazz buyers want liner notes, I think liner notes for music in general will be coming back. If we put them on cassettes, it probably won't be just for jazz."

While both those labels have considered the possibility of upgrading the notes on their cassettes, neither have. Conversely, the Verve Import Series, distributed by PolyGram Classics, features paper sleeves with the cover art, with personnel and recording date listed inside the box. The most ambitious attempt to transfer LP information onto the cassette configuration has come from Storyville, distributed and manufactured here by the Moss Music Group. Howard Kramer, who handles cassette production for MMG, said that the packaging for Storyville grew out of MMG's work with their classical labels.

"You were one of the few American companies that put anything on the back of the cassettes," Kramer adds. "And when we branched from the budget into full-line, we decided that where necessary, we owed the consumer information comparable to those he could get on a record. When the jazz line came along, we couldn't see why we shouldn't put it out that way too."

The Storyville package features a full-color reproduction of the album art, with complete liner notes contained on a 10" card within the Norelco box. A note on the front of the box announces that the notes are enclosed.

While it's too soon to predict whether the package will significantly push Storyville's cassette sales, Kramer is optimistic.

"As a full-price line, the Storyville cassettes are holding their own," he said. "And I assume people like it. I've been in situations at other companies where dates and personnel weren't listed on releases, and we got a good deal of mail about it. So if you know the information, you should include it. Of course," he adds, "that doesn't mean people will call and say thank you."

Multi-Media Blitz Boosts L.A. Kool Fest

(continued from page 16)
ded that while most of the promotional revenue was to be channelled to TV and radio, billboards would be an integral part of the ad campaign.

"I specifically went through Darlene Wong (Festivals Prods.) and requested billboards, because in Los Angeles you can see their impact as soon as you leave the airport," he continued. "You can do the segmented advertising at radio and with billboards and TV you can select spots to tag the entire festival and individual shows."

Cann said that in addition to advertising, he and his wife and Outward Visions partner, Helene Cann, have conducted a series of local interviews with radio outlets that program many of the acts featured during the festival and mainstream press.

Cann acknowledged that Los Angeles is not normally associated with the new music scene, but also pointed out that the city is usually one of the better markets for acts like the Art Ensemble of Chicago and Laurie Anderson. "The problem," Cann said, "is getting acts booked there."

He recalled that when the Art Ensemble played at UCLA's Royce Hall in 1979 the show attracted about 700 people. "In some other key markets like New York and Chicago," Cann continued, "we may get more than 300 people at one of their shows."

The one gap in the advertising scheme waged by Outward Visions and Festival Prods., according to Cann, is that many of the featured acts are on small, major label-distributed custom labels or independently distributed jazz labels.

"Several of the artists being featured have current product on the racks," he said. "But labels like Black Saint (an import label) and Antilles (distributed through the Island/Atlantic pact) simply can't or don't support the artists with enough promotion or advertising resource."

Cann noted that exceptions to the rule were James "Blood" Ulmer, who has a pair of LPs out on Columbia Records, and Laurie Anderson, whose debut LP is on Warner Bros. He said that Columbia and Warner Bros. provided a reasonable number of promotional copies to be supplied to the press and radio, but that the smaller labels could only offer between five and six copies for the promotion effort.

The advertising and promotion campaign being supported by the festival co-sponsors, however, has offset any possible affects of meager label support, according to Cann.

Having dealt with most of the artists on the festival lineup in one capacity or another, he said, "In all my experience in dealing with these artists, I have not seen them more up than they are for this show. This is not just another gig and these people plan to offer something for everybody."
Canadian Industry Hoping About Tele-Shopping

by Kirk La Pointe

OTTAWA — Reaction from the recording industry to the sudden news of the development of a new, sophisticated two-way information system implementation of a pay-per-view television service for consumers (see separate story, page 5).

The federal government, applying its $45-million Telidon system, is looking to determination of whether or not the service is needed by first of the two-way tele-shopping services within two or three years.

While it was expected many in the recording business — particularly retailers, to whom the service represents a threat — would be cautious about the proposal, officials interviewed by Cash Box are optimistic that such a service could open up an entirely new market.

"Excited About It"

"I think we have to be excited about it," said Roy Rosen (NAB) president Brian Robertson. "I don't think it would ever replace a record, but it could deliver music in a new way without eroding the retailer's position."

Federal officials believe the two-way system would deliver digitally-recorded music right to the living room of fiber optic cable. Advancements in storage systems for videocassettes may also make it possible to deliver music in a picture which would be uniquely advanced in storage systems for videocassettes. Currently, a Telidon system worked out with the Canadian Independent Record Production Assn. (CIRPA) displays a still picture (usually album graphics) with artist information, but no sound.

The CIRPA executive director said the so-called Canadian Record Catalog has worked exceedingly well and sells the same units that in stores or at small size meetings with United States music firms soon to show it.

Rosen noted that the jumbo box system, if developed with the catalog or a similar system as its base, wouldn't necessarily have to rely on Telidon technology.

Retailers in Toronto, Montreal, Ottawa and Vancouver said they were intrigued by the system and would want to participate in it, but they might become part of its marketing.

Representatives for performing rights organizations said some hurdles would have to be cleared to ensure royalty payments, but the two-way system is virtually foolproof to track.

It is expected the Canadian Radio-television and Telecommunications Commission would help regulate the distribution of the system from central transmitters. Robertson and others also downplay the possibility the system might be an easy target for home tapers, saying the technical advantages of digital recording and transmission would dissipate when tapes and audio equipment are not used to cost money to use, it's unlikely people would simulate tape music they could own outright.

Canada Developing Two-Way TV Shopping

(Continued from page 5)

Videocommunications Congress at Cannes, France, in October.

The Telidon technology is considered to be a prime example of how successful television distribution systems, but has been hindered by the lack of international standards and slow consumer acceptance.

Rosen and GIRA last year developed the record catalog for radio programmers and retailers, it allows them to call up detailed album and artist information, but does not yet supply audio information.

FCC Head Wants Dereguulation With Spectrum Use Fee

by Larry Rigsby

NEW YORK — The chairman of the Federal Communications Commission (FCC), last week called for total deregelulation of the radio and television industries in exchange for a "fee" for use of the broadcast spectrum. In an Oct. 25 speech before the North Carolina Association of Broadcasters, Mr. Fueler said, "It's high time the government's treatment of stations was indistinguishable from new technology. We can no longer talk for "no renewal fillings, no assignment exercises, no content regulation, no ownership restrictions beyond a few other niceties." In general, free resale of properties, no policies to deny, no brownie points for doing this right and no finger-wagging for doing that wrong.

In exchange for eliminating all these restrictions, Fueler proposed a "modest fee" for all stations. He said the fee "should be enough to earn the broadcast spectrum, whose funds would be earmarked for public television and radio."

"Seem As Tax"

"Of course, there's a lot of just proposals and all of these things would have to go through Congress since they involve changes in the Communications Act," said Jams Langley, vp-federal affairs for the National Association of Broadcasters (NAB), "but the broadcasters are not jumping for joy over this since they see it as a tax on their industry." The National Federation of radio trade associations confirmed Langley's contention.

Even Abe Voron, executive vice president of the National Radio Broadcasters Assn. (NRA), did not agree completely with Fueler's proposal.

"I think with his concept that broadcasters will be treated no differently than the print media," said Voron. "But where we disagree with him is when he talks about the fee for the service which is lacking and it is that he would use the money not for government revenue but as a political tool." Nevertheless, Voron reiterated his organization's intention to stand behind Fueler. "We basically support the fee," he said, "and hope they do the same direction we have for many years."

One-Time Fee

For approximately the last five years, the NRA has favored the idea of a one-time user fee for the radio spectrum. "It would be like a tax," said the Arbitron of the one-time fee and "funds looking for additional sources of revenue. Besides, Voron doesn't have any deal on the Hill to get this through."

Radio Ownership

The reaction at the National Assn. of Black Owned Broadcasters (NABOB) was to be a firm "no" on the idea of deregulation, said NABOB executive director Jim Winston. "As broadcasters, we want to be somewhere in the evening and we have to be able to have a commitment to insure overall minority participation in all areas of broadcasting."

Winston added, "We oppose any deregulatory measure that would eliminate multiple ownership rule."

It is unclear whether Fueler will be able to get his proposals into Congress, which is likely to reconvene in a lame duck session after the Nov. 2 election.

MARATHON MAN — Among the thousands of athletes who came to the Big Apple to run in the 13th annual New York Maraton, one man took the prize, at ABC Radio Enterprises, who likened his feelings at the completion of the arduous 26.2 mile race to his mood at the end of a favorable Arbitron rating period when he was PD at WOR in New York. "It was a long, hard and run to the prestigious race. "Over the past three months, I ran a total of 625 miles, in addition to the 26 of the race," he told Airplay. "Sklar also ran with a handicap, so he already had one kick in the legs," he said. For the bridges, which were carpeted, the entire marathon was on the hard, bumpy New York pavement. Nevertheless, Sklar clocked in at four hours, 21 minutes and 26 seconds. "This was the performance of a lifetime," he said. "Bob Edison from PolyGram did try to do it in about six-and-a-half minutes a mile, but in the middle, his knee got all cramped up and he was out for about 20 minutes." When it was all over, Sklar was wrapped in mylar, bandaged and greeted by his family. "Finishing the race was real validation," he said. "It feels like being number one in the ratings at WABC."

NETWORK NEWS — In addition to the Nov. 2 midterm elections, CBS Radio has been running special "Two Ways Street" political campaigns. Topics include races where women's advocacy groups endorsed male rather than female candidates, the political power of arms control and nuclear freeze advocates, the effects of polls and whether this election is a referendum of Reaganomics. In keeping with its intentions, the news was presented with a slant towards the network's young adult audience ... RKO RadioShows is adding new programs to its roster beginning in January. Among them are Royalty Of Rock, a 52-hour chronology of the musical form; The Beatles: The Days In Their Life, a 30-hour history and Countdown America, a Top 40 countdown show. Resurcated with The Hot One's line-up, "it has expanded from 26 to 52 weeks. Captain Live, a 90-minute rock concert program; and Night Time America, which expands from 24 to 36 hours. "In the wee hours, in contrast, the web's America OverNight talk show has been canceled, but has been turned over to a new ad executive back earlier this year, when RKO fell on hard times ... Over the weekends of Dec. 22 and 29, the contemporary will be running up to 26 in two parts. The hits ranging from $100 to the radio announcer at age 15 and has anchored a daily news broadcast without interruption since 1948, was recently inducted into the National Broadcasters Hall of Fame. On the ABC Rock radio network, Molly Hatchet's concert, recorded live in Los Angeles last spring, will be heard Nov. 6. On Nov. 21, the web will broadcast a show by Chrysalis recording act Jethro Tull. It was taped live during his European tour. The following week, the web will broadcast a show by Capitol recording group April Wine, live recorded in Wichita, Kan., last month.

STATION TO STATION — "That Begins At Home," So says Columbia recording artist Billy Joel, who sponsors a charity by that name, which benefits eight good causes in his native Long Island, N.Y. Recently, the air staff at AOR station WBAB/Babylon, N.Y. stayed up to 102.3 hours soliciting contributions for the causes from listeners. In the middle of that marathon fund-raising effort, both Billy Joel and John Blance of EMI America recording group Spys, and pals of Joel, came into the BAB studios armed with vitamins, ginseng tea and candy bars for the beleagured air staff. They also reportedly chose to kick in $100 each for the group's efforts. They also offered to give the first four female listeners who pledges over $25 a chance to hear the group in its New York debut at the Palladium, Oct. 16. In addition to backstage passes and admission to the group's back stage party, Nick Baxo has been named program director at AOR station WEZB/New Orleans. He moves from the spot from the overnight air shift. At the same time, music director Jerry Lusteau has been given additional responsibilities as assistant PD. Mike Mansally joins the station from KVOV/Lafayette, La., as the weekend and utility man ... Shuffling up to Buffalo, we see Larry "Smothin" Norton, air personal at AOR-formatted WGRQ, has been contacted by the Guinness Book of World Records. His 484-hour air stunt (20 days and four hours) will finally be entered into the record book. But the Western New York native did not perform his feat for ego alone; He did it to help raise money for Easter Seals ... Top 40 stations WLS AM/FM/Chicago have named Waldman & Assoc. as their advertisers ... The network's newest disc jockey is John Allegro, for your information — Audio Independents, Inc. a not-for-profit group of independent radio producers for non-commercial radio, has received a $300,000 grant from the National Endowment for the Arts, and the Independent Radio Producer's Guide to Distribution, Promotion and Marketing. It is reportedly the first publication of its type. The book will take at least six months to assemble and print. It will be distributed at no cost to members of the AIP, and the book includes marketing case studies and technical advice on marketing, resource materials and more ... The American Federation of Television and Radio Artists (AFTRA) faces immeasurable problems with potentially post security in place of bond by Nov. 1 satisfactory to both the firm and U.S. District Judge Judith N. Kepp. The union lost an anti-labor antitrust suit last May ... RKO General recently donated $50,000, Philco/Ford Radio, National Audion. It will be used to help the public network fund such shows as All Things Considered, Morning Edition, Jazz Alive, Enfoque Nacional and The Sunday Show ... And Don LeBrecht has been named executive director of the Broadcasting Industry Council to Improve American Productivity. The council is studying productivity, and creating work force training programs designed to create a training program and help the country and to stress the need to work together to reach it.
CASH BOX ROCK ALBUM RADIO REPORT

# MOST ADDED

1. SUPERTRAMP • FAMOUS LAST WORDS • A&M
ADDs: KSHE, WOUR, WKLS, KEZY, KLOL, WGRQ, WCCC, WBLM, WYFE, WAXB, KSJO, WNEW.
PREferred TRACKs: Raining.
SALES: Just shipped.

2. BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATCO
ADDs: None.
PREferred TRACKs: Space, / Rap.
SALES: Good to moderate in all regions.

3. 7 WHO • IT'S HARD • WARNER BROS.
ADDs: None.
PREferred TRACKs: Title, Cry.
SALES: Good in all regions.

4. BRUCE SPRINGSTEEN • NEBRASKA • COLUMBIA
ADDs: None.
PREferred TRACKs: Everybody, Learn, Title.
SALES: Good to moderate in all regions.

5. STEEL BREEZE • RCA
ADDs: None.
PREferred TRACKs: Anytime.
SALES: Good to moderate in all regions.

6. DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.
ADDs: KEZY.
PREferred TRACKs: Should, Casbah.
SALES: Fair initial response in East and West.

7. THE PAYOLAS • NO STRANGER TO DANGER • IRONHORSE
ADDs: KSHE.
PREferred TRACKs: Destination, Walking, Words.
SALES: Good to moderate in all regions.

8. PETER GABRIEL • JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RC
ADDs: None.
PREferred TRACKs: Pressure.
SALES: Good in all regions.

# MOST ACTIVE

1. PAT TRAVERS • BLACK PEARL • POLYDOR/POLYGRAM
ADDs: WHSE, WOUR, WCCC, WBLM, WYFE, WAXB.
PREferred TRACKs: La La, Rafter.
SALES: Fair in all regions.

2. PETER GABRIEL • JEFFERSON STARSHIP • THE PAYSALOS • NO STRANGER TO DANGER • IRONHORSE
ADDs: None.
PREferred TRACKs: Destination, Walking, Words.
SALES: Good to moderate in all regions.
Country Radio Seminar Weighs Growth With New Educational Opportunities
by Tom Roland

NASHVILLE — A logical extension of the growth of country radio has been the blossoming of the Country Radio Seminar, the annual convention that has steadily increased in stature while maintaining an educational atmosphere. The foundation of the seminar is the attitude of strengthening country radio through the dissemination of ideas, and the agenda for the 1983 gathering, which was finalized last week, should prove to be as timely as ever.

Included in the upcoming seminar, Feb. 17-19, are eight general and seven concourse sessions, which will allow participants to choose between two subjects of discussion. General sessions on tap for the convention include "Agriculture," "Brainstorming: New Techniques Guaranteed to Produce Ideas!" "Research — for Marketing, Music and Making Money," "AM Country Radio," "So You Want to Own A Radio Station!"; "The Winning Management Team," "Ratings — The Good, the Bad and the Reality of Doing Both," and "Strategic Image Marketing For Your Station."


According to Bob English, president of the Organization of Country Radio Broadcasters (OCRB), the association that structures and sponsors the annual event, and Mac Allen, also a board member, the seminar has a tendency to move conservatively, providing slow but steady growth from its original attendance of 47 radio people to last year's figure of 580. The members on the guiding committees have elected to use the basic approach of providing a learning experience to achieve significant growth over the years, and they remain firmly behind the premise that "it ain't no party," he said.

Bar Patrol

The radio seminar, originally created so country broadcasters, increasingly aware of the fact that their medium was behind the other formats in terms of image and professionalism, could learn from each other to build the country format as a contemporary entertainment outlet. That emphasis on learning has been the backbone of the seminar throughout the years, and, at one period in time, its organizers were so serious about their attempts that hotel bars were patrolled to ensure that conference attendees were in the sessions and not partying in the lobby.

"It was originally designed to bring a high degree of professionalism to the industry," noted Allen. "Thirty years ago, although the format had been in existence for a long time, it was not trenmen-dous. Perhaps we were probably 500 stations. Now there are over 2,000."

Inherent in the effort to increase the general knowledge is the feeling that most members of the country music industry are apparently more accessible and personal than their counterparts in other formats. "One of the things I've always felt about country — and I've done about every format — is not only the people involved but the fact that the people that are involved at almost every level are touchable, seeable," he adds.

As the seminar grew, it expanded to accommodate the growing interest on the part of the rest of the industry, particularly with the addition of the artist/DJ cocktail party, in which industry members from all facets of the business are assembled, and Allen and English note that by bonding together and gaining a better understanding of the rest of the industry, country radio has been better able to work with other extensions of the music business, thereby strengthening the position of country music as a whole.

While the majority of the seminar will consist of panels stocked with country air personalities and management representatives, the keynote speakers often have been from other formats. For example, last year's seminar featured both Dick Clark and WBCK/New York's Don Imus, neither of whom is associated with country, although both have worked in country in the past. The inclusion of participants from outside of country is not an effort on the part of country stations to become pop entities, but rather, it helps to expand the collective knowledge of the seminars. Allen and English said: "When the seminar began, the best speakers were often quite controversial.

"Starting in about 1974 or 1975, we started to go outside the industry to get what we could," Allen explained. "The feeling at the agenda level and the board level is why don't we bring the very best — the people who are most (continued on page 25)

Post-Country Music Week Activities Center On Radio, Retail Promotions
by Tom Roland

NASHVILLE — Following the climactic Country Music Assn. (CMA) Awards telecast October 11 and the Country Music Week festivities October 10-16, Country Music Month wound down with a comparatively subdued array of activities by individual radio stations and merchandisers.

Jo Walker-Meador, executive director of the CMA, indicated that while the CMA and Grand Ole Opry have been instrumental in building the second week of October as Country Music Week, the perception of the Grand Ole Opry for the most part, has been left up to individual programmers and retailers, although certain initiatives have been provided. Many radio stations have used a promotional scheme developed by Haas & Hudgins, a marketing firm based in Dallas, to increase awareness of Country Music Month among their listeners, incorporating daily artist features, album giveaways and individualized calendars which can be obtained at designated locations (Cash Box, Sept. 25). The CMA had provided a poster featuring the new Entertainment of the Year nominees that retailers have the option of discontinuing after the awards program or utilizing through the end of October.

To provide a longer building period to the climax and sustain interest in the industry at the consumer level, Walker-Meador admitted that holding Country Music Week during the last week of October might have the heightened awareness of country music a longer lifespan. As the current schedule stands, the culmination of the month lacks the luster provided by the flurry of activities that annually accompanies the week.

Acuff, Boxcar Release Duet

NASHVILLE — Pairing two hard-core country acts that met with success through different routes, Vernell "Boxcar" Willie and Floyd "Acuff Jr." Willie have combined their talents on the recently-released "Fireball Mail."

The tune, originally recorded by Acuff as a solo artist in the late '40s, was written by Fred Rose under the name Floyd Jenkins, and the current recording, produced by Wesley Rose, was taken from Acuff's "Back In The Country" album.

Acuff is a long-standing member of the Grand Ole Opry who has gained national prominence through his association with the Opry, while Boxcar Willie recently became a world-recognized artist through a highly concentrated television marketing campaign.

SPRINGFIELD INKS WITH CHAPPELL — Songwriter Bobby Springfield, also a Kal Family recording artist, recently signed with the Chappell Music Group. Springfield tunes have been recorded by a number of acts, including Marty Robbins, Eddy Arnold, Roy Clark, Johnny Duncan, the Oak Ridge Boys, Susie Allison, Sonny James and Herb Williams. Jr. Picture are (l-r): Irwin Schuster, senior vice president, Chappell; Springfield; Jody Williams, professional manager, Chappell; Henry Hurt, vice president/general manager, Chappell/Nashville; and Celia Hall, general professional manager.

She also noted that holding the CMA awards on a Monday rather than a Friday probably creates an anti-climactic ring to the rest of the events, but she felt that the awards have traditionally been scheduled on Monday because it is a "good television night" and to alleviate conflicts with the World Series, which usually begins the following day.

Audience Share

This year's telecast attracted an audience share of 29, according to the (continued on page 25)

Nashville NARAS Seeks To Bolster Voting Power

NASHVILLE — In one of the most ambitious projects taken by the chapter, the Nashville National Academy of Recording Arts And Sciences (NARAS) will enact a concentrated membership drive Nov. 10 to give it more power within the organization by enlisting new members in time to vote for the 1983 Grammy Awards.

Nashville NARAS will utilize a somewhat unique program to increase membership, employing a team of music industry members that will contact potential members and urge them to join. To provide immediate reinforcement to individuals who join the organization, additional field representatives equipped with walkie-talkies will take applications to joining members and work while the forms are completed, personally returning the form and membership fee to the NARAS office to relieve new members of much of the paperwork involved in joining.

"No Better Time"

"There is certainly not a better time to join NARAS than now," suggested Carolyn McClain, executive director of the Nashville chapter. "Ours is the only trade organization that promotes excellence in the recording industry. Without the support of musicians and producers, the entire industry is all about. I feel it is the professional responsibility of everyone involved in the recording industry to belong to NARAS."

The membership drive has been established so that newly acquired members will be eligible to vote for the Feb. 23, 1983 Grammy Awards presentation. The deadline for new Nashville NARAS members is Nov. 25, which would allow enough time for the application to be processed in Los Angeles to meet the overall Dec. 1 deadline. Academy members wishing to aid in the program should contact McClain at (615) 255-8777.
## COUNTRY

### TOP 75 ALBUMS

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Label</th>
<th>Week(s) On Chart</th>
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<tr>
<td>1</td>
<td>100 CHICKENS</td>
<td>Various</td>
<td>RCA/1-4098</td>
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<tr>
<td>2</td>
<td>A TASTE OF PRETTY WOMEN'S HANNAH</td>
<td>Various</td>
<td>MCA/1-4236</td>
<td>13</td>
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<tr>
<td>3</td>
<td>3 STRAY CATS</td>
<td>Various</td>
<td>RCA/1-4306</td>
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<tr>
<td>4</td>
<td>4 LITTLE BIG BAND</td>
<td>Various</td>
<td>RCA/1-4302</td>
<td>10</td>
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<tr>
<td>5</td>
<td>5 WAITIN' ON A WOMAN</td>
<td>Various</td>
<td>RCA/1-4304</td>
<td>9</td>
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<tr>
<td>6</td>
<td>6 ALWAYS ON MY MIND</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>8</td>
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<tr>
<td>7</td>
<td>7 PUT YOUR DREAMS AWAY</td>
<td>Various</td>
<td>RCA/1-4302</td>
<td>7</td>
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<tr>
<td>8</td>
<td>8 HANK WILLIAMS, JR.'Sgraveyard Hits</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>6</td>
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<tr>
<td>9</td>
<td>9 THE FAMILY'S FINE, BUT THIS ONE'S A MESS</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>6</td>
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<tr>
<td>10</td>
<td>10 THE BELMANS GREATEST HITS</td>
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<td>11</td>
<td>11 INSIDE THE FEMALE HUSTLER</td>
<td>Various</td>
<td>RCA/1-4300</td>
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<tr>
<td>12</td>
<td>12 QUIET LIES AROUND</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>3</td>
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<tr>
<td>13</td>
<td>13 BIG COUNTRY</td>
<td>Various</td>
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<tr>
<td>14</td>
<td>14 FEEL THE SPIRIT</td>
<td>Various</td>
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<tr>
<td>15</td>
<td>15 MICHAEL MARTIN MURPHY</td>
<td>Various</td>
<td>RCA/1-4300</td>
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<tr>
<td>16</td>
<td>16 SOMEWHERE IN THE STARS</td>
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<td>17</td>
<td>17 LOVE WILL TURN YOU AROUND</td>
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<td>18</td>
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<td>19</td>
<td>19 THE LEGEND GOES ON THE STALLER BROTHERS</td>
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<td>20</td>
<td>20 WANTED MAN</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>1</td>
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<td>21 FEEL SO RIGHT</td>
<td>Various</td>
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<td>22 PERFECT STRANGER</td>
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<td>24 SURE FEELS LIKE LOVE</td>
<td>Various</td>
<td>RCA/1-4300</td>
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<tr>
<td>25</td>
<td>25 IT AIN'T EASY</td>
<td>Various</td>
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<td>26</td>
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<td>27</td>
<td>27 16TH AVENUE</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>1</td>
</tr>
<tr>
<td>28</td>
<td>28 TOO GOOD TO HURRY</td>
<td>Various</td>
<td>RCA/1-4300</td>
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<tr>
<td>29</td>
<td>29 THE MAN WITH THE GOLDEN THUMB</td>
<td>Various</td>
<td>RCA/1-4300</td>
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<tr>
<td>30</td>
<td>30 CONWAY'S #1 CLASSICS</td>
<td>Various</td>
<td>RCA/1-4300</td>
<td>1</td>
</tr>
</tbody>
</table>

### Cash Box 94

**Produced by:** ALLEN CASH

**National Promotion by World of Music Promotions**

Jennifer Fox • Connie Carpentier
Reggie Randolph • Jenny Lind

For DJ promos, call 615/242-7412

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**JASON HAWKINS & The Fringe Benefits want to send you a heartfelt thank you to all the DJs!**

"The Devil's Angel" is climbing the national charts because of you!!

---

**I WISH THERE WAS ANOTHER WOMAN"**

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**CASH BOX 94**

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**CONI CAUSEY**
CASH BOX BECOMES HAZZARD-OUS — Former co-star of the DuKes of Hazzard television series Tom Wopat came by the Nashville offices of Cash Box recently with producer Morris Mazzant and representatives of CBS to discuss his recent affiliation with the Columbia label. Without citing the number of albums covered in the agreement, Wopat indicated that his association with Columbia would be a long-term partnership, and his first album, "Fruit Moon, Emily Pockets," is scheduled to ship in January. The tune was originally released by Montana Skyline. Although former co-Duke John Schneider is currently signed to Scotti Bros., a CBS-associated company, there are no plans to team the pair on vinyl, as Wopat and Post both promised that the newcomer's material will have a more solid country appeal than Schneider, who tends to lean toward A/C. Post, of course, is the same producer who worked with Dolly Parton on her 9 To 5 album, and is credited for a host of TV themes, including Magnum P.I., The Rockford Files, and The Adventures of Rin-Tin-Tin.

ALABAMA GOES TRIPLE PLATINUM — Alabama's "Feels So Right" album recently attained triple platinum status for sales over three million units. "Mountain Music" is now platinum, and "Ain't No Reason," while the group's debut LP, "My Home In Alabama," is over one million units. Bassist Teddy Gentry rejoined the group in Tuscaloosa Oct. 22 after he was sidelined with a mild case of bronchial pneumonia the day after the group took three awards at the Country Music Assn. (CMA) Awards Show telecast. The band will accept another award Nov. 20, the Most Popular Artist of the Year trophy from the Amusement and Music Operators Assn. (AMOA), given for the highest revenues generated through jukebox play over a one-year period.

KEEPING UP WITH JONES — After a busy day of personal activities and a sold-out appearance at Nashville's Grand Ole Opry House, PolyGram hosted an invitation-only reception honoring artist Tom Jones at the Opryland Hotel. Pictured are (l-r): Jones; Jerry Kennedy, vice president, A&R, PolyGram; and Joe Polidor, country manager, PolyGram. Heavyweights from the local music community, including several of the local music community, including Sarah Ophelia Colley Cannon. Ray Acuff lead the gathering in singing "Happy Birthday" at the event.


WYNETTS STIFFLED BY EYE INFECTION — Those who watched the CMA Awards show will recall Tammy Wynette's shining appearance in emerald sequins and sunglasses, which garnered quite a bit of attention at the post-Awards party. Apparently, a number of rumors, several of which were in the least bit flattering, arose in explanation of her glassess, but Epic officials claims that the shades were donned to hide a skin condition that had developed in her right eye. Though she wore the glasses through the week, including Saturday, when she entertained disc jockeys at her home outside of Nashville, they have been cast aside and the singer has gone done. Wynette was the first guest for the first time on Solid Gold Oct. 22, where she performed her current single, "You Still Get To Me In My Dreams.

FEELING COMPLETE — Following the signing of Vero Goodin, newly formed Complet Records has signed Narvel Felts to the label. His first Complete single, a reworking of the Platters' "Smoke Gets In Your Eyes," was recently released.

SLOWER THAN A SPEEDING BULLET — Following a dismal performance in which they lost all four games to the Nice Guys, headed by Gary Harrison of Dick James Music, Mary Del Frank of Almo/Imvir Music; and Will Robinson of Tom Collins Music (a.k.a. Uncle Fester, Cousin It and the Munsters), the Cash Box Bullets dropped to last place in the Music Business Mixed Bowling League with a record of six wins and 22 losses. In spite of the Bullets' poor performance, the team is still ahead of last year's pace when it won its opening game and proceeded to lose the next 19 in succession. Among the other members, the team's such notable industry personalities as Tex Davis of Monument Records and wife Betty; Charlie McCoy; Pat Mcguire of the musician's union; Wayne Wood of Barefoot Jerry fame; Karen Taylor-Good; Taylor Sparks, Mesa Records; Tommy & Karen Jeglem; and Ron Miller's West Group.

BITS & PIECES — Recent action at Sound Emporium included: Jerry Reed tapeing the fIght song for Burt Reynolds' "Tampa Bandits" football team; Roger Whittaker working with producer Shet Atkins on album of country and MOR standards for Tembo Records; Billy Sherrill mixing a George Jones album; Chuck Sacket mixing a Clifford Russell LP for St. Petersburg's Sugarcoat label. . . . Dottie West and John Schneider have supplied voice tracks for an upcoming animated television special, The Raccoon And The Dot Star. . . . Johnny Duncan is currently negotiating for management with Gene Ferguson. . . . Reba McEntire will sing "Can't Ever Get The Blues" at half time during nationally televised Orange Bowl game on New Year's Day. . . . Rosanne Cash will appear at Hard Rock Cafe in Lake Tahoe Oct. 29 and 31. . . . Wendy Holcombe is working on her first album with producer Harrison Tyner. . . . David Revenion and Barry Dale were both recording at Stargam Studios. . . . John Conlee and Mel McDaniel are both working on singles at Woodland Sound Studios with engineer Rick McGinnis.

J ust a little over a year ago, we had a dream that a thoughtful, innovative approach to record manufacturing and marketing could be successful, profitable and satisfying.

THANKS TO ALL OF OUR FRIENDS AND ASSOCIATES WHO HELPED US REALIZE THAT DREAM... AND TO CASH BOX FOR NAMING MAIN STREET "NUMBER ONE NEW RECORD COMPANY OF THE YEAR!"

Bert Bogash
General Manager

360 Lexington Avenue, New York, N.Y. 10017
(212) 557-2090

Tillis film company on Nov. 1. The new production company, headquartered in Nashville, will open an office at 439 Wilshire Boulevard in Los Angeles and has announced its first project, a feature based on the historical novel "Take This Land" by Richard Powell. Filming is set for late next year on location in Florida.
The Country Mike

PolyGram Prepares Christmas Card — To help country radio stations across the nation celebrate the upcoming holiday season, PolyGram Records will ship a special edition EP containing The Statler Brothers' four most popular Christmas tunes. The new EP, set to ship in early November, comprises songs culled from "The Statler Brothers' Christmas Card" album. Two classic yuletide tunes, "Jingle Bells," and "Away In A Manger," are included in this EP, along with two Statler Brother-penned songs, "The Carols Those Kids Used To Sing" and "What Time Does Christmas That I Didn't Think Of You." Although PolyGram is shipping the platter to radio, it will not be available for retail.

RKO Outlet Begins Christmas Fund — In a combined effort, KJH-TV and KHJ/Los Angeles have started preparations for the station's first Children's Christmas Fund to raise funds for disadvantaged kids in the Los Angeles area. The fund, started 37 years ago by RKO's New York stations, WOR-TV and WOR-FM, collects donations in cash and gifts from generous listeners and distributes over 2,000 gifts to area children. Both KJH-TV and KHJ radio cover all the various administrative costs incurred in collecting donations so that all funds generated go directly to the purchase of the Christmas gifts.

FINAN TO FILL CLEVELAND DRIVE-TIME SLOT — WHK/Cleveland has shifted Mary Kay air person Janice Finas from the afternoon drive slot left vacant after the departure of Bill Wilkins. Finan previously worked with WIXY-East Longmeadow, Md., and KYW/Philadelphia before moving to WHK. Program director Joel Raab will fill in at the midday slot for WHK until a replacement can be hired.

Sun Shines in Memphis — As selected by request listeners, WLVS-FM/Memphis featured country artist Joe Sun at its "Parking Lot Party," its annual appreciation party for its listeners in the Memphis area. Audience response to Sun's earlier appearance at Memphis' "Cotton Carnival Music Fest" brought Sun's name to the attention of station owner Sam Phillips, who, in turn invited the singer back to Memphis to play for WLVS's listener appreciation festivities.

StaT Promot ion Links Radio and Distributors — In conjunction with a concert swing through Texas, singer George Strait was interviewed by KDJW/ Amarillo for a remote radio broadcast while doing an in-store appearance at the local Hastings record store. KDJW and Hastings also sponsored a special evening for a lucky fan picked from a drawing at the record store, which included the sweepstakes winner to a pair of tickets, a limo ride to and from Strait's concert in Amarillo and free dinner prior to the show.

CONGRATULATIONS — To John Brejot, music director for WKHK/FM/New York. Brejot entered the 26-mile New York City marathon Oct. 24 and crossed the finish line in Central Park in a time of three hours and 52 minutes. Some 16,000 people entered the nationally televised run.

New Programmers Pick

Buddy Covington
KNUZ/Houston

Hard Candy Christmas — Dolly Parton

Terry Slane
WIRK/West Palm Beach

Baby I'm Gone — Terri Gibbs — MCA

Bill Manders
WTD/Toledo

Praise The Lord — Bobby Bare — Columbia

Mark Andrews
KWJ/Portland

Blue & Broken Hearted Me — Burrito Brothers — Curb

Chris Taylor
WYNN/Omaha

Romance — Louise Mandrell — RCA

Tim Williams
KOE/Austin

Closer To Crazy — Jan Gray — James

Steve Sauder
KSSS/Salina, Kansas

Like Nothing Ever Happened — Sylvia — RCA

Gary Hightower
KFDI/Wichita

What She Don't Know Won't Hurt Her — Gene Watson — MCA

Mike Carta
WIL/St Louis

Goin' Where The Lonely Go — Merle Haggard — Epic

Joel Raab
WHK/Cleveland

The Elvis Medley — Elvis Presley — RCA

J.D. Cannon
WFMS/Indianapolis

(Stillin' On) The Dock Of The Bay — Waylon Jennings & Willie Nelson — RCA

Dale Elchor
KWM/Tl. Dodge

Turn The Pencil Over — Porter Waggener — Warner/Viva

Kevin Herring
WWW/Detroit

Thank God For Kids — The Oak Ridge Boys — MCA

Rob Ryan
KWN/Tulsa

Cherokee Fiddle — Johnny Lee & Friends — Asylum

John Brejot
WKHK/New York

Old Home Town — Glen Campbell — Atlantic America

Country Mike's Review

Most Added Country Singles

1. The Elvis Medley — Elvis Presley — RCA — 31 ADDS

2. Like Nothing Ever Happened — Sylvia — RCA — 29 ADDS

3. What She Don't Know Won't Hurt Her — Gene Watson — MCA — 27 ADDS

4. I Wish I Was In Nashville — Mel McDaniel — Capitol — 25 ADDS

5. Romance — Louise Mandrell — RCA — 16 ADDS

Most Active Country Singles

1. A Love Song — Kenny Rogers — Liberty — 65 REPORTS

2. You & I — Eddie Rabbit with Crystal Gayle — Elektra — 62 REPORTS

3. The Bird — Jerry Reed — RCA — 46 REPORTS

4. (Sittin' On) The Dock Of The Bay — Waylon Jennings & Willie Nelson — RCA — 35 REPORTS

5. Somewhere Between Right And Wrong — Earl Thomas Conley — RCA — 44 REPORTS

Singles Reviews Out Of The Box


Murphy's last offering, providing the singer with his first #1 country outing, was a well-honed ballad, but he turns the tables here with a stingy comp of daring risk. Murphy's inspired vocals float amidst a rockin' lead guitar and throbbing acoustic work to accentuate an extremely enticing melody. Murphy takes no chances on this disc, but it appears to be a sure-fire winner.

Feature Picks


Tanya Tucker (Arista AS0677) Cry (3:44) (Blackwood Music, Inc. — BMI) — (G. Murphy, F. Musker) (Producer: D. Malloy)


Roy Acuff and Boxcar Willie (Elektra 7-9937) Fireball Mail (2:39) (Milenie Music, Inc. — ASCAP) — (F. Jenkins) (Producer: W. Rose)

New and Developing


Tompall & The Glaser Brothers is easily one of the most sedate acts on the scene today, but Glaser shows a more effervescent side on his solo debut, riding the crest of a wave of catchy hooks and pop melodies. Glaser's patented straight-ahead rhythm section and strong harmonies combine to give the song a basic country flavor on the initial release from Don Tolle's Noble Vision label.

Album Reviews


The Stranger has become an easily recognizable force in country with his candid commentaries and swinging vocals, and his latest continues in the tradition that garnered him a pair of CMA nominations. As is often the case, much of Hag's material is rather sedate and laid back, focusing on pain-inflected lyrical abilities, although "Someday, You're Gonna Need Your Friends Again," penned by #1 country utanisms, is a slight departure, taking Haggard as close to a pop sound as he's ever come.

I Write It Down — Ed Bruce — MCA-5323 — Producer: Tommy West — List: 89— Bar Coded

As the title indicates, Bruce incorporates 10 self-penned tunes to showcase his abilities as a songwriter as well as a singer who maintains an incredibly smooth delivery. While the production never quite allows the material to become energetic or rousing, it is a quite consistent affair, showcasing his relaxed demeanor amidst a flowing backdrop set with thick backup singing and simple country tunes.
Country Radio Seminar Weighs Growth With Educational Opportunities

(continued from page 20)

successful in our industry? Certainly they're doing something right, and there's something to be learned from that. The seminar, which was held in conjunction with some 116 broadcasting schools in the southeast to qualify seminar attendance for academic credit, has reached an agreement with both Republic and American Airlines to provide a 30% discount to seminar participants riding coach to make the seminar a more affordable event, and it is currently taking steps to ensure the stable future of the industry. The association has also arranged with some of the 116 broadcasting schools to offer seminar attendance for academic credit.

Additionally, the organizing committee is initiating the OCRB Update, a complete listing of key radio personnel at country stations across the nation. Currently the Country Music Assn. (CMA) provides such a service once a year, as does Cash Box magazine in its February Country Radio Directory. But OCRB officials claim that their information will be more comprehensive by being compiled twice annually.

When the Grand Old Opry originally began celebrating its birthday 30 years ago, the festivities were held in November, the actual month in which the Opry was founded. But, when the CMA was formed in 1958, it worked in conjunction with WSM, Inc., to move the event to October when the Nashville climate is more suitable for incoming visitors.

Walker-Meador also lamented the fact that while registration for the week equalled last year's mark of approximately 3,000, at least 2,000-3,000 participated in some events without registering. She noted that half of the "small registration fee" of $50 is earmarked for the Opry Trust Fund. While she admitted that 'anybody in the industry almost can get a ticket to a CBS or RCA show,' she felt that other industry organizations should follow the example of the CMA and register two-to-five people in an effort to "endorse the trust fund."

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Weather A Factor

While she agreed that moving the convention to the final week of October may provide a more stable and continuing pattern of sales in response to Country Music Month on the part of consumers, the convention has been placed in the second week of October because of hotel availability and the increased likelihood of favorable weather conditions.

JAPANESE PUBLISHERS VISIT NASHVILLE — Members of the Music Publishers Assn. of Japan were guests of honor at a recent luncheon at the Broadcast Music Inc. (BMI) offices in Nashville. Thirty-five representatives from Japanese publishing companies, record companies, radio stations and other organizations are here: music critic K. Hiroi and K. Kishiho, tour leader and representatives of JASRAC, the Japanese performing rights society.

Post-Country Music Week Activities

Center On Radio, Retail Promotions

(continued from page 20) Nielsen ratings service, making it one of the most-watched programs of the week, and the last half-hour actually pulled a 41 share. ABC-TV and NBC-TV fell behind in the 20s.

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Barking Pumpkin
A Family Affair
With Frank Zappa

(continued from page 11)

...a practice pattern in the area and a few beverage companies.

"We do basically all of our own advertising and promotions...but the CBS branches have been especially helpful...and we owe a lot to CBS' Paul Smith, Cal Roberts and John Birget."

Spokesman for television, Moon Zappa's acting career got off the ground as a result of "Valley Girl," with such diverse performances as the "public relations czar" in a debate with former Watergate figure G. Gordon Liddy, fresh from his appearances with Dr. Tim Lasry. On Nov. 7, Moon is being honored as a Newsreader of the Year by the Valley Press Club in its annual awards dinner for bringing the San Fernando Valley to the attention of millions.

Barking Pumpkin representatives point out that the company is presently in the process of negotiating a marketing contract with a top marketing firm for "Valley Girl." The single has sold 33 million copies, and sales rates near its pre-strike, were up to 200,000, mostly coming out of the east and west coasts.

While Moon continued to make the rounds on the talk and entertainment TV show circuit, having done Two On The Town, Late Night with David Letterman and The Tonight Show, Moon told his brother, "I've got a wonderful relationship with my sister Dweezil ("Mother Is A Space Cadet" and "Crunchy Water"), her father wrapped up a European tour. However, during a break of his customary holiday shows in New York and Chicago on Halloween and Thanksgiving, respectively, Frank recently completed work on a video project.

Entitled "The Dub Room Special" (because it was put together in the dubbing room of an L.A. studio during last summer's outstanding past performances, such as 1975 dates featuring the Mothers of Invention with George Duke and Ruth Underwood), as well as current footage. In lieu of his N.Y. C Halloween date, Zappa planned to show it that night at Maxim's TV. As such show was included. At the same time, Warnar Ames's MTV is repeating last year's Halloween show at the Palladium.

Feature Films
In the feature film area, Zappa's film Baby Snakes, which was released on a limited run basis in a handful of markets some time ago, is being sent out "on a concert tour," playing market by market, according to officials at Barking Pumpkin. Zappa is presently mastering the album on which the film is based, compiled largely a family-type enterprise, with more of the family becoming involved this year as production continues. Nevertheless, although, it reflects the unique satirical and musical accomplishment of its creator, Zappa's film is less regarded to as a "social commentator and humorist." What else could you say about a label that Frank named after his wife, Gail's, c oauths, which also are called "the sound of a Barking Pumpkin?"

Betamax Bills Filed
In Supreme Court
(continued from page 5)

will afford, individuals the ability to replicate electronic content...that the CBS [Network and CBS, Inc.], Inc. told the court that "every broadcaster is threatened by...argument that the broadcast programs offered by the television networks make them fair game for home copying."

A host of other briefs favoring the Universal-Dishon position were filed by such other groups as TV and movie producers and distributors, entertainment entities, public television stations and programming groups.

Earlier, briefs supporting the Sony position were filed with the court. Sony's view is that an "owner" of a particular recording may not prevent utilization of the recording work, but falls under the fair use doctrine. "The recording made in the course of recording a television broadcast is protected by copyright as an original work of authorship...the recording of a broadcast...remains purpose of time-shifting (being able to view the TV program at the viewer's leisure, rather than in the traditional broadcast time) and the audio-visual nature of the program is aired), and thus constitutes fair use. Also, the consumer councils of six states that represent home video consumers of both national consumer councils, five advertising agencies, the attorneys general of 17 states, and companies such as Sony, Inc. (the pharmaceutical house makes the magnetic particles that are used in the manufacture of electronic video tape), the American Library Assn. and Viare Publishing Co., publisher of Video Review. And, of course, dozens and dozens of manufacturers, distributors and retailers.

RCA Reports Higher Sales, After Earnings
(continued from page 1)

income of $166.6 million, or $1.55 per common share, compared with a loss of $3.8 million, or a negative 73 cents per common share, for the same period last year. Earnings for the first nine months were nine percent higher than last year, before giving effect to the 1-for-2 stock split announced in June and a gain of $29.1 million in January 1982 from the program to divest peripheral businesses.

RCA said that sharply increased third quarter revenues and earnings for the Communications segment to the sale of five transponders on the Satcom IV satellite. C.T. Financial's best third quarter ever resulted from the higher revenues and declining interest rates. Hertz's third quarter earnings substantially bettered those of 1981 without regard to the special provisions for consolidation of assets and restructuring of truck operations in the third quarter of 1981.

The recently announced deal showed strong sales of video discs, and RCA expects that sales of players and discs will top $200 million for the year.

Record Turnout
For AES Despite Poor Location
(continued from page 5)

"Perhaps because this is the first year that we've had just one convention, but it's the largest we've held so far," he said. "Just about everyone from the audio equipment and workshop sessions, which is a good number."

In fact, Plunkett noted, that in talking to exhibitors, "the fact that AES has not selected such an "exhibit-only" day in its schedule. Plunkett called the experiment "very successful" and added that AES is hoping to make it a regular part of the convention.

Among the outstanding paper sessions was the Oct. 26 plenary session on psychoacoustic illusions, a combination lecture, discussion and demonstration, by Diana Deutsch of the University of California Department of Psychology. The papers were presented by members of the Audio Auditory Illusions And Their Bases, Richard M. Warren, University of Wisconsin, Department of Psychology; "Binaural Beats" and their applications as Sources of Psychoacoustic Illusions, Michael Kubovy, Rutgers University, and "The Psychology of Sound," Joseph A. Spano, University of California, Davis, Department of Psychology.

The next AES convention is set overseas for Eindhoven, The Netherlands, where Plunkett said "a fairly good number of papers are expected to be delivered." The AES is slated for Oct. 8-12 in New York City.

Columbia 'Team' Delivers The Hits
(continued from page 12)

with a carbon copy of what we did with Loverboy," says Arma Andon, vice president of Marketing. "You don't grasp that kind of sales without support. We have to really push on those singles that you believe in and a lot harder."

We sent field staffs began reporting unusual excitement for Men At Work in such markets as Dallas, Houston and Seattle, the band's latest record, and expect sales in those regions. "We're not looking for tonnage when we do that," says Sherwood. "We're looking for it to build on an upfront visibility and genuinely sell records."

Two years ago we saw the same thing in Dallas with Tommy Tutone. By capitalizing on it, we not only took Tutone to the second level, but we also set up the next level. As a result, we found out that art is that good, the feedback goes through the company, and everybody gets the feeling — salesmen in other regions get on board and you start to gain lining.

It could have easily been a national push," says Ray Anderson, vice president, label operations, and it's capitalizing on the description plan for Men At Work. "We knew we had something that was a proven seller, but we didn't know if it would stand up again our own superstar acts like Santana, Loverboy and Journey. So you have to sound yourself and target a market place. We picked the Dallas, Seattle and Los Angeles markets because they had shown the most interest when we first took it around."

Along with the station push, the promotion department worked in tandem with the concept of all segments of the industry that cassette tapes should be better marketed. It's time to think outside the box. We need to reflect the reality that there is no consensus among those segments as to how it can be accomplished."

"One thing I know for sure," Jim Bonk, senior vice president of the Star/Carmelot record company, says, "I believe that competing manufacturers to make two different packages. They just ain't gonna do it. You could sell your package, which is a new box they make or buy it unpackaged.

"Do what WEAI did," he added. " pass along a discount for open tape mechanism, different packaging. This was something like the many of the racks, had developed a generic "4x12" cassette package for its store to permit open merchandising of the product. Although his chain has used such a box since 1967, he said that the WEAI discount and the individual distribution of tape packages were "band-aid measures."

"What are we going to do when the Comp- pact Disc comes into the market?" asked Bonk. "We want to know when the micro-cassette comes of age?"

Another point raised by Bonk, which also relates to the concern raised by some manufacturers, is the cost of manufacturing a new package for cassettes.

The "big 4x12" package, he says, will have to be four inches bigger than the "normal" pack, said Bonk. "If the package comes the cassette to cost more, it would be the wrong move. As it stands now, consumers don't do sell cassettes at a higher price to make the consumer pay for our packaging."

Although he said he was pursuing a final consensus among manufacturers on an improved tape package, Stan Layton, vice president of the Better Packaging Council said, "Someone must pay for it. If we add a package to the existing package, then there'll be an added cost.

Lou Dennis, vice president of sales at Warner Bros., agreed that there still was no consensus on what package should be selected, but also said that he was "glad the rash of Labbers passed a resolution. It doesn't mean we'll be taking at the right time, but, they did clearly express their feelings.

"People will continue to experiment," he said, "and most will be looking at that happen when we return a market tomorrow in development of their packages.

"We understand the problems of both packs and retail," Simon continued. "There are essentially two businesses; one is retail and one is rack. They are separate."

Cashbox/New York 6, 1982
BLACK CONTEMPORARY

TOP 75 ALBUMS

1. FORVER, FOR ALWAYS, FOR LOVE - LUTHER VANDROSS (Fat Joe 8325) 10/30
2. GET LOOSE - EVELYN KING (RCA AFL-1337) 11/1
4. LIONEL RICHIE - LIONEL RICHIE (Motown 816816) 6/4
5. SILK ELECTRIC - THE SILK ELECTRIC (RCA APL-1384) 5/5
6. JUMP TO IT - ARRESTA FRANKLIN (Arista AL 9002) 4/14
7. KOOL & THE GANG - GROOVIN' (Columbia SDR 8905) 7/6
8. ZAPP II - ZAPP (Warner Bros. 9 23583-1) 8/14
9. SNEAK OUT (STAY AWAY ME) - DENISE (Colston/Ado 90001-1) 11/12
10. TANTALIZINGLY HOT - STEPHANIE MILLER (Casablanca Play- em BFL 776) 9/30
11. INSTANT LOVE - CHERYL COBURN (Columbia FC 38557) 9/18
12. THE MESSAGE (Island A&M) - GM & THE ISLAND (Sugar Hit SH 268) 18/4
13. JEFFREY OSBORNE (Asylum) 15/21
14. CHANGE - BARRY WHITE (United Soul/Soul FC 38648) 14/10
15. GAP BAND IV - THE GAP BAND (Total Experience/Gramm-Tec IV-3001) 16/22
16. LET ME TICKLE YOUR FANCY - JERMAINE JACKSON (Motown 60014) 17/14
17. THIS ONE'S FOR YOU - TEDDY PENDERGRASS (Philadelphia Intl./CFS 5118) 13/12
18. GWEN GUTHRIE - (Island AFC 3389) 20/9
19. IF THAT'S WHAT IT TAKES - MICHAEL MCDONALD (Warner Bros. 3 22703-1) 21/8
20. WILD NIGHT - CLARK CARLTON (RCA APL-14423) 26/3
21. SECOND TO NUNN - BOSKYN NUNN (Motown 6023) 28/5
22. NEW DIRECTIONS - TYAVEXA (RCA APL-1357) 23/7
23. THROWN DOWN - RICK JAMES (Westside/60050U) 19/23
24. THE BAD C.O. CARL. CARLTON (RCA APL-14423) 26/3
25. AGNES SUMMA - (Geffen GHS 2087) 24/11
26. WE ARE ONE - JANET JACKSON (Blackbird BB 3335) 34/22
27. THE REAL DEAL - THE SIBERT BROTHERS (Blackbird BB 3335) 22/12
28. WE GO A LONG WAY BACK - BLOODESTONE (Motown/Motown 52075) 21/8
29. HEARTBREAKER - DARRELL WILLIX (Arista AL 9009) 45/3
30. TOUGH - KURTIS ROYAL (Motown/Motown 1-805) 31/7
31. ALICIA - ALICIA MYERS (MCA-5181) 34/7
32. THE OTHER SIDE OF THE RAINBOW - CLAIR (Capitol ST-12293) 50/2
33. HONESTY - CURTIS MAYFIELD (Arista AL 8027) 38/5
34. JANET JACKSON (A&M 5007) 43/2
35. SUNRISE - (Boardwalk BB-33257-1) 29/7
36. WORDS, SOUNDS, COLORS, AND HAPES - DONALD BYRD AND 125TH STREET, N.Y.C. (Island 918-013) 41/5
37. EDGIE MURPHY (Atlantic SP-4598) 37/11
38. KEEPIN' LOVE NEW - HOWARD JOHNSTON (A&M SP-4995) 33/16

BEAUTIFUL NIGHTENGALE - High-rise recording artist Maxine Nightengale was at SF Recording Group in Hollywood putting the finishing touches on her new album.(It's A Beautiful Thing) Picture-sealed are (l - r): Sam Brown, Nightengale's producer; and Steve Pouliot, engineer. Pictured standing are (l - r): Ken Story, KSF founder-president; Vannney Sneeden, KSF, and Nightengale.

THE RHYTHM SECTION

BACK TO THE BAHAMAS - Making its second foray there in as many years, the Black Music Assn. (BMA) has helped organize a series of clinics in the Bahamas. Oct. 31-Nov. 6, which will feature the cream of America's funkier crop. According to George Ware, executive director of the BMA, George Clinton, Funkadelick's leader, and Bennett Worrall, Mike Howard, James Brown and Tony Horne propinucy Maco Parker and Fred Weasley and Dr. Donald Byrd are set to travel to the island resort to help local musicians polish their burgeoning natural music resource, known as "junkanoo." Ware said that at the request of Bahama Musicians and Entertainers Union secretary general Ronald Syma, the BMA has organized the musical contingent to conduct workshops on how the junkano sound can be fused with the commercial elements that have helped funk and reggae music become widely accepted music genres. "We hope to help the artists in the Bahamas achieve with their music what the Jamaicans did with reggae," said Ware. "Unlike the U.S., where music is considered more of a leisure commodity, the tourist trade in the Bahamas has made music more important to the economy. There's more music per square foot in the Bahamas than anywhere else I've been." He added, "I also have a fantasy that new rhythmic sounds like junkano can infuse more excitement into American music." The BMA contingent will be staying and operating from the Bal Morial Beach Hotel in Cable Beach, Nassau, Bahamas. Studio demonstrations will be conducted at Compass Point Studios, owned by Island Records svengali Chris Blackwell. Although he could not confirm any intent on the part of the visiting artists to record any music with local talent, Ware said with a laugh, "George Clinton can turn any rhythm into a bankroll."

VERY FUNNY FELLOW - His face and amiable charm is now connected with so many products -- including Coca-Cola, Jello and Ford Motors -- one might forget that before he became an accomplished television and film star and frequent late night guest host on the Tonight Show Starring Johnny Carson, he was one of the country's premier comedians. Only the irrepressible Bill Cosby fits this description and he's back to the laugh-grooves in fine form with Motown's release of his newest album, " Himself." That also happens to be the title of a 20th Century-Fox movie which was made in conjunction with the record. Recorded and filmed at Hamilton Place in Ontario, Canada, the album and film were described by Motown vice president of sales, Milly Louden, in terms reminiscent of the form of Richard Pryor's recent Live On The Sunset Strip album and film, "but, of course, much cleaner." Routines on the LP include a trip through natural child birth with Cosby and his wife, Camille, and an exorcistuating visit to the dentist. London said that considering Cosby's broad-based appeal and the PG rating of the LP, "this is definitely a rack item because of Bill's sales and penetration into white audiences." He said that Cosby's LP "would be bigger than Kilburn's new album, "Easy On The Eyes," and I'm putting a lot of money on ABC's radio advertising at retail and mass merchandising outlets. London added that a special condensed version would be released to radio for expedient airplay. He said that point-of-purchase and other display material are being developed for in-store use. Cosby has not had an album release on a major label since his last Capitol LP. But his newest record outting will support the contention that Bill Cosby is still a very funny fellow.

CAPITAL CHAPTER - The Black Music Assn.'s recently formed Washington D.C. chapter is holding a fundraising event Nov. 4 at the Chapter II. PolyGram recording act Star Point is the featured entertainment for the event, which is expected to attract the capital city's top broadcasting talent in addition to Congressman Walter E. Fauntroy, On the Rise - Veteran crooner Tyrone Davis recently signed a recording pact with the HighRise Entertainment Company, which plans to release his debut single, "Are You Serious," Nov. 3. After release of his album and his debut album for the company, Davis is scheduled to embark on a 15-city tour.

THE SLAY WAY - Despite his brushes with the law, rumors and reports that he no longer has the magic that made him a universal hit in the 60s, and his rather fruitless efforts at touring with funk brethren George Clinton, Sly Stone will soon be back in the record on a LP on Warner Bros. Records. The label is currently readying release of his Ain't But The One Way for Dec. 29.

SHORT CUTS - The Time, which scored strong last year with its self-titled debut Warner Bros. album and are currently at #3 on the Cash Box B/C Album chart with "What Time Is It?", have had some group members flexing their muscles on other acts' projects of late. James Jam III and Terry Lewis of The Time wrote and/or produced four tunes on Solar recording artist Klymaxx's current LP, including "Wild Girls." The same duo (although James Jam goes under the name of James Harris) is also responsible for the latest single from Tabu/CBS recording group The S.O.S. Band. "High Hopes." Jermaine Jackson will join Hall & Oates, the Go-Go's and Ronnie Milsap on Dick Clark's New Year's Rockin' Eve, set to air on ABC. Suzanne Somers's CBS Winter Special will feature the versatile and volatile Pointer Sisters, who taped segments in the show in Frankfurt, Germany.

Michael Martinez
On the charts, our name speaks for itself.

SONNY CHARLES
"Put It In A Magazine"
SHR2001
CASHBOX 31*
BILLBOARD 37**
From the album
"The Sun Still Shines"
Shipping this week

ALPHONSE MOUZON
"The Lady In Red"
SHR2000
CASHBOX 47*
BILLBOARD 49**
From the album
"Distant Lover"
Shipping this week

MAXINE NIGHTINGALE
Featuring Jimmy Ruffin
"Turn To Me"
SHR2004
CASHBOX Up and Coming Single
From the album
"It's A Beautiful Thing"
Shipping this week

TYRONE DAVIS
"Are You Serious"
SHR2005
Shipping now
From the album
"Tyrone Davis"
Shipping Nov. 10
Argentina

BUENOS AIRES — John Lear, managing director of the electronics company who returned from a tour of Uruguay, Bolivia, Chile, Ecuador, Peru and Columbia. Lear has been appointed to the head office of the group in Argentina, his new role will include responsibility for home computer software and hardware.

The main theme from rock opera Elvira, "Don't Cry For Me, Argentina," is being released and has been receiving airplay in local stations. The first recording to appear is by Viviana Vigil, a former folk singer who has previously worked with the legendary Bandas Argentinas.

JAPAN

TOKYO — Nikko Video Sales Co., a new video software company, has been formed by Nikko, a major U.S. retail, and K.K. Pack In Video. The new company will combine the video software marketing functions of the three companies in order to better facilitate future growth.

Toshiba/EMI has set a big promotional campaign for the winter sales season, entitled "Winter Sales '83." The campaign will concentrate on three new series: "New Music for New U.S. citizens," "Ladies Vocal '83" (International repertoire) and one with movie and TV theme songs and soundtracks.

According to a recent report, Nippon Columbia has started a campaign that will feature giveaways of Denon headphones. Nippon Columbia is currently pushing its top nine LPs. The campaign will last until Jan. 31, 1983, pushed by the offer that the first 2,000 customers will receive an LP.

In its campaign for the holiday sales season, Upfel Records will concentrate on its international repertoire. The campaign lasts until Jan. 31, 1983.

Pony Records has entered the home computer software field with a new company called Ponsy. Bounding on Oct. 21, the company started releasing software for home computers for about 2,800 yen ($11). The company will release about 10 titles per month until the end of the year.

UNITED KINGDOM

LONDON — Multi-channel cable TV has been given the go-ahead in the U.K. by the government, clearing the way for the introduction of a new service. The three-man committee recommended wide cable broadcasting on a trial basis, conditions for which would extend to the public's view-

ing choice while safeguarding public service broadcast. The Hunt Commission noted that cable broadcasting should not be restricted by public service-type regulations, as such bureaucracy would "limit the initiative and diversity" in the new U.K. broadcasting system. A major PolyGram executive released plans for a new office in the area recently. The PolyGram's present position will be filled by Ramon Lopez, currently managing director of PolyGram's Mexican operation, Harold, currently PolyGram International president, becomes chairman of a newly created division.

Classics — where the three classical labels retain their individual identities as Decca (London, Decca, Sony), EMI (Brann) and Philips (Barns), Rudolph Gasnier will take over from Harold as PolyGram International president.

The old Pye Records Label, which became Pye and then was slimmed down during the height of recession to become a distribution label, is going to form a record company again with a new plan to develop a roster of U.K. acts. The expansion program began recently with the signing of The Searchers, the old '60s hit act, with its first release out next month.

David Yeats has been appointed PR head at A&R after working for a time with WEA and RCA Records. "Gone Tropp," which is a reference to being on permanent "painkillers," is the follow-up to the live album release by George Harrison. The LP features 10 tracks mostly penned by Harrison and produced by Jeff Lynne of Electric Light Orchestra.

The first-ever Jamaican World Music Festival is running this month in Montego Bay. Apart from reggae performances by Jimmy Cliff, Peter Tosh, The Maytals, the festival will feature rock artists, including Jackson 5, Gladys Knight & The Pips, Ronnie Milsap, Stacy Lattisaw, Jimmy Buffet and The Clash.

International Divisions Push New Acts, Top New Markets

International

including Hong Kong, Japan and the Philippines, where Hall is strong. The concert in Japan is Alpert's first there in nearly two years.

Chris de Burgh will promote his new album, "The Getaway," in Europe at the end of the year. "Love Is To Your Name," which appeared on the Yamaha and gold (for his first LP) in Germany, Bryan Adams is in Japan to participate in the Yamaha Festival.

Joe Jackson is continuing his tour of Canadian and American cities, and Mental Records is participating in the management of the U.S. tour. Jackson will tour with fellow Australians Man At Work. Squeeze is in Europe at the end of the year.

CBS Records is Super-

tranp's Oct. 26 release of "Famous Last Words." The band will back it with extensive promotional tours in England, Europe, Japan and Canada.

Atlantic

According to Cherry Mitchell, vice president/international manager, Atlantic Records, this year's fourth quarter is unusual in that it lacks the heavy hitters, most notably Fleetwood Mac, Plant, Crosby, Stills & Nash, Ted Nugent, and Peter Townsend, came out in June or shortly thereafter. Atlantic, however, will note that a major release this quarter would generate typical fourth quarter numbers and would be announced shortly.

CBS Records, whose big releases, the label is active in foreign markets. Testing of South America is taking place with the Gino Socio promo tour, which Mitchell said is the first time that WEA has sent an artist there for "consistent" promotional exposure.

Appelbaum-Hebert

Report Due Nov. 16

OTTAWA — The federal inquiry into the arts, better known as the Canada Council, is expected to issue its recommendations Nov. 16, co-chairman Louis Appelbaum says.

More than 100 recommendations to revise Canadian cultural policy are expected to be handed down in the 440-page report. The broadcasting community will receive a great deal of attention from the committee, but early press leaks of some of the recommendations show the industry won't come in for many changes.

Appelbaum declined to discuss the press reports, saying that they were not final and had not been approved.

The committee's report, based on weeks of public hearings last year, will form the basis of a new federal broadcasting strategy expected in late November. Communications Minister Francis Fox has said. Other recommendations are expected to be part of impending arts legislation, which may not be passed until as late as 1984.
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**INTERNATIONAL DIVISIONS PUSH NEW ACTS, TAP NEW MARKETS**

(continued from page 37)

Laurel Brand has nothing to do with TV and company convention connection in Venezuela, since "Gloria" is taking off in South America.

Other action includes Robert Plant, who is currently doing TV and promotion in Europe; AC/DC, which is finishing English tour dates; and various catalog campaigns.

Capitol/EMI/Liberation

Miami Beach's Little Steven & The Disciples of Soul last week appeared on The Rock Night, an infrequent satellite-carried TV series that goes across Europe to 50 million viewers from Japan, Germany. Brand said that the group's debut on the show was important in the advance of this week's U.S. release, which is to capitalize on the show, and that Hamburger's biggest retailer exported selling out of "Stop Making Sense" the next four weeks.

Kim Carnes also did a satellite show, this one from Los Angeles for the BBC, prior to her early October promotional tour there, and in four European countries. Martha Davis of the Motels is currently in Europe, and Devo was in the UK last week, which is also doing video in England.

Forthcoming concerts include Earl Klugh, in England; Motels in Australia, and George Thorogood in Europe. Melba Moore just returned from personal appearances in England, and Billy Squier has TV scheduled in Europe in December.

**CBS**

CBS is devoting all of its bulk of its energies into product and tour support of the recent major releases on the CBS and E/P/A labels, as well as the many labels which it distributes outside of the U.S. It is also continuing to work with records and artists that have been significant throughout the year.

Toto, RED Speedwagon, Asia and Neil Young are a few of the many acts doing European dates this quarter. Loverboy is currently on tour in Europe. Another important fourth quarter push at CBS is the Annie soundtrack, to coincide with the movie's opening in February 1982.

**ENROUTE TO ROWDY — “Don’t Stop Trying” is the first single (“17” and “12”) by the group Rowdy, which recently signed a recording agreement with Millennium Records. The group's debut LP, "Horizontal Hold," is being prepared for December release. Picture-

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**june**
Look for a "Ms. Pac-Man" car in the Malibu Grand Prix race car-themed outdoor amusement centers. And why not a car when the little lady and her male counterpart are gracing everything from your television screen (via the Pac-Man TV series) to a multitude of merchandise that's wearable, edible, useable — and, of course, playable . . . Bally Midway's vice president of marketing Stan Jarocki, who was among industry luminaries in attendance at the recent IAA convention in Tokyo, noted that the show featured a few games that "could be considered very interesting" — among them, "Super Pac-Man" and "Pole Position." He advised that "Burger Time," licensed by Bally Midway from Data East, will be ready for sample shipment by early November. This "cute" game will be produced in upright, cocktail and Mini Myte models. Stan also told us to be on the alert for some exciting "surprises" from Bally Midway at AMOA Expo '82.

Attention jukebox ops. "Grandparent's BW "Companionship" by Mickey Rooney & The Talent Towners on the Moss Music Group label has been making some headway in jukeboxes, according to Ben Arrigo of Glenn Productions.

Centuri Reports Third Quarter Financial Results

HALEAH, Fla. — Centuri, Inc. reported operating results for the third quarter ended July 31, 1982 and simultaneously announced that it has finalized the acquisition of Outdoor Sports Headquarters, Inc.

Revenues for the third quarter were $2,200,074, resulting in a net loss of $1,987,070, or 19 cents per share. This compares with revenues of $14,835,980 and...
Centuri Reports Third Quarter Financial Results

(continued from page 29)

net income of $2,200,144, or 22 cents per share for the third quarter of fiscal 1981. Revenues for the first nine months of fiscal 1982 were $12,584,439, with a net loss of $1,384,061, or 14 cents per share. This compares to revenues of $37,558,579 and earnings of $5,221,406, or 52 cents per share, for the comparable period of the prior year.

Centuri board chairman Milton Kofman also announced the completion of an agreement to purchase all of the outstanding stock of Outdoor Sports Headquarters, Inc. The Ohio-based firm, and its wholly owned subsidiary, Gilbert Sporting Goods Distributors, Inc., are involved in the wholesale distribution of outdoor sporting goods. The company had revenues for the year ended Dec. 31, 1981, aggregating approximately $120,000,000 with income before taxes of approximately $5,000,000. Centuri, Inc. had fiscal 1981 revenues in excess of $60,000,000.

"Financial Flexibility"

"The intent of this acquisition," said Kofman, "is to provide an additional, consistent revenue and earnings base for Centuri, Inc. which is involved in the volatile video game industry. We feel the addition of Outdoor Sports Headquarters, Inc. will give us greater financial and management flexibility."

In connection with the acquisition, Centuri issued additional warrants to the holder of its 10% senior convertible note in consideration for the waiver of certain covenants. According to Kofman, Centuri is optimistic that fourth quarter results will improve significantly, reflecting the impact of the acquisition.

Bally Midway Hosts Week-long Service School Sessions

CHICAGO — The sixth annual week-long service school, under sponsorship of Bally and Bally Midway, was held Sept. 27-Oct. 1, at Howard Johnson’s in suburban Schiller Park, Ill.

A capacity turnout of students, representing distributor and operator firms, nationwide, participated in the course which focused on Bally pinball machines (Sept. 27-28) and Bally Midway video games (Sept. 29-Oct. 1). Instructors included Arnie Arastad, Ed Schmidt and Pete Gustafson for Bally; and Andy Dacey, Bob Norton, Kevin Moeller and Ross Howard for Bally Midway. Diane Guzzi, of Bally’s service and marketing staff, coordinated arrangements for attendance and hotel accommodations.

Circle Names King Branch Manager Of San Diego Office

LOS ANGELES — Brad King has joined Circle International as branch manager of the firm’s San Diego office. A former Southern California resident, King resigned his position at Jack’s Amusement in El Dorado, Ark.

"The decision to leave Jack’s was a difficult one to make," said King. "Jack Ethridge is an incredible man to work with and I truly admire him. The position with Circle in San Diego will offer me added challenges and responsibilities, plus the option to scuba dive after work," he added.

Circle’s San Diego office is located at 5460 Kearney Mesa Road.

Oscar Robbins, former manager of Circle’s San Diego, will be working in the firm’s Los Angeles office. He is also preparing his own product for release this fall.

Brad King’s post as sales manager at Jack’s Amusement was filled by John Hawley, formerly of Jack’s Laubock, Tex. office.

AMOA EXPOSITION 1982

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Bally Sets Dividend

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

The dividend will be payable on Nov. 23, 1982 to stockholders of record at the close of business on Oct. 29, 1982.

Calendrier

Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.
Nov. 18-20: IAAPA annual convention; Barrie Hall; Kansas City.
March 25-27: Amusement Operators Expo, O’Hare Expo Center, Chicago.

Cash Box/November 6, 1982
DEVILISH VIDEO

Winning graphics and a captivating playfield are among the highlights of the new Bally Midway video game, “Satans’ Hollow,” which is geared to provide player excitement and location profits, according to the company.

Using a black light illuminated joystick with an integrated trigger and a regenerating shield for protection, the player battles swooping gargoyles and menacing devils to build a bridge across a river of fire to battle Satan in his lair. Combating ever-changing patterns of attack by the enemies, the player gains increased fire power at completion of each battle with the devil.

Bally Midway’s state of the art computer hardware system is the key to Satan’s Hollow’s dominating video graphics display. During the course of gameplay, the scene changes from daylight to darkness intensifying the player’s challenge and hazards. Another distinct advantage engineered into the new game is a complete self-diagnostic package providing the game at less than half the price of a new game.

A new feature of Tac/Scan is the Add-a-Ship option. When a player’s ship is destroyed either by enemy firepower or craft collision with the adversaries, an open formation position marks the area of the missing fighter. The player can replenish the open position with another fighter by calling up a reserve ship or by docking with additional Tac/Scan fighters as they randomly appear on the screen. The number of additional reserve ships is limited so the player must concentrate on docking with other fighters in order to replenish his forces.

Tac/Scan incorporates dynamic and realistic space sounds that heighten player intrigue and suspense. The player experiences the roar of his squadron as it travels through space. The engines whine and rumble as the player changes his angle of flight. The roar decreases when player ships are lost and speed sounds increase with the advanced levels of play. The unique sounds of the Tac/Scan flight pattern duplicate the sounds of actual flight.
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