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EDITORIAL

Here Comes The Future

The announcement last week that the CBS/Records Group will begin importing of the first commercially available truly digital audio recordings — in the form of the Compact Disc (CD) — could mark the beginning of the next era for the music business. Starting sometime in the first quarter of 1983 (with a PolyGram rollout set for the fall), the CD could provide a glimpse of where the industry will be 10 years from now, if not sooner.

Using technology developed by Sony of Japan and Phillips of the Netherlands (one of the parent companies of PolyGram), the CD could very well be what it takes to move this industry beyond the cassette tape stage. The CD, only 4.7 inches in diameter in its present form, is barely larger than a cassette tape (thereby creating opportunities for portability that could rival car cassette players or the Walkman type player), and given the fact that it cannot be scratched or damaged like a standard vinyl record, it could be a significant advance in the fight against home taping and such.

In addition, there can be few complaints regarding the sound quality since the CD will utilize the latest laser technology. Considering the advantages all together, it can be seen that the CD combines fidelity with durability and portability, with the added incentive of modern technology.

This may be what the industry needed. We must all realize that given the state of electronic technology today, the eventual replacement of the vinyl record and the magnetic tape with something else is inevitable. And in the end, if the final product turns out to be better, everyone will benefit.

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ON THE COVER
In September of 1979, Taito America Corporation, the North American wing of the noted Taito Corporation of Japan, established operations in Elk Grove Village, Ill., marking the company's first U.S.-based production facility. A number of outstanding video games have been marketed by the firm in the ensuing period, including "Dix," which has been the factory's biggest seller to date; and there's been considerable expansion of the factory complex reflecting the company's emergence as a major video game manufacturer.

Taito America presented its latest video game, "Front Line," at the recently held AMOA convention in Chicago with very favorable results. Company president Jack Mittel noted that Front Line has been doing extremely well in test locations, ranking high in player popularity and earnings. What's more, the new model has "legs" or, in coinbox terms, "longevity on location," according to Mittel, and this is especially significant in today's operating environment.

Front Line is currently in full production and ready for delivery at the Elk Grove Village plant.

TOP POP DEBUTS

SINGLES

SHAME ON THE MOON — Bob Seger & The Silver Bullet Band — Capitol
CODA — Led Zeppelin — Atlantic

ALBUMS

MANEATER
Daryl Hall & John Oates
RCA

SEXUAL HEALING
Marvin Gaye
Columbia

COUNTRY SINGLE
SOMETIME BETWEEN RIGHT AND WRONG
Earl Thomas Conley
RCA

JAZZ

TWO OF A KIND
Earl Klugh/Bob James
Capitol

COUNTRY ALBUM

MOUNTAIN MUSIC
Alabama
RCA

GOSPEL

PRECIOUS LORD
Al Green
Hi/Myrrh
Motorola System Comes Out On Top In General Motors AM Stereo Test

By Larry Riggs

NEW YORK — Following the first side-by-side test of AM stereo in the U.S., Motorola Corp. has been recommended by General Motors Corp. for installation in its cars, perhaps as soon as the 1984 model line. Motorola’s system came out on top after a lengthy test conducted by country outfit Wire/Indianapolis with Delco Electronics, manufacturer of car radios for General Motors.

The decision to recommend the Motorola system came after five months of bench tests and receiver evaluation by Delco. In the test, Motorola’s system, like ones developed by Harris Corp. and Magnavox, were tested at Wire. (Kahn Communications, which developed the fourth AM stereo system approved by the Federal Communications Commission (FCC), chose not to participate in the test.)

In a company statement, R.J. Millikan, Delco director of engineering, said that radios capable of receiving AM stereo signals have yet not been finalized, but that limited production could begin in early 1984. If General Motors follows the recommendations of Delco, the Chevrolet, Buick, Pontiac and Cadillac divisions could adopt the system for their 1984 line.

The Delco decision is expected to cause more conflict in the already volatile competition surrounding the final selection of an AM stereo standard. With four systems approved by the FCC (Motorola’s Harris, Magnavox and Kahn), the establishment of a standard has been delayed by the fact that transmissions via the four competitors are mutually exclusive — i.e., programs broadcast via the Motorola system can only be received on Motorola system radios; those on Harris can only be received by Harris radios and so on.

Add’l. Significance

Given the mutual exclusivity of the AM stereo systems and the importance of the morning and evening drive times to stations’ ratings and revenues, the Delco endorsement takes on added significance. Since the automobile industry can be lined up behind one system (and General Motors is the biggest buyer of AM radios), the Delco endorsement is a critical factor in determining which system becomes the standard for AM stereo transmission. (At this time, major AM radio manufacturers in the U.S. and Japan seem to be waiting for a system to emerge before committing themselves.)

The difficulty in settling upon a standard system for AM stereo developed in the wake of the FCC’s initial decision to endorse Magnavox’s in March 1985. Following a torrent of protest from the other manufacturers and broadcasters themselves, the FCC rescinded the endorsement three months later. The situation remained limbo until the FCC chartered two committees — one of which was composed of “education process” for other record manufacturers to understand that a patent holder should be compensated for the use of its product. Petrone was also encouraged by the CBS move, noting, “It will be important to be able to offer a variety of repertoire to the listener and to the same time show hardware dealers here that U.S. record manufacturers are making a solid commitment to this process.”

Harry Machida, director of corporate communications for Sony Corp. in New York, echoed Petrone’s sentiment saying (continued on page 11)
BUSINESS NOTES

Capitol, Laserium Set Beatles Show

LOS ANGELES — Capitol Records and Laser Images Inc. will jointly promote an hour-long laser-light/audioradio program in honor of the 20th anniversary of the Beatles’ first recording for the label. The program, entitled It Was 20 Years Ago Today, is reportedly the largest in the 10-year history of the Laserium theaters, and will open in selected markets across the U.S. and overseas on Dec. 18.

It Was 20 Years Ago Today will feature newly developed, laser-light technology including acousto-optic projection and special effects, Beatles cassette videos, and logos. Scheduled to open in seven domestic cities, as well as Montreal and Toronto in Canada and in London, England, the show will have a minimum run of three months and may be extended to a six-month lifespan.

Under a deal worked out between Capitol and Laserium, a number of adver- tisements and giveaways aim to increase consumer awareness of the special program. Promotions include Beatles decals for in-store displays and giveaway purposes; posters for record stores; a sweepstakes for fans; one-year licenses for laser shows; and even a Beatles cassette and Laserium tour in selected markets.

The Laserium Beatles exhibit is currently scheduled to open on Dec. 17 in Toronto and Dec. 19 in Chicago. In addition, Laserium is arranging to have the Beatles equipment and Laser op- erations flown in for a series of shows in several unadvertised locations. The Beatles show will be promoted heavily in the Los Angeles area, where Laseriumís flagship theater is located.

Largest Vid Cassette Seizure Reported

LOS ANGELES — The coordinated efforts of the Video Software Dealers Assn. (VSDA), the Motion Picture Assn. of America (MPAA) and the FBI recently resulted in the largest single seizure of illegal prerelease videocassettes in an individual case.

Working on information reported to the VSDA, FBI agents seized more than 4,600 cassettes — 3,700 in one store alone — during raids on Rosco TV & Video in Kansas City, Mo. Nov. 17. The product removed included illegal copies of legitimate cassettes, films loaded off cable TV and current theatrical films not yet released to the video software market.

These raids represent the largest single seizure of pirated material from a video retailer in the history of the entertainment industry. The success is due in large part to the information supplied by VSDA, clearly demonstrating how successful our industry’s anti-piracy efforts can be if a direct line of communication on suspected illegal products is maintained by retailers utilizing the VSDA toll-free hotline number.

Mail Order Tickets Set For Volunteer Jam

NASHVILLE — Tickets for Charlie Daniels’ Volunteer Jam XIX are scheduled to go on sale by mail order only Dec. 13. For the seventh consecutive year, the Jam, set for Jan. 22, will be held at Nashville’s Municipal Auditorium.

While Daniels continually refuses to reveal the lineup for the annual event, the Volunteer Jam has attracted a sizeable flow of major talent, and, reportedly, the schedule for this year’s edition has already been set. Previous Jams have included the likes of Roy Acuff, the Oak Ridge Boys, Elvin Bishop, the Marshall Tucker Band, Papa John Creach, Billy Joel, Willie Nelson, Ted Nugent, Quarts’ Dawn, George Thorogood & the Destroyers and Dobie Gray.

Every Volunteer Jam to date has been sold-out in advance. Mail order tickets can be purchased at $15 each, general admission, from Centratix, 210 25th Avenue North, Nashville, Tenn. 37203. A cashier’s check or money order must be enclosed with a self-addressed, stamped envelope and a 50-cent handling charge per order. Tickets are limited to six per person.

Rogers Presented With ‘Achievement’ Award

LOS ANGELES — Kenny Rogers has been named recipient of the 1983 “Lifetime Achieve- ment” award by the Broadcasters of Southern California Israelite. The award will be pre- sented to Rogers during a tribute dinner Feb. 1 at The International Ballroom of the Beverly Hilton Hotel. International government figures from the U.S. and Israel, along with top enter- tainment industry celebrities, will gather to honor the performer. The tribute dinner is scheduled to include the dedication of a “Kenny Rogers Wing for Diabetes Research” at the University’s Medical Educational Center.

Georgia and Dominique Frontiere have been named general chairmen of the gala event, with Governor John Y. Brown of Kentucky and Phyllis George Brown serving as honorary chairmen. A dinner committee, with more than 150 leaders in the civic, social and economic areas of the community, is now being formed for the tribute.

NARAS Forum Focuses On Indie Labels

LOS ANGELES — “Independent Record Labels — Trendsetters Darin Us Into The ’80s” will be the featured topic at a forum sponsored by the National Academy of Recording Arts & Sciences (NARAS), Thursday, Jan. 13, 1983 from 7-10 p.m. at the Hyatt House on Sunset Blvd. in Hollywood.

An eight-member panel of industry insiders will field prepared questions emceed by NARAS L.A. chapter president Michael Melvin. The panel will consist of Ray Harris, presid- ent, Solar Records; Ed Revzin, president and chairman, Gemini; Alan Rosenthal, vice president, Octave Records; Gary Kisel, president, Disneyland/Vista Records; Bob Biggs, presid- ent, Salsan Records; Al Couty, president, Network Records; Dave Peli, president, Head- line Records; and Miles Copeland, president, IRS Records.

Bennett & Assoc. To Handle Rolling Stones Rights

LOS ANGELES — The exclusive worldwide representation of licensing and merchandising rights for the Rolling Stones has been assigned to Gordon Bennett. U.S. representation of the Rolling Stones’ name and logo will be handled by Gordon Bennett & Assoc. of Hollywood.

Bennett & Assoc. will handle apparel and general licensing, sponsorships, endorse- ments, direct-mail marketing, fan club development and tour merchandising.

Bennett’s office is located at 833 Sunset Blvd., suite 201, Los Angeles, Calif. 90069. The telephone number is (213) 656-7370.

Cable/PM Radio Simulcasts Hailed As Promotion Tool

NEW YORK — Although it began over a year ago as a method for cable television networks to transmit music programs in stereo, simulcasts of PM radio stations with cable networks are now being marketed as a promotion tool for cable networks and PM radio stations while bringing radio and television into a single entertainment base.

With the recent entry of the Showtime and USA Cable Networks into the simulcasting arena, cablecasters are also exhibiting a trend towards working exclusively with established radio networks to reduce overhead costs of seeking compati- ble programming.

While signs currently point towards greater use of simulcasts in the coming year, the first simulcasters, is planning to terminate when it obtains capability to transmit its own audio programming in stereo through the cable system.

Cable television radio concert simulcasting began in late 1981 when MCA/USA Networks launched a simulcast of its 10th Anniversary USA, the Beatles 20 Greatest Hits; joint album/T-shirt giveaway with AOR stations in selected markets. Giveaways of the “Love Me Do” single currently re-released by Capitol; free souvenir programs featuring an ad for the album for all show customers; and giveaways of an entire Beatles catalog in each Laserium market.

Rumors Circulate On Fate Of Chrysalis

LOS ANGELES — The record industry was rife with speculation last week as to the fate of Chrysalis Records, which is reportedly up on the bidding block. Although Epic and PolyGram are reportedly interested, many sources have speculated that the labels might be sold to rival companies.

Several industry insiders have indicated that a deal with one of the aforementioned companies goes through, the Los Angeles-based label could be shuttered, with a select few of the label’s staffers relocating to a scaled-down New York office.

Despite repeated inquiries, however, none of the information regarding the status of Chrysalis could be confirmed at the label and the office’s remained staffed.

First Worldwide Bowie Tour In Five Years Set

LOS ANGELES — RCA recording artist David Bowie has announced plans to do his first worldwide tour in more than five years, beginning in spring of 1983. Bowie has tenta- tively planned to include dates in North America, Europe and the Far East for the tour, which will run until November 1983.

In addition, Bowie is scheduled to release a new LP prior to the beginning of the tour.

Worldwide booking for the tour will be handled by Wayne Forte and Mike Farrell of the Toronto-based FMG Talent Group. All other aspects of the tour will be handled by Bill Zayblat for Sound Advice Inc. of New York.

Specific dates and venues of the tour will be announced early in 1983.

FEATURE PICKS

POP

INTERPLAY — Larry Santos — Casablanca/PolyGram NLBP 7273 — Producers: Various — List: 8.98

A re-packaging of material from two earlier Santos releases released in 1977 and 1980, this LP consists chiefly of soft pop ballads about love that are greeted with mixed A/V reviews. Though not a major hit, the disc is supported by a few strings, an electric guitar and a synthesizer. Known for his work on the syndicated family TV program The Honeymooners, Santos is supported here by elaborate strings on several cuts, such as the new number “We Can’t Hide Away.” Just in case you’re curious, his love songs are related in a straightforward, inoffensive manner.


This collection of passionate R&B classics by seminal genre artist Waters contains 14 tracks that can still make the hair of even the most battle-hardened listeners stand up the spine nearly 30 years after its original release. A “must-have” for anyone seriously interested in electric Mississippi Delta blues or the roots of rock ‘n’ roll, the reissue includes such gems as “She Moves Me,” “Just A Little Make Love To You” and “Got My Mojo Working.” As Waters once himself said, this music is played “with sweat running down your face.”


This aggregation of U.K.-based jazz/bop/R&B fusionists may at first remind some fans of Spyro Gyra’s recent musical experiments or perhaps bring to mind the vocal collaboration between Stanley Clarke and George Duke on “Sweet

(continued on page 8)
DOUBLE EXPOSURE:

The most comprehensive analysis of the year in review and the trade's most authoritative music/video polls. That's the double bonus contained in our special year-end issue, which means twice as many impressions for your advertising message.

The CASH BOX editorial and research staffs have been working overtime to produce an informative, entertaining and visually attractive summary of the year in music and home entertainment. Features include in-depth articles covering all segments of the industry - from retailing to rack jobbing, from talent to video, from one-stops to radio - plus summaries of all musical categories, and much more.

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ISSUE DATE
DECEMBER 25, 1982

ADVERTISING DEADLINE:
DECEMBER 13, 1982
PAYOLA$.

With all of the scandal and outrage that surrounded a government investigation into shady methods of song plugging during the decade's folk-music fever, it seems like a small detail that a rock group would adopt the name Payola$, especially if it included five members (Janet Landry and Bobbie Cresswell, among others) according to the Vancouver-based band, which has used the moniker since its inception, in 1969, and which, as chosen by a defunct show of “fancy” meant to separate it from other, less-serious outfits around the region. Although its name may bring up mind-bending tactics, the A&M recording act hardly used illicit promotion and publicity to get its start. As a matter of fact, the group had its origins as a woman-combo that released its first single, “I Got a Boy,” as a favor to a local producer who, noticing the band's talent, approached them to play on his show. The group's sound was described as a mix of soul, pop, and rock and roll, with influences from classic rock and roll, soul, and R&B. The band's debut album, released in 1970, featured cover versions of popular songs from the 1950s and 1960s, as well as original material that showcased the band's versatility and musical range. The album included hits like “If You Wanna Be My Baby” and “I've Got a Feeling,” which became popular on college radio and in dance clubs across the country. The band's success continued through the 1970s, with albums like “Black and Blue” and “Living Doll,” which featured hits like “I'm Gonna Love Me Again” and “Sylvia.” Payola$ was one of the most successful Canadian rock bands of the 1970s, and their music continues to be enjoyed by fans around the world today.
Week in and week out, home entertainment merchandisers turn to CASH BOX first for the latest news and product information, as well as the most respected Videocassette Sales and Rentals Chart, Video Games Chart and Top Selling Audio/Video Accessories Chart. And the same holds true for CES:

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So to get maximum exposure for your advertising message, go with the trade merchandisers turn to first. Go with the best. Go with CASH BOX.

To reserve ad space contact Joe Fleischman in Los Angeles at (213) 464-8241, or J.B. Carmicle in New York at (212) 586-2640.

ISSUE DATE: January 8, 1983
ADVERTISING CLOSING: December 29, 1982

CES EXHIBITORS:
Tag your booth number on the ad.
CRT Determines Jukebox Royalty Distribution For '81

LOS ANGELES — Jukebox royalty fees derived from 1981 performances totaling $1,183,154, will primarily be distributed to the American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music, Inc. (BMI) and SESAC, according to the final determination by the Copyright Royalty Tribunal (CRT) in early December. In addition, ASCAP, BMI and SESAC agreed, along with the Italian Book Corp. (IBC) that the IBC should get $800 of 1981's fund, a decision that was approved by the CRT.

Two other claimants hoping for a share of the 1981 royalty fees had their petitions turned down by the CRT. The Latin American Music Co., which asked for a 9.5% portion of the jukebox fees, argued that approximately 35% of all music machine royalties stem from the play of Spanish-language records. However, the CRT said that because insufficient evidence was given to substantiate the claim, it could not give the company a cut of the performance fund.

An individual claimant, Sammy Belcher from Harrisburg, PA, also asked for a portion of the jukebox royalty fees but was refused by the CRT. According to Tribunal spokesperson, Belcher has "traditionally written" and called asking for a portion of the 1981 royalty fee from several sources under the auspices of the organization, but has never made his requirement or asked for any specific amount.

Ahmed Named To Administrative VP Position At RCA

NEW YORK — Robin Ahmed has been named to the newly created position of division vice president, communications and division affairs, RCA Records. He takes office Jan. 3, 1985, and reports directly to Robert Summer, president, RCA Records.

Ahmed comes to the label from Home Box Office (HBO), where he was director, corporate affairs. He joined the pay-television firm in 1974 as coordinator for special programming, with responsibility for all of the network's music, documentary, children's and short film programming. He also co-produced the first pay-television rock series, Celebration, produced and acquired music specials ranging from country to classical concerts and directed the development of major market radio simulcasts.

Before joining HBO, Ahmed served in several editorial positions at Time Magazine and was part of the Time, Inc. management study group that recommended the corporation's early investment in a national pay-television network. HBO is owned by Time, Inc.

CBS Names Reed Vice President, Masterworks A&R

NEW YORK — Christine Reed has been named vice president, A&R, CBS Masterworks. She will be responsible for the direction and planning of Masterworks recording activities and artists signings worldwide and will oversee Masterworks in-house productions. Reed moves up from the post of director, A&R, she which she held since 1980. She will report to Joseph F. Dash, senior vice president/general manager, CBS Masterworks.

Before joining CBS, Reed was a consultant to the John F. Kennedy Center and executive director of the International Scripture Conference, both in Washington D.C. From 1976 to 1979, she organized and was general manager of the Spoleto Festival U.S. in Charleston, S.C., while concurrently serving as general manager of the festival's parent event in Italy.

Between 1971 and 1978, she headed up the New York office of the Festival Casals of Puerto Rico. She attended the Marlboro Music School for 10 years, where she studied flute and handled various administrative duties.

Tennille To Host New Syndicated TV Show

LOS ANGELES — Recording artist Toni Tennille will host RPM, a half-hour weekly syndicated music TV series that will debut in mid-January in 1983. The series is produced by Scott Bros./Syd Vinnedge Television and Storer Broadcasting.

RPM will be in a magazine format, with Tenille emceeing the show. Both interviews and performances will be featured.

Among the musical acts already set to appear on RPM programs are Chicago, John Cougar, Fleetwood Mac, The Go-Go's, Melissa Manchester, Tha Motels, Michael McDonald, Quarterflash, Queen, REO Speedwagon, ,8 Special and Toto.

For the Record

Due to a typographical error, the album "Christmas Soul Special," reviewed in last week's Cash Box, was not credited to the proper label, which is OAG. The album, which features Wilson Pickett, Sam Moore, Ben E. King, Martha Reeves and others, also lists for $7.98 and not $8.98 as stated in the review.

Music Newsletter

LOS ANGELES — A new music-oriented newsletter called Song Connection has been formed by former Songpiller editor M. A. Rogers. The newsletter can be reached by phone (213) 763-1093 or writing 12390 Chandler Blvd., Suite C, North Hollywood, Calif. 91607.

Schulman Distributes

LOS ANGELES — Schulman Distribution Service has moved to a new location. The new address is: 401 N. Broad St., suite 2344A, Philadelphia, Pa. 19108. The telephone number is (215) 592-0335.

Stephen Peoples

PEEPLES PROMOTED TO E/A PUBLIC RELATIONS POST

LOS ANGELES — Stephen Peoples has been promoted to editorial director for Elektra/Axys Records and associated labels.

In his new position, Peoples is responsible for handling verbal and written requests for all the magazine and E/A representatives. Additionally, he is now editorial director of liner and label copy for the Elektra/Axys label, working with E/M president Bruce Lundvall and the label's art and production departments.

Peoples will continue to supervise E/A's public relations department's printed media information about the label, its artists and music.

He joined E/A as editorial manager in July 1980. Previously he'd held the same position at Capitol Records.

EXECUTIVES ON THE MOVE

Gallop Appointed At Atlantic — Jim Gallo has been promoted to director of merchandising for Atlantic Records. He joined Atlantic Records in April 1981 as director of special purchasing. Prior to Atlantic, he was with RCA Records in New York for four years.

Changes At EMI — Capitol Industries-EMI, Inc. has announced that Raugh Cousins, director of corporate technology and production, has been appointed a member of the Capitol Industries-EMI executive management board. Also Harold J. Jackson has been appointed corporate director, marketing, technology and development. He joined Audio Devices in 1967, and most recently was vice president, international sales, Capitol Magnetic Products.

Changes At Island — Island Records has announced several new hirings and promotions. Noel Peraton joins the label as A&R manager, and recently was vice president, national A&R manager for the U.S.A. Judy Cacase has been named national dance music promotion manager. Cacase, who has been at Island for the past five years, will also continue her work with the Mango/Anthill division of Island Records. Robyne Modiano has been appointed as West Coast manager, dance music, college and video promotion. She previously worked at R.S. Records as national director of dance music and video promotion.

Changes At AEI — EMI Music Worldwide has announced that following Rupert Perry’s appointment as president, EMI America/Liberty Records, Perry will resign from the following EMI Music committees of which he is presently chairman/member: international A&R committee, Beatles committee, Latin American committee and European A&R committee. He will be succeeded by Heimut Fest as chairman of all four committees. Don Grierson, vice president, A&R, Capitol Records, will join the Beatles committee and continue as member of the international A&R committee. Gary Gersh, vice president, A&R, EMI America/Liberty Records, will join the international A&R committee. Perry will also resign from the Board of European Services Ltd., and be succeeded by Fest.

Tapey Appointed At 3M — Jerry D. Tapey has been appointed manager of distribution sales for the Broadcast & Related Products Department of 3M Broadcast. Prior to this appointment he had been production communications manager for 3M’s Audio Visual Communications Department.

Jaworski Promoted — Frederick T. Jaworski, Jr. has been promoted to director, divisional affairs for CBS/Fox Video International Inc. He joined CBS/Fox Video International in January 1982 as director of planning. Prior to joining the company, he was associated with both RCA Corporation and its record division in various financial capacities.

Changes At Singermanagement — Singermanagement, Inc. added Mitch Polik, Steve Berman, and Sam Canta to the staff. Polik formerly was with the Cricket Agency, Rabolovsky has been a tour manager. Thaler was a film and video editor who has worked with Lucasfilm, Ltd. and MGM Studios. Blattberg is the administrative assistant.

PSO Appoints Greene — The Peer-Southern Organization has announced the appointment of Holly Greene as director of creative services — East Coast. Prior to joining Peer, Greene, who was East Coast professional manager for Screen Gems/Col Gems/EMI Music Inc.

Leone Named At AGAC — The American Guild of Authors and Composers/Thesongwriters Guild has appointed songwriter Bob Leone as the organization’s director of special projects. He is a composer/musician and also a principal writer and keyboardist for Flame.

Starr Named — Andrea Starr has been appointed managing director of Publishing Ventures Inc., a division of Apostol Enterprises. She was most recently vice president and general manager of Virgin Music and previously director of publishing for Casabianca Records.

Halley Appointed — Charles Hailey, senior vice president of the Jim Halsey Company, has resigned his position to become president and chief operating officer of Lanierland Music Park in Cumming, Georgia. He has been with the Jim Halsey Company as an officer since 1979.

Walters Names — ATV Music Group has appointed Bernard Walters, professional manager at ATV Music's Nashville office.

PLATINUM 'CURTAIN' — NEW YORK — The Recording Industry Assn. of America (RIAA) has certified Columbia recording artist Billy Joel's "The Nylon Curtain" LP platinum, signifying sales of one million units.
Film, TV Themes
Top Parker Bros.
Vid Game Releases

LOS ANGELES — Although most people have been watching the Wall Street/finance/real estate board game "Monopoly," the company has been making substantial progress on another classic design — a new video game. Parker Bros. plans to release a new video game based on its classic board game design.

The game will feature the classic Monopoly design and will allow players to move around the board, collect properties, and build houses and hotels. The game will also include new elements such as chance cards and community chest cards, which will add an element of strategy to the gameplay.

The new video game will be available on multiple platforms, including consoles and mobile devices. The company is currently working on the development and testing of the game to ensure it meets its high standards for gameplay and graphics.

In addition to the new video game, Parker Bros. is also releasing a new board game based on the popular TV show "Friends." The game will allow players to compete against each other in a variety of challenges inspired by the show, such as trivia questions and role-playing scenarios.

Overall, Parker Bros. is launching a number of new and exciting products, showcasing their commitment to developing innovative and entertaining experiences for players of all ages.
Video Game Seminar Outlines Art, Education Applications

by Jim Bressman

NEW YORK — The future artistic and educational applications of video games beyond the current arcade and home video youth fad were explored last week at a “Video Games Day” sponsored by the Columbia University Educational Department and Atari Research. The day-long event, which featured four speakers representing the graphics and electronic art field, was held at the School of International Affairs building at Columbia’s Manhattan campus, and headed by Yechiam Yemin, professor of computer graphics at Atari Research.

Yemin opened the program by declaring its focus on the “academic grounds for research and interest in computers as an art medium.” After admitting that initial Columbia response to its involvement in a computer graphics multimedia seminar had ranged from “enthusiastic to utter rejection,” Yemin explained that the university was “unembarrassed” by its support of the expanding video world because of its strong art and technology departments and its New York City location. Calling the video games “a new media,” Yemin likened them to primitive art, with their current low resolution, and then to early cinema, which was equally controversial at its inception.

The first guest speaker was Steven T. May, president of Atari, Inc., who spoke on the development at Atari and one of the creators of its home video game and home computer systems. Mayers presented a historical overview of the computer and video game technology, answered a few technical questions from the audience and lightly touched on Atari’s current and future multimedia efforts. Atari already being developed by Atari. These included the convergence of video games and video shows: the first generation of Milton Bradley’s and Raiders Of The Lost Ark cartridges, which involved licensing with Lucas/Spielberg Films; licensing with Walt Disney for joint development of entertainment and educational cartridges; hooking up Atari computers with Warner Cable two-way cable systems; “computer language development with Massachusetts Institute of Technology; work with ‘traditional’ artists and educational institutions.”

Mayers also related the concept of “Game of Computer” being developed by author Timothy Gallywe.

Multi-media author/consultant Christopher Stephen followed with a discussion of instructional computer “adventure games.”

One Aspect

“Video games are more than just one aspect of an emerging video game picture,” said Cerv, presenting current computer software remarkably similar to a “Fiction” game recently envisioned by Isaac Asimov at last month’s International Tape/Disc Assn. seminar (Cash Box, Nov. 27). Where Asimov envisioned a video game created by an author that would include “branch points” where the player could “pick or decline,” Cerv had the goods already in hand.

Cerv began by demonstrating a sophisticated individual approach to the supplied computer copy describing a scene and then required the player to enter instructions as to where to go and what to do. The order was described as “Time Zone,” an enormous game designed by adventure game pioneer David B. Herd. The game is an ongoing story that involves a time machine that can go to almost any place and any time. The game comes on two floppy discs and can take months to play.

After predicting that “computer literate” authors would soon be writing adventure stories for the computer and bringing graphic artwork to the games, Cerv showed a bit of The Dark Crystal, an adventure game based on Henson Associates’ “masterpiece” of the same name. The first adventure game to be licensed from a film, the game, which is unfinished, is being developed by John Williams and the Williams’ Sierra On Line, and is illustrated, allowing easier player interaction through the world in search of the missing piece to the damaged crystal.

Advanced Graphics

“Properly used, one medium can be changed into others,” said Cerv, noting that writers, animators and musicians are becoming involved in designing adventure games. For video, Cerv states that the videodisc games would not be restricted to computer graphics but would be able to “be film, and of video, and of video, and of video.”

Following a lunch break that allowed game playing by conference attendants, Chris Crawford, manager of Atari’s Games Development Research Group, predicted a “loss of heterogeneity” in the future of computer games. He said that this heterogeneity is still going on and “is to blame for the haphazard all-holographic Pac-Man or Smelllo Battlezone,” though these would exist, but that games would expand to address a “broad range of psychological needs,” he said. “I think you are going to see kids, boys, gothic romances, the whole range of human interests as well as movies and books.”

Crawford compared the current game output to candy, comics and cartoons, all of which are a “small subset of a larger market,” namely culture. And the computer game is “a medium that can provide a whole set of literature.” With computer games, there is “no bigger world yet,” he explained. Crawford also said that the game has been around for “a few years. Obviously, what is coming is an exciting world.”

According to Crawford, the interactive ability of computers makes them “a fantastic vehicle of artistic expression.” He said that unlike other arts, which all require some form of performance, computer games offer the user a method of participating in the artist’s work. This participation is both literal and metaphorical in that it applies to other areas, notably education.

The human mind doesn’t work well with non-participation,” said Crawford, deooring the “professional method” of teaching where “one supposedly smart person spews out his knowledge” to a captive audience forced to sit quietly. “The ideal method is interaction,” he concluded.

The final speaker, Warren Robinett, described one of his educational game creations, Robinett is an Atari alumnus who is a founder of The Learning Company, which develops computer learning games for young children. He showed his new game, “The Learning Company,” which develops computer learning games for young children. He showed his new game, “The Learning Company,” which develops computer learning games for young children.

Squier Gets Platinum

LOS ANGELES — Billy Squier’s recent LP “Emotions In Motion” was just certified platinum by the Recording Industry Assn. of America, signifying sales in excess of one million units.

Squier is the only major 30-piece Juo orchestra is slated to tour California next February as part of an ongoing tour, concluding on the 25th of that month at UC Berkeley’s Zellerbach Auditorium and possibly showing up for some as yet unannounced L.A. dates... Faulty Records is currently in serious negotiations to pick up Stiff’s U.S. catalog... Longtime KZSU disc jockey Jerry Mathews is in the midst of recording an EP under an option deal with RCA, and the offbeat G. Will’s Firehouse Band, known for its various brand of country, is trying to sign with a major label. 60's band The New Fairies... Bobbie Gentry of the Ross band, who was 42, was long believed dead by the firm’s label, but has been revealed... The John Long Band of Long Island’s Sound Studios has signed to a new contract with Island Records. The group is presently touring with Baruck rasters, who released “Red Speedwagon,” the last batch of Chess re-issues includes “Rolling Stone” by Muddy Waters... The group’s name is based on a piece of Christmas by Randy Lewis... The Bongos made its New York network debut last Saturday night with a performance and interview seg- ments on Channel 7’s New York People program... Joe “King” Carrasco has just completed a video of his seasonal hit “Party Christmas,” penned for MTV. Carrasco’s all-star vocalist includes MCA artists Lyne Kelemann, Jeannie Curry and Steve Leach. This month’s issue of Wavelength, the New Orleans music magazine, carries a special article on some of the city’s best-known musicians. The group’s name is based on a piece of Christmas by Randy Lewis... The Bongos made its New York network debut last Saturday night with a performance and interview seg- ments on Channel 7’s New York People program... Joe “King” Carrasco has just completed a video of his seasonal hit “Party Christmas,” penned for MTV. Carrasco’s all-star vocalist includes MCA artists Lyne Kelemann, Jeannie Curry and Steve Leach.
NEW VIDEO SOFTWARE RELEASES


THINGS ARE TOUGH ALL OVER*

Cassette — RCA/Columbia Pictures Home Video 10546 $79.95

DAS BOOT*

Cassette — RCA/Columbia Pictures Home Video 10149 $79.95

LET ANGEL FALL

Cassette — RCA/Columbia Pictures Home Video 10334 $59.95

SIRURD

Cassette — RCA/Columbia Pictures Home Video 10154 $59.95

THE BIG HEAT*

Cassette — RCA/Columbia Pictures Home Video 10203 $59.95

PAFRE, PADDROME

Cassette — RCA/Columbia Pictures Home Video 3170 $59.95

WE ALL LOVED EACH OTHER SO MUCH*

Cassette — RCA/Columbia Pictures Home Video 3370 $59.95

WILDERNESS FAMILY, PART 2**

Cassette — Media Home Entertainment M204 $54.95

ACROSS THE GREAT DIVIDE**

Cassette — Media Home Entertainment M206 $54.95

SECRET FANTASY**

Cassette — Media Home Entertainment M522 $54.95

SWISS FAMILY ROBINSON**

CED — Walt Disney Home Video $21.98

THE PRIZEFIGHTER*

Cassette — Media Home Entertainment M211 $59.95

THE WIND IN THE WILLows**

Cassette — Walt Disney Home Video $49.95

DISNEY'S AMERICAN HEROES*

Cassette — Walt Disney Home Video 141 $49.95

THE BLUND AT THE TOP OF THE WORLD*

Cassette — Walt Disney Home Video $54

THE SHAGY D.A.**

Cassette — Walt Disney Home Video 128 $59.95

20,000 LEAGUES UNDER THE SEA*

Cassette — Walt Disney Home Video $19.95

HOT LEAD & COLD FEET*

Cassette — Walt Disney Home Video $19.95

Davy CROCKETT, KING OF THE WILD FRONTIER*

Cassette — Walt Disney Home Video $14

Davy CROCKETT AND THE RIVER PIRATES*

Cassette — Walt Disney Home Video 27 $29.95

THE BLACK HOLE*

Cassette — Walt Disney Home Video 29 $69.95

1981

Cassette — Walt Disney Home Video 11 $69.95

January release

** March release

T available March and April only

RCA/Columbia Video Plans Aggressive Promotion In '83

by Michael Glynn

LOS ANGELES — "I think you will find us, in general, adopting more aggressive in our

approach toward merchandising and promoting our product in 1983. There's no shortage of video retailers and titles, so

there has to be that emphasis on merchandising and promotion if you want to remain competitive."

Robert Blattner II, vice president and general manager RCA/Columbia Pictures

Home Video, made that point matter of factly during the course of a recent Cash

Box interview. Though RCA/Columbia Home Entertainment (CPHE) division

began in November of 1979, the joint video venture between RCA and Columbia

Pictures has only been in operation since June of this year. So Blattner, who directs

day-to-day activities from headquarters in Burbank, was taking this opportunity to

discuss changes in the past seven months and the various areas where the organization plans to concentrate its efforts in the new

year. Most recently, an eight-member board of directors was named to oversee both the
domestic and international joint ventures (the latter was formed in June 1981). Made

dezoially, Columbia Pictures president Jerry Lacy, RCA president...
### Top 15 Video Games

| 1 | PITFALL | Activision AXO15 | 1 | 3 |
| 2 | FRANKIE PARKER BROTHERS | 5300 | 2 | 3 |
| 3 | MEGAMAN | Activision AXO17 | 3 | 3 |
| 4 | DONKEY KONG | Coleco 2451 | 6 | 3 |
| 5 | E.T. | Atari CX2674 | 7 | 3 |
| 6 | SWORD QUEST: EARTHWORLD | Atari CX2656 | 5 | 3 |
| 7 | RAIDERS OF THE LOST ARK | Atari CX2659 | 9 | 3 |
| 8 | BERZERK | Atari CX2640 | 4 | 3 |
| 9 | ZAXXON | Coleco 2435 | 8 | 3 |
| 10 | REAL SPORTS BASEBALL | Atari CX2640 | 11 | 3 |
| 11 | PAC-MAN | Atari CX2645 | 10 | 3 |
| 12 | DEMON ATTACK | Imagic 3200 | 14 | 3 |
| 13 | TURBO | Coleco 2473 | 15 | 2 |
| 14 | CARNIVAL | Coleco 2468 | 13 | 3 |
| 15 | THE EMPIRE STRIKES BACK | Parker Bros 5050 | 12 | 3 |

Compiled from: Alfa • Phoenix • Disc-O-Mat • New York • Sound Video, Unit. — Chicago • Musikland — St Louie • Everybody's • Footman • Licence Pize • Los Angeles • New England Home Video • Gibson • Movies To Go • St. Louis • Sound Warehouse • San Antonio • Spectra • Mamin • American Tape & Video • Atlanta • Nicollson • Los Angeles • Show Industries • National • Tower • Spectra • Crazy Video • New York • Home Stores — Cincinnati • Forbes • Atlanta • Radio 457 • Baka Cynwa • Maryland • New York • Wonderful World of Video — Chattanooga • Entertainment Systems • Phoenix • Lieberman • Kansas City.

### Regional Album Analysis

#### National Breakouts

1. **OZZY OSBOURNE**
2. **JOHN LENNON**
3. **MISSING PERSONS**
4. **ADAM ANT**
5. **TONI BASHL**
6. **JONI MITCHELL**
7. **BARRY MANILOW**
8. **COMMODORES**
9. **ABBA**
10. **J. GEILS BAND**
11. **PRINCE**
12. **SAGA**
13. **GROVER WASHINGTON, JR.**
14. **CHAKA KHAN**
15. **OAK RIDGE BOYS (XMAS)**

#### Northeast

1. **JONI MITCHELL**
2. **JOHN LENNON**
3. **J. GEILS BAND**
4. **OZZY OSBOURNE**
5. **GRACE JONES**
6. **ADAM ANT**
7. **BARRY MANILOW**
8. **ENGLISH BEAT**
9. **COMMODORES**
10. **ABBA**

#### Southeast

1. **PRINCE**
2. **ADAM ANT**
3. **BAR-KAYS**
4. **BARRY MANILOW**
5. **COMMODORES**
6. **OZZY OSBOURNE**
7. **SAGA**
8. **CHAKA KHAN**
9. **MISSING PERSONS**
10. **TONI BASHL**

#### Baltimore/Washington

1. **LAURA BRANIGAN**
2. **OZZY OSBOURNE**
3. **JONI MITCHELL**
4. **E.T. STORY BOOK**
5. **SQUEEZE**
6. **TONI BASHL**
7. **ENGLISH BEAT**
8. **SAGA**
9. **J. GEILS BAND**
10. **ADAM ANT**

#### Denver/Phoenix

1. **JOHN LENNON**
2. **JONI MITCHELL**
3. **TONI BASHL**
4. **COMMODORES**
5. **TOTO**

#### West

1. **JONI MITCHELL**
2. **MISSING PERSONS**
3. **JOHN LENNON**
4. **OZZY OSBOURNE**
5. **SAGA**
6. **ABC**
7. **GROVER WASHINGTON, JR.**
8. **GRACE JONES**
9. **CHAKA KHAN**
10. **DEVO**

#### Midwest

1. **BARRY MANILOW**
2. **OZZY OSBOURNE**
3. **J. GEILS BAND**
4. **PRINCE**
5. **JOHN LENNON**
6. **COMMODORES**
7. **ADAM ANT**
8. **LITTLE RIVER BAND**
9. **ABBA**
10. **GROVER WASHINGTON, JR.**

#### North Central

1. **OAK RIDGE BOYS**
2. **TONI BASHL**
3. **E.T. STORY BOOK**
4. **COMMODORES**
5. **TOTO**
6. **SAGA**
7. **ANNE MURRAY**
8. **JOHN LENNON**
9. **COMMODORES**
10. **LITTLE RIVER BAND**

#### South Central

1. **OZZY OSBOURNE**
2. **BAR-KAYS**
3. **BARRY MANILOW**
4. **COMMODORES**
5. **ADAM ANT**
6. **COMMODORES**
7. **GROVER WASHINGTON, JR.**
8. **CHAKA KHAN**
9. **JOHN LENNON**
10. **TONI BASHL**

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
One-Stop Urge Accounts To Order Early For Christmas Sales Rush

by Michael Martinez

LOS ANGELES — Although optimistic they will score healthy sales in the final rush before Christmas, many one-stop salesmen contacted by Cash Box said they are encouraging accounts to stock hit product or briskly selling catalog and Yuletide titles early to assure availability and desireability to the final P.O.’s. They point out that items such as solid-color gloves, longer hair items, yarn, and yard goods are the things the retail customer is looking for, and that he must be able to see the final results in his store so that the one-stop should be able to stock up, and orders will be able to be filled.

One problem confronting the one-stop is that many retailers are buying gift items in their houses, and that the one-stop is trying to balance their stock with what has been sold in the stores. This is an especially important problem if the retailer begins to sell gift items early, and that the one-stop is not able to follow the market. The one-stop is forced to order items in bulk, and that may lead to a surplus of items that are not sold. This is a problem that the one-stop should be able to avoid by ordering more carefully, and that they should be able to follow the market more closely.

MIRUS MUSIQUE  — POPGENE —

Mirus Music, which manufactures and distributes popular and rock records, is featuring a one-man show to tie in with the release of their latest album, "Lies." The show is being performed by a popular rock artist, and that the one-stop should be able to follow the market more closely.

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Telling Lies at Vinyl Fanship — Live

recording at The Thompson Twins, which had the dance hit "In The Name Of Love," made an appearance at Vinyl Fanship this past weekend. The band is back in the studio, and that the one-stop should be able to follow the market more closely.

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WHAT'S IN-STORE

IT'S AMUSEMENT PARK — POPGENE —

The typical irrevocable copy taken from major record boxes to its key distributors, one-stop and retail accounts to help promote Our Gang recording group Amusement Park's self-titled debut LP and second single, "Do You Still Believe," that is being marketed as a new single, artwork, which was itself made to resemble a popcorn box. Mirus has also sent out an equal amount of burgundy-colored paper clips and pieces of string for hanging the boxes as in-store displays, even though 200 packages of popcorn have additionally been made available for traditional use of the boxes. Mirus national publicity director Eric Brewer says that if the boxes catch on, efforts will be made to get them into movie theaters, especially in strong Amusement Park markets like homebase Chicago. The band, formerly Tyrene Davis' backup, is already taking them to its shows, and that the one-stop should be able to follow the market more closely.

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SEPPARD IN TOWN — T.G. Seppard stands outside the Record Town Short Hills Mall outlet in Short Hills, N.J. last week prior to his concert at the Ritz Theatre in nearby Elizabeth, N.J. According to manager Don Bergentz, it was the first in-store for the year-old store, which regularly ties-in with Ritz shows by displaying highlights and memorabilia. The store will continue by including both upcoming shows and distribution, division and cooperation. Ticket giveaways are being planned to strengthen the Ritz connection. Incidentally, Bergentz reports that country cassette titles at his store are now out-selling LP equivalents 60-40.

TALKING ASHORE — IRWIN FALLON, co-owner of the amino Acids and The Piano in Chicago, is planning a Christmas theme night at their club in Hoboken, which is directly across the Hudson River from the Greenwich Village to which it is increasingly relevant, has just opened Pier Platters record shop with Bill Ryans. The two-roomed unit is located near the famous Clam Broth House restaurant, two blocks from the waterfront and the subways to Manhattan. Fallon says that he will offer “everything including rare and collectible independent rock, classical and jazz at "cheaper discount" prices topping at $6.49. $9.95 list. Buyer at the store is Danny Amis, former guitarist for The Raybeats. Fallon also reports last week’s "long-awaited" debut of Coyote Records, another project shared with Ryan. Debut discs are by diverse acts Steve Alaimos, Beat Rodeo, led by former Builders of The Bones. Alaimos says that the label is "for all ears — we don’t want to get categorized," and that he is looking for distributors.

GOTHAM CITY GOING ON — Recent reports that Ben Karol and King Carol co-owners of the Westside are in a meeting to get Karol’s major label "absolutely nothing to get excited about" says Karol. "We’ve been for sale for 25 years and talked to dozens of people," he laughs. "We never could make any deal." Karol promises that he and his associates will not be sold. They have a record of 31 reporting disc jockeys in New York City, is now distributing its Video music dance tip sheet to movie theaters as well as 15 "hot" progressive dance music and rock dance music stores in New York. Manny Gerald, editor of the weekly magazine, says that the one-stop should be able to follow the market more closely.

MIRUS MUSIQUE  — POPGENE —

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TOWER RECORDS — Rusk Solomon says that his 25,000 sq. ft. Broadway 4th St. store in New York will be ready "sometime in the spring." Tower’s first U.S. outlet outside the West was a success, with the store's main floor and second floor of a 12-story building, and that it still requires much remodeling. Bleecker Bob’s has been taken out in the Village to help customers to its recent location change (Cash Box, Sept. 25). The store will be kept open, and the one-stop should be able to follow the market more closely.

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IHE Announces $17.5 Million Suit Against Kruger

LOS ANGELES — Independent video producers Michael Kruger, the Entertainment, Inc. (IHE), and company president Robert S. Levinson recently filed a $17.5 million lawsuit against U.K. promoter Jeffrey S. Kruger charging him with deceit, breach of contract, loss of goodwill, interference with business and personal relationship, libel and defamation.

In addition to Kruger, his son and business partner Howard L. Kruger, the Kruger Organization, Kruger Leisure Enterprises, Embry Concert Promotions and Video International, and IHE were also charged in the action, which is a cross-complaint stemming from an original suit filed by singer group The Jacksons primarily relating to breaches of production and distribution agreements by Kruger and his companies with IHE.

The agreements with IHE were for musical specials involving such acts as The Jacksons, Glen Campbell, David Soul, Anne Murray, Helen Reddy, Charley Pride, Charlie Rich, Freda Payne and Marvin Gaye.

The original Jackson suit broke when IHE marketed a video program, titled The Jacksons Live At The Rainbow, which the video company assumed had the rights to broadcast on ABC. IHE filed suit with IHE for Video International Sales. IHE claims it withdrew from further involvement with the program when questions over rights to the video were raised by The Jacksons. IHE, however, was named in the litigation filed by The Jacksons.

Although The Jacksons were not named in the IHE suit, Kruger’s attorney, T.J. Pantele, is also charged in the cross-complaint with libel and defamation charges.

RCA/Columbia Plans Aggressive Merchandising, Promotion In ’83

(continued from page 123)

that remain unanswered right now. "I’mまだ未解決" has been said so far...

... but it’s dangerous to draw definitive conclusions."

price reductions to have any sort of lasting effect in altering the direction of the industry, Blattner believes that home video suppliers will have to be able to reach a broad audience beyond the current viewers of this traditionally experienced with a broad base of titles.

But Blattner is not realistic to think that any experiment could reverse the current ratio of rem-

tals to sales, transactions, to say, 90% sales and 10% rentals," he stated. "If this is going to be a long-term, mass consumer-type industry, it will have to be able to achieve the type of success (that Star Trek II is reportedly having) over a broad base of titles."

Although unanswered question on the subject of pricing has thus far made it impossible for RCA/Columbia Pictures Home Video to achieve the level of success Blattner was most definite about what he does not want to see transpire.

"One thing I’m not interested in doing," he emphasized, "is lowering my prices substantially, which will be passed on to the distributor and, in turn, passed on to the retailer, which will just make more money."

RCA/Columbia Pictures Home Video has not only survived, but prospered, in Blattner’s mind, where other suppliers may have lost ground in the extremely competitive home video market due to "an excellent catalog." And his hopes for future are buttressed in knowing that he has a board "committed to the business behind him and the resources of two companies that have carved out a permanent position in the field of home entertainment."

recorded the show and worked on a number of title titles which has obviously put a strain on them, and some of the lesser suppliers are suffering," he said.

"We have an excellent catalog, and I think people know that we’ll continue to be a major source of video releases... The two partners are deeply-committed to the video industry and, really, we have the resources of RCA Corp. and Coca-Cola, the parent company of Columbia Pictures. The type of support we’re able to get is very impressive."

Screen Gems Relocates To Larger Facilities

LOS ANGELES — As part of its expansion plans, international publishing company, Screen Gems/Colgems-EMI Music, Inc, will move its Los Angeles headquarters to larger facilities. Screen Gems, along with Capitol Production Music Division, will move into offices at 6920 Sunset Blvd., where all publishing-related arms will be in one location.

The move will bring Screen Gems operations closer to sister companies EMI/Liberty, the Colgems/EMI record label, and Tape Products, located in the same building.

The new Screen Gems facilities are undergoing extensive renovation (due for completion in the fall of the year), including construction of a video viewing room and an upgraded, enlarged 16-track recording studio for use by Screen Gems songwriters. The writers also now have access to the EMI Records studio.

Studer Bows New A800 Multi-Track, A710 Cassette Deck

LOS ANGELES — Studer Revox America is presently marketing two new products, a third generation version of the Studer A800 multi-track recorder, the A800 MKIII, and the new A710 microprocessor controlled cassette deck.

The A800 MKIII features transformless balanced and floating line inputs and outputs, a maximum output level rated at +26 dBm into a 600 ohm load. Standard features are now included for Solid State Logic and Neve/Neumann automated mixing systems, and for the Audio Kinetics Q- Lock system. Input and output level into the A800 MKIII is an input for the 9.6 kHz capacitor control reference frequency used by EECO and BCT synchronization systems.

Software for the A800’s microprocessor control system has also been updated in the MKIII, and these software updates may be retrofitted into earlier A800 units. Designed with audio/video production application in mind, the A800 MKIII’s features also include 14” reel capacity, 3 tape parallel channel electronics for time code, time code reading in fast wind modes, and on/off cue facilities.

The A710 pro cassette deck (above) and the A710 tape deck (below) are two of Studer’s new products.

The first cassette deck manufactured by Studer for professional use, the A710 also has balanced and floating professional line inputs and outputs, with line levels factory set at +4 dBu which are internally adjustable over a wide range. Maximum output level is rated at +21 dBu into 200 ohms.

The distinct feature of the new microphone pres- sions are incorporated into the front panel; in the “calibrated” position, inputs and/or external taps can be switched to the production levels; while in the “un calibrated” position, input and output controls may be used to

SESSION MIX

At San Francisco’s Automat, the Jefferson Starship’s Paul Kantner has been hosting his solo LP for Biz, to be produced by Joe Feury and Scott Matthews producing and Wayne Lewis engineering... Narada Michael Walden has been producing his latest album for Atlantic with David Frasier engineering... Leon Haywood at work making his solo debut for PolyGram with Steve Smith engineering... Red Rockers are ailing down tracks for a 415 LP, with David Kahne producing and Ken Kesey engineering... At Bullet Recording in Nashville, Rick McCollister has been mixing Merle Haggard’s LP (with special guest from Danny Medrano). The record was produced by Ray Baker... Other activity at Bullet Recording includes Bobby Bare and Friends. The show stars Lacy J. Dalton, Dick Ferrer and T. Tom Hall, along with Trace Adkins, and Jim Yockey directed for Nashville Network.

Also in Nashville has been David Cassidy of Partridge Family fame, returning from a year in Europe, it was announced. He is now working on a new LP at Sound Emporium with Larry Butler producing. Also at Sound Emporium the last few weeks have been Lacy J. Dalton, working on a new Columbia LP with Billy Sherrill producing; Zella Lehr, recording a single last month, also with Sherrill producing; MCA’s Thresher Brothers, recording radio spots; and Jessie Baylin, working on a solo album.

Boston’s Syncro Sound, as always, is busy with projects involving members of The Cars, Ric Ocasek finished up his solo LP for Geffen (with Ian Taylor engineering, assisted by Walter Turbill and David Hegemier), while Greg Hawkes has been working with Mark Knopfler on his third solo album for Warner Bros, produced by Roger Merrill. David Robinson producing an EP for Boys Life and tracks for MCA’s Jane Monheit... Alex Cole engineering... Elliot Easton is producing a solo set by Andy Paley for Elektra, with Moore engineering... Also recording at SoundWorks are Billy Bob Thornton and The Blues Travelers...

At SoundWorks Digital Audio/Video Studios, production was recently completed on a new recording for Columbia recording group Aeromist. The spots were directed by Hart Perry and sound designed by Bill Bows by Webers-Krabs... Also completed was a concept video for PolyGram recording group The Scorpions, featuring the single “One Night Stand,” which was produced by SoundWorks for Webers-Krabs... Alan Ramer in the studio with John Hammond, Sr, producing music for the life of Hammond. Hart Perry directing for Benjamin-Ramer Prod.

Shure, HME To Hold Mike Applications Workshop Feb. 15-17

LOS ANGELES — Shure Brothers Inc. and HM Electronics Inc. are co-sponsoring a four-day workshop to be held at the Syn-Aud-Con Seminar Center in San Juan Capistrano, Calif., Feb. 15-17. The workshop is designed to give attenders an opportunity to work with microphone experts in a “hands on” situation.

The program is scheduled to include mixing sessions utilizing live music groups. Additionally, a Time- Energy and the Physical Phenomena of Sound; from the Heyser/Calt Tech patents will be used for each microphone type, with interpretation of the data made by the engineering staff.

Following that, subjective analyses will be made by the recording authorities on the staff. Participants will also be include David Brand, applications engineer, RTS Systems Inc., Gay, Costa, vice president of Audio Engineering & Distribution of Motown/Hitville Recording Studios and western regional vice president of the Society of Professional Audio Recording Services, also the author of a new book on audio engineering and Tonight Show mixer, NBC, Burbank (Calif.); Lawrence Estrin, pres- ident of the AES and a feature Audio and consultant to Shure Brothers Inc. and HME Inc.; Hellmut Kolbe, consultant/engineer for audio systems, the Bosch, Siemens, Zurich; Don Kutz, chief engineer and executive vice president, HME Inc., Skip Pizzi, Audio Engineering Training coordina- tor, National Broadcasters Association and Robert Schulteine, chief development engineer, Shure Brothers Inc.

The fee for the four-day workshop is $600 per person, payable to Syntergetic Audio Concepts, P.O. Box 669, San Juan Capistrano, Calif. 92675. For further information, call (800) 854-6201 outside California or (714) 496-9999 in state.
Cable/FM Radio Simulcasts
Growing As Promotional Tool

(continued from page 2)

per-view basis with affiliates of the ABC Radio Network. (Cash Box, Dec. 11.)

In February 1982, Home Box Office (HBO) entered the fray with a simulcast of "Star Wars III: Empire" over its cable network, and it's own network of primarily A/C radio stations. Since then, HBO had decided to work with the four major AOR radio stations in simulcast to sound tracks. "We now like to do them with a network that's already in place at the time of the screen," said HBO spokesman Tom Tanno. "It's a simpler way that making and our own network also takes a lot of manpower, so it's not feasible economically.

Earlier this year, HBO simulcast a concert by Fleetwood Mac and is planning to show the long-awaited Shiite show with Newton-John on Jan. 23 with radio syndicator Westwood One. "We're going with them because they are a household name and they're Tannos. "The Source is mostly AOR and Westwood One can deliver the A/C-type of audience we want for this show.

Stereo Cable

HBO plans to simulcast a few more concerts in 1983, but plans to stop doing them with AOR stations when it gets the ability to bring a stereo sound to the home through its coaxial cables. According to Mal Albaum, HBO executive in charge of promotions, "it should happen sometime in the summer of 1983."

"We're going to be digitalizing our audio and providing it through our sound channel, and we won't need a radio station then because it will be closed circuit." he said. Currently, MTV is the only cable channel that offers stereochemistry sound, which is available for a minor surcharge to cable subscribers' monthly bills.

In November, the Showtime cable network made its first venture into simulcasting when it ran a concert by Rick Springfield with its own Source. "I thought the opportunity to help the individual cable operators," said Stephen Schulte, Showtime's vice-president of operations and production services. "They can sometimes help the local operators gain new subscribers and there's a lot of cross-promotion that we do with the cable networks as well."

What's on the horizon? In touch with Starfist/Ball, the Source's production company, which engineered the initial concert.

While a concert by Crosby, Stills & Nash has been scheduled for sometime in the spring of 1983, the cable web is unsure just how simulcasts fit into its future programming plans. "We haven't done enough research into them to see if we're going to do anymore but we expect to do some in January," said Schulte. "If there is sufficient interest, then we will go ahead."

A similarly cautious attitude was displayed by the USA Cable Network, which on Thanksgiving simulcast a concert by Fleetwood Mac and HBO's "A Great Day in New York." "We didn't do it for the ratings but it was a test to determine how the cable networks would handle simulcasting," said USA program director Monia Joblin. "But to know if we're going to do it again, we got to see if the telephone ratings we got and what our audience levels are.

In addition to sports and general interest programs, the USA produces two music shows, "Nightflight and Hot Spots. "We're not going into the business of FM simulcasting but where appropriate, we will run them as part of our late night programming," said Joblin. As with Showtime, USA was approached by Utopia's management to run the simulcast. But unlike their colleague, they have no simulcasts yet planned.

To date, most national simulcasts have been with well-established groups like Journey, Rush and Frank Zappa, in addition to various cable networks. On the other hand, there has also been more local simulcasts with less well-known cable networks on the West Coast. "We've been doing simulcasts in local markets," said John Sykes, MTV director of programming. "In some of the hipper markets, we simulcasted Split Enz and Mike and the Mechanics, and I think it's starting to add up to a bit too many we may be able to simulcast concerts like those real soon.

Increased Competition

Although a study commissioned by the National Assn. of Broadcasters (NAB) earlier this year warned radio broadcasters of impending competition from cable television, the cable radio network contacted by Cash Box encountered much less resistance from radio stations carrying simulcast concerts. "The radio stations that cooperated in the Source scheme gave them something unique to program," said George Taylor Morris, director of promotions for the Omega Network, the source of our concert.

While some radio stations do feel directly competitive with MTV, they're missing the buzz that it creates in the street and its cross-promotional benefits."

In fact, simulcasting has come to be so well-frequented by the biggest, one of the country's largest radio program suppliers, is entering the simulcasting fray for the first time with the Olivia Newton-John concert next month. "We're doing them only to stay competitive, to continue to offer a full range of services," said Norm Patitz, Westwood One's president. "Now, we don't make as much money as those on their stations, but we do on some of the bigger ones. It's a good promotional service for our stations."

As things stand now, cable television/FM radio simulcasting's greatest strength is as a promotional tool for the networks, and relatively new and the cable television industry in a volatile state, it is unclear what this may become a lasting trend in the music industry.

Motorola System Comes Out On Top
In AM Stereo Test

(continued from page 1)

(continued from page 3)
SAMMY HAGAR • THREE LOCK BOX • GEFFEN

ADDs: WMMS, WKLS, KEZY, KSHE, KLOL, WPLR, WSHE, WMMS, KSJO, WBLM, KBPI, WROQ, HOTs: KEZY, KLOL, KSJO, WROQ.
MEDiuMS: KBPI, PREferred TRACKs: Your Love.
SALES: Just shipped.

PETER GABRIEL • GEFFEN

ADDs: None. HOTs: WNEW, WLR, WSHE, WPLR, KNAC, WKLS, WOR.
MEDIUMs: WNEW, WPLR, KSJO, WBLM, KBPI, WROQ.
PREFERRED TRACKs: Monkey, Touch.
SALES: Moderate to fair in all regions.

THE J. GEILS BAND • SHOWTIME • EMI AMERICA

ADDs: None. HOTs: WROQ, KBPI, WBLM, KMET, WSHE, WPLR, WSHE, WCOY.
MEDIUMs: WROQ, KBPI, WMMS.
PREFERRED TRACKs: I Do.
SALES: Good to moderate in all regions.

GOLDEN EARRING • CUT • 21/POLYGRAM

ADDs: None. HOTs: WMMS, KEZY, WCOY.
MEDIUMs: KBPI, WBLM, WMMS.
PREFERRED TRACKs: Twilight, Batteries.
SALES: Fair in all regions.

DARYL HALL & JOHN OATES • H2O • RCA

ADDs: None. HOTs: WAXB, KNX, KBPI, KSJO, KMET, WOR.
MEDIUMs: WAXB, KBPI, WBLM, KEZY, WOUP, WKLS.
PREFERRED TRACKs: Maneater, Married.
SALES: Good in all regions.

DON HENLEY • I CAN'T STAND STILL • ASYLUM

ADDs: KBPI, KSJO, KMET, KSHE, KEZY, WMMS.
MEDIUMs: KNX, WBLM, WOR.
PREFERRED TRACKs: Steppin'.
SALES: Good to moderate in all regions.

JOE JACKSON • NIGHT AND DAY • A&M

ADDs: WMMS, KEZY, WOUP.
MEDIUMs: WKLS, WOR, WMMS, WMMS.
PREFERRED TRACKs: Steppin'.
SALES: Good to moderate in all regions.

JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/IRCA

ADDs: None. HOTs: KNX, KBPI, WBLM, KMET, KLON.
MEDIUMs: WMMS.
PREFERRED TRACKs: Pressure, Altentown.
SALES: Moderate to fair in all regions.

BILLY JOEL • THE NYLON CURTAIN • COLUMBIA

ADDs: WCOY.
MEDIUMs: WNEW, KNX, KBPI, WSHE, WSHE, WMMS.
PREFERRED TRACKs: Lady, Title.
SALES: Moderate to fair in all regions.

LEO ZEPPELIN • CODA • SWAN SONG/ATLANTIC

ADDs: None. HOTs: KBPI, WBLM, KMET, WSHE, WMMS.
PREFERRED TRACKs: Ozone, Groove, Montreux.
SALES: Good in all regions.

MEN AT WORK • BUSINESS AS USUAL • COLUMBIA

ADDs: None. HOTs: KNX, WPRL.
MEDIUMs: WMMS, WSHE, WMMS.
PREFERRED TRACKs: Down, Who.
SALES: Good in all regions.

THE WHO • IT'S HARD • WARNER BROS.

ADDs: None. HOTs: WPRL, KEZY.
MEDIUMs: WBKP, WPOW.
PREFERRED TRACKs: Cry, Man, One, Title.
SALES: Moderate to fair in all regions.
BLACK CONTEMPORARY

TOP 75 ALBUMS

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<td>TONGUE IN CHIC</td>
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Early Winners could be at risk

NASHVILLE — With advances in technology and changes in the way music is produced and distributed, the future of royalties for songwriters is uncertain. As a result, many songwriters are concerned about how much they will earn from their work in the future.

Some songwriters have expressed concerns about the potential impact of these changes on their ability to earn a living from their music. Others have argued that the current system is outdated and needs to be updated to reflect the realities of the music industry today.

As the music industry continues to evolve, it remains to be seen how the future of royalties for songwriters will unfold.

By Tom Roland

Songwriters Hardest Hit By BMI, ASCAP Freeze On Advances

A WINNING COMBINATION — Cash Box vice president Jim Sharp recently presented commemorative plaques to Irby Mandrell, Barbara Mandrell and Tom Collins backstage after Mandrell’s appearance at the MGM Grand Hotel in Las Vegas. Each was a winner in the Cash Box Awards for 1982.

Atkins Signs With Columbia; First LP Due In February

NASHVILLE — Closing out the year with a major addition to its already lengthy roster, Columbia Records has signed seasoned veteran Chet Atkins to an exclusive recording contract. The first album from the new association is expected to ship in late February.

“Chet probably could have chosen any label in the business,” said Rick Blackburn, senior vice president and general manager, CBS Records/Nashville, “and I’m extremely proud that he selected CBS. After several months of discussion, we explored several ideas and concepts from a creative point of view. We seemed to agree on most points, and I think that the label that Chet’s music could best serve well be ahead of us. After all, he is the best guitar player in the world, and extraordinary talent usually finds a very high level of success.”

In addition to his recognition as an instrumentalist, Atkins has acted as producer for many artists and served as the division vice president of RCA/Columbia since 1957—74. During his years of activity from the business side of the music industry, Atkins has been associated with such artists as Bob Dylan, Woody Guthrie, John Lennon, Bob Dylan, and the Everly Brothers, among many others.

In spite of Atkins’ familiarity with production chores, Randy Goodrum will serve as producer for his first CBS project.

The album has written such tunes as “Bluer Than Blue,” “You Needed Me” and “What Are You Doing In My Life,” has also penned several selections for the impending LP.

“I never learned how to be an executive,” recalls Atkins. “It’s gotten stressful for me because I never learned how to say no to songwriters or artists who wanted to record for me. Now my main interest is being an artist, although I don’t want to rule out the possibility of producing while at CBS. I spent half my life developing other artists’ careers and now it’s time to perpetuate my own.”

Conley Scores First #1 Country Single

NASHVILLE — Following three consecutive Top 20 singles attained since he left Sunbird Records to join the RCA roster, Earl Thomas Conley this week scored his first #1 on the Cash Box Country Singles chart with the title cut from his current album, “Somewhere Between.”

His most stirring release to date, the single displays Conley’s patented hard-hitting style, best with the usual assistance from his Top 10 hit, “Fire & Smoke,” which peaked at #5 July 11, 1981. Interestingly, that single is also the B-side of the current release.

Robbins, 57, Dies From Cardiac Arrest

NASHVILLE — Nearly one week after he underwent a quadruple coronary bypass at St. Thomas Hospital, singer Marty Robbins died December 11 at 11:15 p.m. Dec. 8 from cardiac arrest.

Robbins, 57, was admitted to St. Thomas Dec. 2 after complaining of chest pains, and subsequently underwent the quadruple coronary bypass in an attempt to correct a major artery that had been blocked. Robbins had triple bypass performed following his first heart attack in 1969, and the three arteries operated on at that time were repaired during the operation along with a fourth. Robbins also suffered a heart attack in 1981.

His voice, for its crafty sense of humor and a string of singles dating back to “I’ll Go On Alone” in 1953, the entertainer was named to the Country Music Hall of Fame during the Country Music Assn. (CMA) awards show in October. During his career, he recorded such tunes as “A White Sport Coat and a Pink Carnation,” “El Paso,” “El Paso Woman, My Woman, My Wife,” “El Paso City” and “Devil Woman.”

The first country performer to ever receive a Grammy Award, Robbins’ career was on an upward. The single “Some Memories Just Won’t Die,” which reached #10 Aug. 21, was his first record to make the Top 10 on the Cash Box Country Singles chart.
GREEN EYES — Celebrating its most successful single to date, Door Knob Records' "Green Eyes" (c)contest Dec. 1 at T.J. Prods. on Music Row, tying in with the similarly titled release of Def Jam's "Green Eyed Lady," was cashed in at $33 on the Cash Box Country Singles chart, the promotion solicited entries from subscribers to Country Holtline News, asking female readers with green eyes to send in an entry blank and, if possible, a three-inch square color portrait of their face. The winner was selected at random from a sweepstakes, with the winning entry (pulled from a rotating wire barrel) receiving an all-expenses-paid trip to Nashville. Fifty second place winners were given Tom Carlile albums, and all entrants were made official members of the artist's bonus club. Speaking of Door Knob, congratulations to the company's bowling team, which capped off the first half of the Music Business Mixed Bowling League 1982-83 season in first place and will defend its last tournament win on Wednesday night. The winner, which played in the final, was Jane Gassett and her allies. For more information, call the label at (615) 471-7777. Their future plans include the release of "Green Eyes Pt. II" in March.

AUSTIN CITY LIMITS GOES FOR #8 — Austin City Limits, now entering its seventh season on the Public Broadcasting Service (PBS), will begin the new year with the first of 16 telecasts Oct. 14. Underwritten by the Lone Star Bank, the program will feature such guests as Don Williams, Roy Orbinson, Rosanne Cash, B.B. King, Loretta Lynn, Billy Joe Shaver, Keith Sykes, Rodney Crowell, John Conlee, Tammy Wynette, Steve Wariner, Mickey Gilley, David Frizzell & Shelly West, T.G. Sheppard, John Prine, Guy Clark and Don Hunley.

RIM LP — Students of the Middle Tennessee State University (MTSU) Music and Recording Industry Management (RIM) departments have released their first album, "RIMUSIC." Except for three cuts that were produced by members of the school's faculty, the entire project was conceived, written, recorded and engineered by RIM students, encompassing a wide spectrum of musical styles, including pop, country, jazz, bluegrass and new wave. Each of the LP's 14 cuts were recorded at the school's in-house track facilities, mainly through funds provided by the MTSU Instructional Development Committee. MTSU, situated in Murfreesboro and Nashville's Belmont College both provide degrees that enable students to gear their collegiate studies toward the commercial business facets of the music industry.

ALABAMA SETS ANOTHER RECORD — The Alabama Band, aka "the best band in the world," has been churning out an album every other week or so for the past year. The band will celebrate the first anniversary of its record deal this Sunday at the Fillmore West, 1,500 tickets sold out and a line around the block when the band had its highest-grossing booking to date, bringing in $307,562 Nov. 28 at the University of Oklahoma's Lloyd Noble Center in Norman. Attracting 25,000 fans for the date, handled by Fowler Prods., the center sold out one show in eight hours and booked a second appearance that was sold out within one day. Janie Fricker opened for the band.

HUDSON — COTTON NOMINATED FOR COLLEGIATE AWARDS — Nashville artists Helen Hudson and Gene Cotton have both been nominated by the National Assn. of Campus Activities (NACA) for Campus Entertainer of the Year. Cotton has also been nominated for the Harry Chapin Humanitarian Award, given to an entertainer for his/ her unselfish contributions to less fortunate individuals. Hudson has been chosen as the representative subject for an NBC special which will air during the early months of 1983 on collegiate entertainers. She and her manager, John Weaver (former Cash box country chart manager), of One Note Beyond Music, plans to be in Nashville the beginning of 1983 while she takes an unusual hiatus from her tour schedule.

PRESSING ON '83 — The Country Music Foundation Press, publishing division of the Country Music Foundation, has published its officially 1983 country industry trends, including photos of Chet Atkins, Willie Nelson, Bucky Lamb, Sammi蝈蝈, Loretta Lynn, Mickey Gilley, Don Williams, Reba McEntire, Ernest Tubb, Loretta Lynn, Ricky Skaggs, Jimmie Rodgers, Dolly Parton, Rex Allen, Jr., Emmylou Harris and the Glaser Brothers. In addition to theperturbing civic and religious holidays, the chronological creation denotes historic events, births and anniversaries in country music, deeming its usefulness as a reference guide for radio stations which place a heavy emphasis on their station's perception as an authority in the field. Priced at $5.95, the calendars can be purchased through the Country Music Foundation, Music Square East, Nashville, Tenn. 37223. Add $1 per calendar for postage. Tennessee residents add 6.75% sales tax.

GREENWALC COMES ALIVE — MCA recording artist Lee Greenwood co-hosted the live cabaret of Nashville Alive Dec. 5, emanating from the Stagedoor Lounge at the Opryland Hotel via Ted Turner's WTBS-TV/Atlanta. Others appearing on the show included labelmates George Strait, Rayzie Bailey, Roy Acuff and Kelli Warren. Other hosts scheduled to appear the coming weeks include Johnny Rodriguez, Ray Stevens, Sylvia and Brenda Lee.

DAVIS ON TV — "Mac Davis has a number of visually related appearances slated for the next two months. The singer is a guest on the Bob Hope special Dec. 19, along with Willie Nelson. He'll start the new year with an appearance on Soid Gold Jan. 7, on which he will sing his current single, "Living Here Loving," and he's been tagged as the host for the American Music Awards the same night. Davis also has an appearance set in Country Comes Home, which should be on television screen in late Jan., and the follow-up to The Sting (entitled either The Next Sting or Sting It) that'll premiere Feb. 11. WYNETTE WORKING — Down Home Country Music, a PBS special hosted in part by Tammy Wynette, was awarded the 1982 Best National Educational/Commercial Video of the Year by the New York Film and Television Festival during that organization's 25th anniversary awards ceremony. Wynette has penciled in a benefit performance to launch her school schedule for the First National Bank of Nashville Jan. 17. In her third performance in support of the institute, which has established an apprenticeship program, Wynette will perform at the Burt Reynolds Dinner Theatre in Miami.
Another Conlee Classic...

"I Don't Remember Loving You"

From the Hit Album...

BB  CB  R+R

13  10  16

©1982 MCA Records, Inc.
**COUNTRY RADIO**

**THE COUNTRY MIKE**

WSM MOVES TO AM STEREO — WSM/ Nashville became the tenth station to adopt the Harris system of AM stereo transmission starting at 6:05 p.m., Dec. 6, when WSM president E.W. "Bud" Wendell made the historic flip of a switch from the stage of the Grand Ole Opry. In adopting the new technological innovation, WSM joins a handful of stations that are already broadcasting in stereo, including WQXI/Atlanta, WNDE/New Orleans, KFI/Los Angeles and CCKL/Windsor, Canada. Harris, in competition with other companies such as Motorola and Kahn, is attempting to position itself as the leader in the field after an FCC ruling that let the choice of technology by which AM stereo systems are used to market choice. Officials with Harris indicate that some 121 stations are already on the waiting list for the service, including such powerhouses as WLS/Chicago, WSM/Chicago and WSB/Atlanta.

Although reports that can pick up the split signal are not yet available to consumers, a "broad range" of hardware is expected to appear on the market by next summer, and WSM plans to provide listening booths at local malls during the spring months so area listeners can gain a taste of the station's recently upgraded fidelity. While station officials are understandably enthusiastic about the capability that WSM now has to carry the Grand Ole Opry in stereo, the Music Country programmer explained that currently direct via some 85 stations nationwide, will also become a stereo signal sometime next spring. WSM's earth transmission system must first be adapted to send the signal to the satellite to enable FM stereo. Incidentally, WSM led off its historic signal alteration with Alabama’s "Mountain Music." A MORNING TEAM ON THE BREAKFAST BREAK — KSON/San Diego morning drive team Rod Hunter and Ed Chandler has gone to the streets of Southern California in search of the perfect breakfast as the "Bacon & Eggs Brigade," and the team has already found a winner. This time, Barbara Wharton's kitchen has won the illustrious award, which entitles her to a visit by Chandler & Hunter, where the two will air a live simulcast for her house. During their usual airlift, Hunter and Chandler will prepare a bacon and eggs breakfast for Ms. Wharton and 50 of her friends. To help the morning team handle all the people, the KSON promotion team will be on hand and Wharton will be able to relax and listen to Chandler and Hunter on her $500 stereo system, an additional gift in the palatable promo. No word on who will do the dishes, though.

**NEW MASCOT JOINS OKLAHOMA CITY — KXYX/Oklahoma City has a new station mascot, "Chuck The Duck," who will represent the country station at area functions. According to Charlie Marcus, program director for the FM station, "Chuck" is a doozy of a duck and he is a specimen worthy of national attention. Marcus also added that the duck was组织生活 two-step as proven by appearances at several local night spots.

**GEORGIA STATION LISTS NEW AIR LINE-UP — Country music station WIZY/Gordon, Ga., has a new air line-up, with program director Mike Bonts serving as morning DJ. Recent addition is coming over from WGGG/Gainesville, Leois Weaver, previously with WGYL/Vero Beach, Fla., will handle the midday shift. Big Al Parker will hold down the 3-7 p.m. period, and the 7-11 slot will be handled by Alan Davis, new comer Larry Tripp will be on the air from 11 p.m.-6 a.m. for the all-night show, having joined WIZY after serving with WFNE/Forsyth, Ga.

**PROGRAMMERS PICKS**

| Jim Clemens | WPLQ/Atlanta | If Hollywood Don't Need You — Don Williams — MCA | Country Mike |
| Janet Fort | WSM/Nashville | A Good Night's Love — Tammy Wynette — Epic | |
| Jack Seckel | WITZ/McKeesport | Easier — Sandy Croft — Angel songs | |
| Rick Stewart | KRAK/Sacramento | If It Takes All Night — Dottie West — Liberty | |
| Country Joe Flint | KSOP/Salt Lake City | Those Were The Days — Gary Stewart & Dean Dillon — RCA | |
| John Brejolet | WJKH/New York | Heat Of The Night — Juice Newton — Capitol | |
| Scott Jeffsers | KXYX/Oklahoma City | Ain't No Trick — Lee Greenwood — MCA | |
| Jerry Howard | WAIM/Anderson | Christmas In Dixie — Alabama — RCA | |
| Tony Pella | WSDS/Ypsilanti | Lights Out At The Days End — Owen Brothers — Audiograph | |
| Andy Witt | WTSO/Madison | Everything's Beautiful — Dolly Parton & Willie Nelson — Monument | |
| Tom Newman | KGJ/Spokane | Honky Tonk Man — Marty Robbins — Warner/Niva | |
| Jessica James | WRJZ/Knoxville | Romance — Louise Mandrell — RCA | |
| Dan Williams | KEED/Eugene | Born To Love Me — Ray Charles — Columbia | |
| Randy Rawley | WWNN/ Coldwater | My Fingers Do The Talking — Jerry Lee Lewis — MCA | |

**SINGLES REVIEWS**

OUT OF THE BOX

| RICKY SKAGGS (Epic 34-03482) | I Wouldn't Change You If I Could (2:59) (Peer International Corp. — BMI) (A. O. Smith, P. H. Jones) (Producer: R. Skaggs) | |
| **MOST ADDED COUNTRY SINGLES** | | |
| 1. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 27 ADDS | | |
| 2. CHRISTMAS IN DIXIE — ALABAMA — RCA — 23 ADDS | | |
| 3. LAST THING I NEEDED FIRST THING THIS MORNING — WILLIE NELSON — COLUMBIA — 22 ADDS | | |
| 4. WHY BABY WHY — CHARLEY PRIDE — RCA — 18 ADDS | | |
| 5. A GOOD NIGHT'S LOVE — TAMMY WYNETTE — EPIC — 16 ADDS | | |

**FEATURE PICKS**

| **O'ROARK BROTHERS (Comstock COM 1699)** | Your Eyes Don't Lie To Me (2:47) (Rocky Bell Music — BMI) (T. Carisse) (Producers: P. Parker, J. Williamson) | |
| STEVE RICKS (Southwind SW 8093) | Won't You Be My Baby (2:46) (Blackwood Music — BMI) (K. Stedall) (Producer: J. Fisher) | |
| CEDAR CREEK (Moonshine MS-3008) | Take A Ride On A Riverboat (3:04) (Screen Gems — EMI Music, Inc. — BMI) (Producer: A. D. Martin) | |

**NEW AND DEVELOPING**

| ST. John turns in a performance somewhat mindful of George Strait, with a hard-edged voice sprung on by a driving tempo and twin fiddles. The woman targeted in this piece is anything but a saint, however. This song places the cheatin' topic beneath a new light, enhanced by brisk and tasty instrumental work and the production of Norro Wilson. | |

**ALBUM REVIEWS**

| FORTY 82 — Mac Davis — Casablanca NBLP 7274 — Producer: Rick Hall — List: 8.88 | Mac Davis delivers an exceptionally strong offering, bringing his fine interpretive and writing abilities to the soulful groove for which Musiee Shaw's is famous. Davis applies himself to a number of ballads, adding his usual touch of humor ("The Beer Drinkin' Song") and a bit of outlandish flavor to back his matter-of-fact vocal pretenses. He covers material from a number of respected writers here, including Walt Aldridge, Tommy Bradshaw, Rodney Crowell and Rate V Haley. |
Country Star Robbins Dead At 57

(last page)

Blackwell, bassist Reggie Workman, trumpet Benny Bailey and saxophonist Charlie Rouse... Howard Johnson and his nine-piece (six of them tubas) band, Gravity, will perform at a free concert at P.S. 21 in the Bronx this Wednesday at 7:00 p.m. The show is sponsored by Outward Visions and Mind Builders Creative Arts Center... Windham Hill pianist George Winston is presently on a national tour in support of his newest LP, “December”... Leslie Kenton, daughter of Stan Kenton, has authored The Joy of Beauty, a how-to set for January release by Doubleday.

DOWN TO THE WIRE — Last minute releases for the holiday shopper include “Dogface” by saxophonist Gary Windo on Europa Records, an aural anthology featuring NRBO and numerous variations of Pam Windo & The Shades. Get it before you get it... California’s digital RealTime Records has collated two superior records from one date: “Somebody” features Joe Farrell with George Cables, John Dent and Tony Duane. "You Know That Dream" features the same foursome plus Al Peagon. By the way, the label has dropped the list on its digital titles to a very special $9.99.

On jazz

(continued from page 11)

Paxton, Limestone To Release EP

NASHVILLE — In an attempt to capitalize on the cost-conscious nature of the con-
figuration, Limestone Records will release the first gospel extended play (EP) disc in January, a four-cut project by Gary Paxton entitled "I Am A Fool For Christ (Whose Fool Are You?)".

Paxton noted that while the package is a four-cut project, the album is con-
cerned with masking the "el cheapo image" that the consumer may have of such extended plays. "In fact, the record jacket will have the words "extended play" crossed out, with "exceptional performances" penciled above. We are a new wave type of gospel record and a "12" product, the project is musically comparable to R&B acts Prince and the Gap Band.

Paxton, confident that the consumer is disconcerted by the high price tag attached to current albums, said he had originally approached Paragon with the concept in the mid-'70s, but was told by executives that "the mini-LP won't work in gospel." As an artist on the RCA label, he had also been disillusioned by most officials with the com-
pany's expectations.

In addition to his own EP, Paxton is also working with John Williamson/Wilson Band on a similar project due for release on Limestone at the same time. Entitled "Standing In The Wake Of The Storm," the disc is currently being designed by Gary Paxton, who is also working with the record label at the same time. The project is a third project by a group of studio musicians who are being discussed.

Distribution has been achieved via Spring Arbor Distributing, an Ann Arbor, Mich.-based gospel record company which serves some 7,000 stores. Paxton indicated that his project had been supported by Spring Arbor's general manager, Jim Barclay, who encouraged use of the "12" configuration as opposed to the 10" to alleviate rack problems.

The program is a part of Paxton's ongo-
ing attempts to provide rock gospel as a "means of ministering to kids."
UNITED INTERNATIONAL

Japan

TOKYO — Total sales of records and tapes topped the Yen 223.6 billion (approx. $955 million) for the first nine months ended Oct. 31, but revenues for the 223.6 billion yen ($955 million) represented a 2.9% drop from the same period last year. 90% of that 223.6 billion was contributed by sales of compact discs, which were up 1.2% for the period. Record sales reached 124.3 million units, an 11% drop from the same period last year. The domestic market for compact discs, which reached 124.3 million units, was up 11% from the same period last year with revenues of 98.7 billion yen ($395 million) representing an eight percent increase in unit sales.

Nippon Phonogram will release its first Compact Discs soon. Imported from PolyGram, the first being an edition of the complete three classical titles and one jazz. A second release, set for the beginning of 1983, will consist of six classical titles. Polygram of Japan will also release a series of Compact Discs in the beginning of 1983. Also to be imported from PolyGram, the release will consist of 29 titles — 18 classical and 11 pop.

Toshiba/EMI will release its first classical videodisc on Dec. 1. Finally, King Records will release its first Compact Disc in the beginning of 1983. The release will feature classic product from the Blue Note, Pacific and UA catalogs.

United Kingdom

LONDON — The Teardrop Explodes recently announced its decision to split per- manently. The Mercury/Phonogram band, which was frequently in the U.K. LP and singles charts, has split due to dire differences in the direction each member wanted to take. Now independent CBS as a solo artist, is currently supporting Tom Petty & The Heartbreakers on the group's U.K. tour. One of the Gigs' non-Gigs tips for the big league, Magnetic Records band Blue Zoo, played a raunchy set this week at London's Highline. The group has just had its top 20 hit with "Boy Cry," being hailed as an excellent lighting. The group's last single, "Loved One's An Angel," went down a storm.

Pat Davis, the actress-daughter of U.S. President Ronald Reagan, was in town recently doing some recording at Pye Studios. Rumors are now about that there may well be a link with Runaway Records and Davis. Runaway Records' Adrian Ruge and Nick Underwood

LONDON — Modern English is a five-piece band from Colchester in Essex that took root five years ago during the punk explo- sion. The band's music has a hard- edged stage arm only with amplified noise, energy and punk audacity — and they have been growing steadily ever since. Originally known simply as "The Lepers," the band except drummer Richard Brown could play a musical instrument. Michael Underwood, 21, once never even picked up a guitar in his life until he went to The Lepers audition. However, in true punk tradition, Michael Underwood can play the guitar quite a dent in the local popula- tion.
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label/Number</th>
<th>Weeks On</th>
<th>Peak Position</th>
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<tr>
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<td><strong>BRANIGAN</strong></td>
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<td><strong>PETER GABRIEL</strong></td>
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<td>LITTLE RIVER BAND (Capitol ST-12247)</td>
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<td><strong>ANNIE</strong></td>
<td>ORIGINAL SOUNDTRACK (Columbia CS 38000)</td>
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<tr>
<td><strong>HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS</strong></td>
<td>LOWE CLARK AND THE ROYAL PHILHARMONIC ORCHESTRA (RCA APL-1-4733)</td>
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<tr>
<td><strong>A FLOCK OF SEAGULLS</strong></td>
<td>(A&amp;M/Arista AL 8800)</td>
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<td><strong>AS ONE</strong></td>
<td>KOOL &amp; THE GANG (De-Lite DSR 8505)</td>
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<td>GEORGE HARRISON (Dark Horse KC 23734-1)</td>
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<td><strong>LAST DATE</strong></td>
<td>EMMA LOUIE HARRIS (Warner Bros. 9 23740-1)</td>
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<td><strong>12 GREATEST HITS VOL. II</strong></td>
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<td><strong>TO THE MAX</strong></td>
<td>CON FUNK SHUN (Mercury SRR-1-0477)</td>
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<td><strong>HOOKED ON SWING</strong></td>
<td>LAURIE LOCATE &amp; HIS MANHATTAN SWING ORCHESTRA (RCA APL-4343)</td>
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<td><strong>REACH</strong></td>
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<td>WAYLON AND WILLIE (RCA APL-1-4455)</td>
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<td><strong>NO CONTROL</strong></td>
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<td><strong>CHAKA KHAN</strong></td>
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<td><strong>JANET JACKSON</strong></td>
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<td><strong>FOREVER NOW</strong></td>
<td>THE PSYCHEDELIC FURS (Columbia ARC 3828)</td>
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AROUND THE ROUTE

by Camille Compasio

The attendance for AMOA Expo '82 was 12,792, a healthy increase over last year's figure of 11,000. Many observers, while commenting on the success of this year's show in terms of the number of exhibits and participating firms, the selection of products displayed, the considerably expanded exhibit space provided at Expo's new site in the Hyatt Regency Chicago Hotel, and the extensive education program presented by AMOA, also suggested that there was too much equipment shown but not enough in the way of really innovative product concepts, and that the new, unfamiliar locale made touring the exhibits a bit confusing. It took the full run of the show for some conventioners to become acclimated, but that's pretty much the norm under the circumstances. One thing is for certain (and was evident at this year's show): the economy has everyone keeping a tight rein on the purse strings — and operators are continuing to exercise caution and selectivity in buying. Gottlieb's "Q*Bert," Williams' "Joust" and Bally Midway's "Super Pac-Man" and "Baby Pac-Man" were among the games most frequently (continued on page 32)

OPS, DISTRIBS SPEAK OUT

AMOA Attendees Decry Price, Quantity Of New Equipment

by Jeffrey Ressner

LOS ANGELES — Coin machine operators and distributors from around the country who attended the Amusement and Music Operator Assn. (AMOA) 1982 Exposition in Chicago last month were generally overwhelmed by the cornucopia of electronic games shown on the display floor, but seemed dismayed over pricing structures mandated by manufacturers. According to a Cash Box survey of Expo participants, ops and distributors had mixed responses about what would be "the next big game," yet practically all agreed that the sheer number of machines being produced by the factories was mind-boggling — and some suggested that too many machines were being produced at an accelerated rate, leaving operators little time to recoup their investment on a machine before a newer model comes along.

The Expo attendees had their own particular choices for top game of the show, with Gottlieb's "Q*Bert," Williams' "Joust" and Bally Midway's "Super Pac-Man" most often cited as the units with the most potential for heavy collections. Other models that attracted the interest of showgoers included Taito's "Front Line," Nintendo's "Popeye," Universal's "Mr. Do!" and Atari's "Pole Position." Although these games were touted by ops and distrubrs as the best machines at the Expo, few expressed high levels of enthusiasm for most of the products shown at the AMOA gathering, stating they were going to be extremely cautious in purchasing new equipment and will probably order fewer numbers than following previous Expo.

"Everyone who came to this year's AMOA convention was looking for the miracle game, like 'Pac Man' or 'Donkey Kong'," remarked Patton Music Co.'s vice president and general manager Jim Reed, "but unfortunately there wasn't much that looked new there. As far as ordering games that we saw at the show, we're going to go real light at first and see what they do before we commit ourselves to multiple pieces."

"Nothing Stood Out"

Other operators and distributors were equally lukewarm about the cavalcade of games shown at the show. Jerry Gordon of Moonachie, N.J.-based Betson Enterprises' distribution firm commented, "There was a lot of activity and a lot of equipment on the display floor, but I really didn't see that many good games." Elm Music Co.'s manager Phil Elum concurred with Gordon's appraisal, stating, "Although a handful of good games will probably evolve from the Expo, nothing really stood out like a 'Pac Man' or 'Space Invaders.'" Operator Mel Wyman, of Westminster, Calif.'s Games People Play, was also "a bit disappointed in the quality of..." (continued on page 32)
**INDUSTRY NEWS**

**AROUND THE ROUTE**

(continued from page 31)

mentioned as outstanding in this year’s show crop. Sega’s laser disc technology, being engineered for its “game of the future” was quite an attraction in the company exhibit, along with the character cabinets and the exciting new games they featured. Two “nurses” with baby carriages were on hand at the Ball Midway booth (high press conference) to assist with the birth of Baby Pac-Man while showgoers got a kick out of bumping into Mr. and Mrs. Pac-Man, fully costumed and ever present on the convention floor. Atari’s booth decor was great looking and especially outstanding. All in all, 162 firms exhibited in 439 booths. Conversion kits abound at this year’s show — and representation from television and the consumer press corps must have reached an all-time high.

Exidy’s director of international marketing Lisa Zinter was especially pleased over the tremendous response to Expo to the firm’s “Whirly Bucket” game. It had not been revealed prior to Expo, but it was very popular among the few really new pieces shown. It’s a nonvideo skill game, not much larger than a pinball machine (seven feet in length) and challenging to play. What you do is toss balls from two sides and bounces on mirrors, and amidst lively sound effects. Incidentally, the game got quite a work out at the show and Exidy offered some generous stuffed animals as prizes for high scorers. “I believe operators are looking for something with longevity on location that is different from anything else presently on the market,” said Lila — and based on comments from ops who visited, Exidy’s exhibit and played the game, Whirly Bucket fills the bill. Besides which, Exidy told us a lot of orders were written up for the new piece. It is presently in production and deliveries are in progress.

State Association News: Received word from Seymour Pollak, secretary of the former Westchester Operators Guild Inc. (Port Chester, N.Y.), advising that the state group has legally changed its name to Amusement & Vending Operators Guild, Inc. As Pollak explained, the change was made to further “clarify the business of our members.” The organization, by the way, has been in existence since 1950. . . . The flourishing new Pennsylvania Amusement & Music Machine Assn., which is among the industry’s most recently formed state groups, held its first annual convention this past October — and a record event it was, with over 200 participants among whom were operators, suppliers, distributors, etc. The agenda of business meetings was extensive, informative and most important to today’s business environment. Guest speakers included Tom Howard of The Tobacco Institute (Washington, D.C.), aama’s immediate past president John Mawdsley, and Ball Midway’s ex-vice president Leo Droste. OMAA president Richard George, VT’s Morris Weintraub and AGMA’s executive director Glenn Braswell.

**SCHOOL IN SESSION** — Bally Midway’s service manager Andy Ducay, who has conducted service schools throughout the U.S., Canada and Europe, had the unique experience in September of conducting his first factory school in Arabia. The weeklong school was conducted on the product lines of Bally Pinball Division and Bally Midway Mfg. Co. and covered the full gamut of service instruction for both pinball machines and video games. The school was co-sponsored by United Technology Products Co. of Arabia, and Filipino technicians, hired on a work contract to service amusement equipment in Arabia, were the body. Sessions were conducted by Barry Thompson of Bally Continental in London and Ducay. Pictured in the accompanying photo are some of the students who completed the course and instructors Ducay (third from left) and Thompson (fourth from left).

**AMOA Attendees Decry Price Quantity of New Equipment**

(continued from page 31)

Games” shown at the convention. And Mount-

tain Coin Machine Dist.’s general manager Marty Cein felt there was “nothing out-

standing” game-wise, saying his company ordered about 30% less games than last year for the S’1 AMOA exhibition concluded.

Regarding the Sega prototype of a laserdisc-controlled space game called “Astron Belt,” which was shown at this year’s AMOA, ops and distributors appeared to have varying opinions about whether or not the innovative machine would prove to be successful in the marketplace. Circle International head Dean McMurdie called the machine “phenomenal . . . like riding a roller coaster” and predicted sales would “really take off” if it’s released in mid-1984. On the other hand, operator Russell Mawdsley, of Hotvole, Mass.-based Russell-Hall, Inc., said the unit “didn’t do anything for me.” Most of those questioned about the machine seemed interested in its future applications, but reserved final judgement until the game is released to location.

For the most part, ops and distributors felt the laserdisc game has to be developed further before it would be capable of making real waves in the industry and isn’t dismissed as a mere novelty item. Ray Hibarger of Hanson Distribution Company, headquartered in Bloomington, Minn., says the laserdisc amusement shows some “promise” as the first application of new technology, but “can be taken a lot further” and, adding “more could be done to jazz it up.” Similarly, Games People Play’s Wyman said he was “impressed” with the Star Wars-like graphics, but “wasn’t too thrilled with the game itself the first time around.”

Besides the influx of new varieties of electronic games on the display floor, AMOA expo attendees also turned their attention towards the cost of the units, with many decriy-

ing manufacturers for charging higher prices on machines. While most operators and distributors conceded that prices have been “stable” over the past few months, they still believe that increased competition and the abundance of new product is making it difficult for routepeople to turn a good profit.

County Amusement Co.’s Howard Herman called the pricing situation “the same old story — no bargains yet,” and said he saw no sign of manufacturers’ prices coming down. Mountain Coin Machine Dist.’s Cein maintained that, although prices on new games have been holding “pretty steady,” they are still “too high and not going down.” As a result, says Cein, “Every distributor I talk to is seriously cutting back on their buying.”

Hanson Distributor’s Hibarger, however, says he saw some “isolated instances of price dropping” at the show, which he termed “some indication that manufacturers are seeing fewer operators are getting economically strained.”

**Capricious Climate**

“It’s a capricious climate right now,” commented Hibarger. “Locations are making demands for specific games and it’s getting increasingly difficult for operators to meet those requirements. The ‘hit syndrome’ is a sickness that must be cured. Overall, the market isn’t so much smaller, it’s just the number of pieces.” He added, “You can’t take chances anymore with what might be a secondary-type game. Of course, we’re being more careful ordering less numbers making less of a commitment. The size of our initial order following the AMOA show is very, very down from previous years.”

Russell-Hall’s Mawdsley remarked, “After going to AMOA Expo for the last 25-30 years, I’ve learned one definite rule of thumb: don’t buy or give orders at the shows. You can get excited about a piece there and then it could prove to be a loser.”

Mawdsley concluded that economic factors figured much more heavily this year than at any other recent AMOA convention. “One or two years ago the big question at AMOA was, ‘Are you getting enough equipment?’ This year operators asked each other, ‘How far off is your business?’ And unfortunately for a lot of operators, collections were off 15-60% from 1981. Personally, I don’t think we’ll ever see the collections we saw one or two years ago.”

In addition to the coin amusement exhibitors, the major cartridge game manufacturers are also being invited to exhibit. “There is quite a cross-over between the home games and the arcade games and many of the largest operators and distributors are some of the biggest retailers of cartridge games,” according to Cunningham. “As arcade games are converted to cartridges, and cartridge to arcade, we feel that this rewarding exhibition combination will heighten the excitement by revealing a glimpse of the future of both avenues of entertainment.”

Further information about the convention may be obtained by contacting Terence Cunningham, Pacific Amusement Operators Show, Westeco Amusement, 2727 Midtown Court, Suite One, Palo Alto, Calif. 94303 or telephoning (415) 325-6691.

**PAO Show Will Be Filmed For TV Broadcast In ’83**

CHICAGO — The Pacific Amusement Operators Show, slated for Feb. 21-23, 1983, at the Fairmont Hotel in San Francisco (Cash Box, Nov. 11), promises to be one of the industry’s most innovative trade shows of the new year.

Westeco Amusement, managers of the show, announced that Dellinger Productions will be making a feature film of the event, which will be released for national television. The show is tentatively named “Arcade ’83,” is designed to give the public an indepth view of what an amusement trade show is like, focusing also on the people and the companies behind the games, and the new games for 1983.

“One element that is missing from our industry’s shows,” explained Terence Cunningham, director of the PAO Show. “is the player. We can include the hundreds of manufacturers and distributors, and the thousands of attendees, but we can’t accommodate the millions of players. Although the players can’t attend the show, we can bring the show to them via television. For example, Turner Broadcasting estimates that if aired late February 1983 on WTBS the PAO Show will reach over 25 million homes. That’s a lot of players.”

“Of course the message we want to convey to the public is that there are people behind our amusement products,” he continued. “One of the problems the industry has faced is that the public doesn’t see our industry in terms of people but only in terms of machines. This film should demonstrate that people are the most important aspect of our industry and the products that we make and operate are just one way we express ourselves.”

Another feature of the PAO Show will be the use of closed circuit TV for seminars and other show activities. It seems that the Fairmont Hotel has facilities for “broadcasting” to each hotel room and meeting room either live or taped programming. One program that is planned is an “evening show” every night, which will summarize that day’s seminars and events, announce the next day’s activities and interview a leading figure in the industry.

In addition to the coin amusement exhibitors, the major cartridge game manufacturers are also being invited to exhibit. “There is quite a cross-over between the home games and the arcade games and many of the largest operators and distributors are some of the biggest retailers of cartridge games,” according to Cunningham. “As arcade games are converted to cartridges, and cartridge to arcade, we feel that this rewarding exhibition combination will heighten the excitement by revealing a glimpse of the future of both avenues of entertainment.”

**CALENDAR**

**1983**

June 16-18: Ohio Music & Amusement Assn., annual conv., Hyatt Regency Columbus, Columbus.

March 25-27: Amusement Operators Expo, O’Hare Expo Center, Chicago.

(Continued on page 37)
The Williams portfolio.
Big-dividend games for solid returns.
JOUST, our first dual player video game and first and only dual player cocktail table, is still in production, continuing to generate long-term gains. With striking realism and lifelike animation, it's cooperation and competition for dual player thrills and dual player earnings!
SINISTAR, one of our newest offerings introduced at the AMOA Show, is a hi-intensity game with hi-resolution graphics and intense action. The game features a chase through outer space at blinding speed with riveting special effects. SINISTAR is equipped with the first variable speed joystick for the ultimate in maneuverability and introduces Williams’ cockpit cabinet with sensational styling that transports the player to another world in space and time for total game involvement!
Diversification of your portfolio is a key to any successful operation and Williams is equally proud of its innovations in pinball games.

DEFENDER pinball is a brilliant adaptation of our DEFENDER video game. All the familiar aliens and enemies, the landers, swarmers, bombers, baiters, pods and mutants are here. There's warp and there are smart bombs too for wave after wave of video-like excitement that's sure to attract the die-hard video game player as well as the pinball purist!

WARLOK, a futuristic version of Williams' hit pinball game, BLACKOUT, features superb special effects and solid play appeal at a very exciting price!

1983. Another bullish year. For Williams. And for you.
INDUSTRY NEWS

Banner Appoints Christie Baltimore Branch Manager

CHICAGO — Alan Brench, president of Banner Specialty Company, announced the appointment of Raymond J. Christie, Jr., as manager of Baltimore’s Banner branch. Banner Specialty Company, a prominent distributor of coin-operated amusement and vending equipment for the last 65 years, has executive offices in Jenkintown, Penn. and also maintains offices and showrooms in Philadelphia and Pittsburgh.

Christie is a native of the Mayfair section of Philadelphia and also serves as treasurer for the Banner Corporation. He has been associated with the company for the last nine years. In his new position, he will be directly responsible for all of the day to day administrative functions of the Baltimore office.

Raymond Christie
Christie is a graduate of LaSalle College. Prior to joining Banner he served as an accounting manager for Fischer & Porter in Bucks County, Pennsylvania.

Canfield Named At U.S. Billiards

CHICAGO — Don Canfield Jr. has joined U.S. Billiards, Inc. of Amityville, N.Y., as sales representative for home pool tables and coin table sales to the domestic market. He was formerly sales manager for J. P. Stevens, the billiard cloth firm, and 10 years prior to that served as sales manager for Henry W. T. Mali, also a noted billiard cloth firm. He is well known in the retail trade as well as the coin machine industry and "will be a great asset to the U.S. Billiards sales team," according to Len Schneller, sales manager at U.S. Billiards, who announced the new appointment.

Canfield is a native of Chicago but currently resides on Long Island. He is a graduate of Amherst College where he received a degree in Business Administration, and also holds the rank of Commander in the U.S. Coast Guard Reserve.

During his career in the billiard cloth business, Canfield has been a president and a director of the Billiard & Bowling Institute of America (HBA) and also a vice president and director of the Billiard Congress of America (BCA).

New Equipment

Super Hero

SEGA Electronics, Inc. has introduced a new space adventure game called “Buck Rogers: Planet Of Zoom.” It’s a new world of spectacular sights, sounds and colors where the word “action” is an understatement. Excitement is the name of the game as Buck Rogers pilots a remote-controlled spaceship through the Planet of Zoom.

Fantastic gameplay graphics, great sound effects, intense action and unique player control all combine to make the game as wild as the Buck Rogers hero it is named for.

Using a two-level speed control and a responsive pilot’s control stick, Buck Rogers races his ship into and through heavily armed Channels where he must avoid the treacherous walls, yet fire upon enemy spacecraft. The Channel evolves into a Smasher Tunnel with walls appearing one after another, each with a rectangular hole just big enough for the spacecraft to fly through. The aliens are merciless as they attack in the narrow confines.

Buck Rogers banks, dives and climbs in pursuit of bizarre aliens. Surviving these opponents, Buck Rogers flies above the planet to face squadrons of aliens...

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THE NEW KRAMER MODEL II
HI-LO DOUBLE UP JOKER POKER
VIDEO AMUSEMENT
GAME SURPASSES
ALL VIDEO CARD
GAME COLLECTIONS

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If not 100% satisfied return for a full refund.

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FEATURES:
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Cash Box/December 18, 1982

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AMOA Photo Highlights

1) Jack Hurst, columnist for the Chicago Tribune, accepts award for best country record of the year, Willie Nelson's "Always On My Mind" from outgoing AMOA president Leoma Ballard. 2) Bally Amusement Manufacturer Division executive vice president-administration, Stan Jarocki, accepts the most played video game award for "Ms. Pac-Man."] 3) John McNamarra, RCA Records Chicago promotion rep., accepts award for most popular artist of the year, Alabama. 4) Frank Chaplin, CBS Records Chicago promotion manager, accepts award for best soul record of the year, "Ebony And Ivory" by Paul McCartney (with Stevie Wonder). 5) AMOA president Wesley Lawson, outgoing president Leoma Ballard and executive vice president Leo Droste. 6) Alpha Group president Ross Scheer demonstrates the unique Excuse Booth that was featured at EXPO '82. 7) Larry Kretsinger, Chicago district manager for Capitol Records, accepts best rock record of the year award for Steve Miller Band's "Abracadabra". 8) ICE Marketing, Inc., a newcomer at this year's AMOA show, displayed a new hockey game called "Chexx." 9) Lila Zinter, Exidy's director of international marketing, poses with the factory's new "Whirly Bucket" game. 10) Skip Pope, regional vice president of Scott Bros. Entertainment, accepts best pop record of the year award for Survivor's "Eye Of The Tiger." 11) Tom Nieman, Bally Amusement Manufacturer Division vice president-marketing, accepts most played pinball game award for "Eight Ball Deluxe." 12) Chuck Milhoma, president of The Valley Company, accepts most played pool table award.

Cash Box/December 18, 1982
WE'LL SHOW YOU THE WAY TO GREATER PROFITS!

C.A. ROBINSON CO.
2891 West Pico Boulevard
Los Angeles, CA 90006
213 • 735-3001
IN REVIEW: Following is a photographic lineup of some of the amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

BALLY 'SPECTRUM'. A unique twist in pinball play wherein the computer selects color codes for the player to break for points. Heated ball action; attractive design. (8/7/82).

BALLY MIDWAY 'TRON'. As exciting as the movie, this video offering features four domains of play, each loaded with challenges to captivate players and hold their interest. (8/14/82).

WILLIAMS 'MOON PATROL'. This video challenges players to beat the clock in their attempt to patrol uncharted terrains of the moon. Difficulty level increases progressively. (8/14/82).

BALLY MIDWAY 'SOLAR FOX'. Full color play action amidst a screen full of targets to test the player's reflexes. Player must beat all of the targets before timer elapses. (8/21/82).

GOTTLEB 'ROCKY'. Named for the popular film character, this pin presents a ten round event with players trying to "knockout" drop targets. Terrific vocal and sound effects. (8/26/82).

ATARI 'GRAVITAR'. An outer space adventure wherein the player guides a ship through hostile territory and is confronted by alien ships as well as various other obstacles. (9/14/82).

BALLY 'SPEAKEASY'. A 2-player pinball game of fun and action, with add-a-ball, fly-away targets and lots of scoring features, plus the popular card game theme. (9/25/82).

DATA EAST 'EXPLORER'. In this video game the player flies a craft through 3-dimensional screens to contain the enemy before it tries to blow up the spacecraft. (9/25/82).

GOTTLEB 'SPIRIT'. A multi-ball, multi-level pinball machine with outstanding playfield and backglass art, chilling sound effects and an animated backglass to add to its appeal. (10/2/82).

THOMAS AUTOMATICS 'HOLEY MOLEY'. Fun and challenge prevail as the player activates the "hammer" button to "whack" moles as they speedily appear over the holes. (10/2/82).

NINTENDO 'DONKEY KONG JR'. An outstanding sequel to the highly popular video game, with added features and, of course, the new character, Junior, who must rescue Kong. (9/18/82).

BALLY 'SPADES'. Unique queka play wherein the computer selects color codes for the player to break for points. Heated ball action; attractive design. (9/7/82).

SEGA/GREMLIN 'SUBROC 3D'. Authentic 3-dimensional video, stereo sound effects and a two-screens-in-one playfield highlight this exciting sea and air battle video game. (9/11/82).

GDI 'SLITHER'. As the name implies, snakes are a major obstacle players face in this video game, along with pterodactyls, gorillas and dense vegetation. Full screen visibility. (9/11/82).

NINTENDO 'JUNGLE KING'. This is an exotic adventure in an uncharted jungle kingdom with the player's journey beset by savage beasts, crocodiles, dense forests, and more. (9/18/82).

TAITO AMERICA 'JUNGLE KING'. A 2-player pinball game of fun and action, with add-a-ball, fly-away targets and lots of scoring features, plus the popular card game theme. (9/25/82).
The hottest action is at the
Front Line

TAITO
It's all-out combat when Taito leads the charge! FRONT LINE is a war game that keeps players enlisting for duty... and that'll make a hero out of you!

As battle breaks out, the player is armed with a powerful gun and live grenades. But so is the enemy! Land mines are deadly and must be avoided. A clever tactic is to use the trees as a barricade to stage an ambush.

As play progresses, the enemy changes its battle plan and attacks with tanks! Now guns are useless. The player can lob grenades or jump into a tank in hot pursuit. Brick walls can be used for temporary protection but the player must also beware of grenades thrown from fox holes. For a stronger defense and heavier artillery fire, the player can jump into a larger tank. If his tank is hit twice, it spells defeat at the hands of the enemy.

When the fort is in sight, the player must successfully execute one final assault. He must leave the tank and grenade the fort. Then it's total victory as the enemy raises the white flag!

Upright:
Height: 170c/m (67")
Width: 61c/m (24")
Depth: 76c/m (30")
Crated Weight: 126kg. (280 lbs.)

TAITO AMERICA CORPORATION
1256 Estes Ave., Elk Grove Village, IL 60007
(312) 981-1000, Telex 25-3290

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The game begins in the year A.D. 1910, with the player defending his sleek jet against bi-planes. By shooting down 55 of the attackers and seven direct hits to a moth ships, the player advances through to the next stage, which is A.D. 1940. "During this era, faster, more powerful planes confront the Time Pilot. Down ing 58 planes plus destruction of the earth will bring the player closer to the present. "During the next phase, A.D. 1970 (the age of the helicopter) the pace really intensifies," observed Kamiknow, "Highly maneuverable jet range helicopters with deadly sideburns and missiles swarm around your ship. If you are careful and shoot down the appropriate component, you move on to the present."

In A.D. 1983, the player is confronted by jets armed with lethal weaponry. By successfully completing this phase the player transcends all time barriers and crosses into the future. A.D. 2001 the age of the UFO, and a frantic battle for survival.

new Equipment

 Classified Ads Close Wednesday's Issue

**Savannah**
heavies of deadly space mines and swirling swarms of Robot Zoom-Ships. After defending this onslaught, Buck Rogers reaches his primary target — the Enormous Enemy Source Ship. With hordes of Attack Fighters streaming from its launch bays, the Source Ship attempts to run Buck Rogers' pursuers spacehips. Buck Rogers must destroy the Source Ship's four engine pods to render the Source Ship helpless and open to attack.

With the first round successfully completed, Buck Rogers streaks across a brilliant vista towards the Cosmic City. As the towering city skyline comes into view, Buck Rogers is beset by incredible Locust Fighters and Spidly Ju pilots armed with a variety of weapons. Using the shadow of his spaceship to gauge altitude, Buck Rogers' rapid fire makes short work of the attackers as he dodges the towering spires of the city.

Passing through another minefield, bristling with deadly explosions, Buck Rogers comes up against a challenge never before seen in a video game — gigantic, pulsating eyes that indicate openings in a vast, multileveled force field.

Dodging indestructable asteroids and destroying alien ships, Buck Rogers must duck through the quivering highway and maneuver around the deadly force fields while avoiding the force field walls. And again, the Source Ship looms ahead.

**Journey Through Time**

"Time Pilot," a new video game introduced by Centuri, Inc. at the AMOA convention, is currently being marketed by the company and manufactured under a licensing agreement with Konami Industry Company, Inc. The Space War theme involves a rapid-paced journey through time that incorporates five time periods, from the late 19th century to the present.

"Time Pilot promises the player a journey through time," explained Centuri president Arnold Kamiknow, "but the player will have to earn his wings."
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<th>MANUFACTURERS</th>
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<td>A compilation of music and games equipment (new and used) with approximate production dates included in most cases.</td>
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### PINBALL MACHINES

**BALLY**
- Flash Gordon (2/81)
- Eight Ball Deluxe (4/81)
- Fireball II (5/81)
- Embryon, w/b (7/81)
- Fatman (8/81)
- Medusa (10/81)
- Centaur (10/81)
- Elephant (12/81)
- Vector (2/82)
- Mr & Mrs. Pac-Man (5/82)
- Rapid Fire (5/82)
- Spectra (8/82)
- Speakeasy, 2-pl (9/82)

**Gottlieb**
- Forcell (1/81)
- Pink Panther (3/81)
- Mars (6/81)
- Volcano (8/81)
- Black Hole (10/81)
- Haunted House (2/82)
- Devil’s Dare (4/82)
- Cavernman pin/video (5/82)
- Rocky (8/82)
- Spirit (9/82)
- Punk (11/82)

**Stern**
- Nine Ball (1/81)
- FireFall (2/81)
- Lightening (4/81)
- Split Second (7/81)
- Catacomb (9/81)
- Viper (11/81)
- Orbitor I (4/82)

**Williams**
- Jungle Lord (4/81)
- Paraph (7/81)
- Solar Fire (9/81)
- Barracuda (10/81)
- Hyperball pin/video (2/82)
- Cosmic Gunfighter (7/82)

### VIDEO GAMES (upright)

**AMSTAR**
- Laser Base (7/81)

**Atari**
- Asteroids Deluxe (4/81)
- Asteroids Deluxe Cabaret (4/81)
- Centipede (6/81)
- Centipede Cabaret (6/81)
- Red Baron (8/81)
- Red Baron, sit-down (8/81)
- Tempest (10/81)
- Tempest Cabaret (10/81)
- Dig Dug (4/82)
- Dig Dug Cabaret (4/82)
- Kid Kangaroo (6/82)
- Gravitator (8/82)

**Bally Midway**
- Deluxe Space Invaders (1/80)
- Galaxian (4/80)
- Extra Bases (5/80)
- Space Encounter (8/80)
- Space Encounter Mini-Myte (9/80)
- Space Zap (10/80)
- Space Zap Mini-Myte (10/80)
- Pac-Man (11/80)
- Pac-Man Mini-Myte (11/80)
- Rally-X (2/81)
- Rally-X Mini-Myte (2/81)
- Gorf (4/81)
- Gorf Mini-Myte (4/81)
- Wizard of Wor (6/81)
- Wizard of Wor Mini-Myte (6/81)
- Omega Race (8/81)
- Omega Race Mini-Myte (8/81)
- Omega Race sit-in capsule (8/81)
- Galaga (11/81)
- Galaga Mini-Myte (11/81)
- Kick-Man (1-82)
- Kick-Man Mini-Myte (1/82)

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<td>Blueprint (11/82)</td>
<td>Battle Gun (7/81)</td>
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<td>Blueprint Mini-Myte (11/82)</td>
<td>Snoop Dogg (7/81)</td>
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<td>Super Pac-Man (11/82)</td>
<td>X (10/81)</td>
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<tr>
<td>Burger Time (11/82)</td>
<td>Qix (10/81)</td>
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<td>CINEMATRONICS</td>
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<td>Armor Attack (5/82)</td>
<td>Lock ‘N Chase (10/81)</td>
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<td>Solar Quest (10/81)</td>
<td>Grand Champion (12/81)</td>
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<td>Alpine Ski (3/82)</td>
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<td>Naughty Boy (5/82)</td>
<td>Wild Western (5/82)</td>
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<td>DATA EAST</td>
<td>Electric Yo-Yo (5/82)</td>
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<td>Explorer (9/82)</td>
<td>Kram (5/82)</td>
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<td>Burger Time (11/82)</td>
<td>Space Dungeon (7/82)</td>
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<td>DYNAMO</td>
<td>Jungle King (9/82)</td>
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<tr>
<td>Lil Hustler (12/81)</td>
<td>Jungle Hunt (11/82)</td>
</tr>
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### PHONOGRAPHs

- Centuri 2001
- Lowen-NSM Consul Classic
- Lowen-NSM Prestige ES-2
- Lowen-NSM Festival
- Lowen-NSM 250-1
- Rock-Ola Grand Salon I Console (9/80)
- Rock-Ola 481 Max 2 (11/80)
- Rock-Ola 481 Max 2 (11/80)
- Rock-Ola Deluxe (10/82)
- Rowe R-85 (10/82)
- Rowe R-87 (10/82)
- Seaborg Phoenix (12/80)
- Stern/Sears DaVinci (7/81)
- Wurlitzer Cimmaron
- Wurlitzer Tarock
- Wurlitzer Atlanta
- Wurlitzer Silhouette

### POOL TABLES & FOOSBALL

- Irving Kaye Silver Shadow
- Irving Kaye Lion’s Head
- Dynamo Model 37
- Dynamo-The Tournament foosball (5/82)
- T.S. Table Tennis Eight Ball U.B.I. Branco
- Valley Cough
- Valley Tiger Cat bumper pool (6/82)
- Valley Cougar Chevyenne (6/82)
Begin on the ever popular Pac-Man Maze—filled with white dots, it contains none of the energizers needed to attack the monsters.

Escape to the Pinball Playfield to earn important energizers 3 different ways, tunnel speed-up (right spinner target), and valuable fruits (left spinner target).

Earn an Extra Baby by completing the center playfield arrows (3 different ways).

Resume Video Action by hitting a qualified saucer or draining the ball.

The game begins and ends on the Video Maze. Three Baby-Pacs are awarded per player at the beginning of the game; play ends when the last Pac is eaten.

A Winning Game...and beautifully packaged in an all-new video cabinet, Baby Pac-Man™ also contains a great hardware package.
A NEW VIDEO GAME WORLD OF SPECTACULAR SIGHTS, COLORS AND SOUNDS

BUCK ROGERS™: PLANET OF ZOOM™ is the thrilling new space adventure game where "action" is an understatement. Excitement is the name of the game as the Buck Rogers in all of us pilots a remote-controlled spaceship through the Planet of Zoom™.

Fantastic gameplay graphics, great sound effects, intense action, and unique player controls all combine to make the game as super as the BUCK ROGERS hero it is named for.

Using a 2-level speed control and a responsive pilot's control stick, Buck Rogers races his ship into and through heavily armed Channels, through formidable Smasher Tunnels and around the towering spires of a Cosmic City. Buck Rogers banks, dives and climbs in pursuit of bizarre alien ships and ground forces to reach his climactic scene and primary target...the all-powerful Enemy Source Ship.

BUCK ROGERS is the Super Hero of all time, and Buck Rogers: Planet of Zoom is SEGA's newest SUPERGAME. For more information, see your authorized SEGA distributor today.

Cockpit model adds realism to BUCK ROGERS™ the video game.
Buck Rogers conquers the Planet of Zoom

In the 25th Century, Buck Rogers is confronted by a wicked Warrior-World... the Planet of Zoom. It is a gargantuan out-of-orbit world that devastates everything in its path, and is ruled by an evil Source Ship. Buck Rogers' mission: To destroy the Source Ship and liberate the Planet of Zoom.

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1. DIRTY LAUNDRY
   DON HENLEY (Asylum 7-68964)
2. MANEATER
   DARYL HALL & JOHN OATES ( RCA PB-12354)
3. MICKEY
   TONI BASIL (Chrysalis CBS 2628)
4. TRULY
   LIONEL RICHIE (Motown 1644MF)
5. THE GIRL IS MINE
   MICHAEL JACKSON/Paul McCartney ( Epic 34-0289)
6. IT'S RAINING AGAIN
   SUPERTRAMP (A&M 25027)
7. ROCK THIS TOWN
   STRAY CATS (EMI America B-1132)
8. SEXUAL HEALING
   MARVIN GAYE (Columbia 38-03202)
9. MUSCLES
   DIANA ROSS (RCA 132348)
10. DOWN UNDER
    MEN AT WORK (Columbia 38-03033)
11. AFIRCA
    TOTO (Columbia 38-03448)
12. SHADOWS OF THE NIGHT
    PAT BENATAR (Chrysalis CBS 26247)
13. THE OTHER GUY
    LITTLE RIVER BAND (Capitol B-5168)
14. YOU CAN'T HURRY LOVE
    PHIL COLLINS (Atlantic 7-9933)
15. I DO
    THE J. GEILS BAND (EMI America B-8148)
16. STEPPIN' OUT
    JOE JACKSON (A&M 32489)
17. MISSING YOU
    DANNY FOGELBERG (Full Moon/CBS 34-0289)
18. GLORIA
    LAURA BRANDON (Atlantic 4048)
19. ROCK THE CASBAH
    THE CLASH ( Epic 34-02924)
20. YOU AND I
    EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-9893)
21. I.Q.Y. (WHAT A BEAUTIFUL WORLD)
    DONALD FAGAN (Warner Bros. 7-29900)
22. HEARTBREAKER
    DIONNE WARWICK (Adara AS 105)
23. YOU GOT LUCKY
    TOM MYTH & THE HEARTBREAKERS (Digital/EMC BSR-52144)
24. NOWHERE TO RURN
    SANTANA (Columbia 38-03376)
25. HEARTLIGHT
    NEIL DIAMOND (Columbia 38-03219)
26. BABY, COME TO ME
    PATTI AUSTIN (Queen/Warner Bros. GREE5003)
27. LOVE ME DO
    THE BEATLES (Capitol B-5169)
28. HEART TO HEART
    KENNY LOGGINS (Columbia 38-03377)
29. SPACE AGE LOVE SONG
    THEACK OF SEAGULLS (Jive/Arista VS 2003)
30. UP WHERE WE BELONG
    JOE Cocker and JENNIFER WARNES (Island/Atco 7-9999)

1. THE BIRD
   JERRY REED (RCA PB-13350)
2. REDNECK GIRL
   THE BELLMANY BROTHERS (Warner/Curb 7-29923)
3. A LOVE SONG
   KENNY ROGERS (Liberty B-1485)
4. YOU AND I
   EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-9939)
5. (SITTIN' ON) THE DOCK OF THE BAY
   MAWSON & WILLIE (RCA PB-13319)
6. GOING WHERE THE LONELINESS GOES
   MERLE HAGGARD (Epic 34-03013)
7. SOMEWHERE BETWEEN RIGHT AND WRONG
   EARL THOMAS CONLEY (RCA PB-13320)
8. LIKE NOTHING EVER HAPPENED
   SYLVIA (RCA PB-13329)
9. I DON'T REMEMBER LOVING YOU
   JOHN CONLEE (MCA-52116)
10. IT AIN'T EASY BEIN' EASY
    JANIE FRITZ (Columbia 38-02124)
11. CHEROKEE FIDDLE
    JOHNNY LEE (Full Moon/Asylum 7-69945)
12. INSIDE
    RONNIE MULSAK (RCA PB-13392)
13. WHAT SHE DON'T KNOW WON'T HURT HER
    GENE WATSON (MCA-52131)
14. TALK TO ME
    MICKEY GILLEY (Epic 34-03236)
15. SOMEBODY'S ALWAYS SAYING GOOD-BYE
    ANNE MURRAY (Capitol B-5183)
16. MARINA DEL REY
    GEORGE STRAIT (MCA-52120)
17. THE AMERICAN DREAM
    HANK WILLIAMS, JR. (Elektra 7-69960)
18. THANK GOD FOR KIDS
    THE OAK RIDGE BOYS (MCA-5145)
19. I WONDER
    ROSANNE CASH (Columbia 38-03238)
20. WITH YOU
    CHARLY McLAIN (Epic 34-03039)
21. WE DID BUT NOW YOU DON'T
    CONWAY TWITTY (Elektra 7-96964)
22. CHRISTMAS IN DIXIE
    ALABAMA (RCA PB-13358)
23. SURE FEELS LIKE LOVE
    LARRY GATLIN & THE GATLIN BAND. (Columbia 18-03159)
24. CAN'T EVEN GET THE BLUES
    REBA MCENTIRE (Mercury/Polygram 76180)
25. C.C. WATERBACK
    GEORGE JONES/VERA HARRISON (HighTide/Capitol 16189)
26. WAR IS HELL
    T.G. SHEPARD (Warner/Curb 7-29934)
27. LAST THING I NEEDED FIRST THING THIS MORNING
    WILLIE NELSON (Columbia 38-03386)
28. WILD AND BLUE
    JOHN WALTERS (Warner Bros. 7-29917)
29. ONLY IF THERE IS ANOTHER YOU
    MOE BANDY (Columbia 38-03309)
30. HEARTBREAK
    RICKY SKAGGS (Epic 14-03212)

1. TRULY
   LIONEL RICHIE (Motown 1644MF)
2. THE GIRL IS MINE
   MICHAEL JACKSON/Paul McCartney ( Epic 34-0289)
3. LET'S GO DANCIN' "(OOH LA, LA, LA"
   KOOL & THE GANG (De-Lite/Polygram DE24)
4. SEXUAL HEALING
   MARVIN GAYE (Columbia 38-03032)
5. 1999
   PRINCE (Warner Bros. 7-29996)
6. YOUNG LOVE
   JANET JACKSON (A&M 2440)
7. GOT TO BE THERE
   CHAKA KHAN (Warner Bros. 7-29981)
8. WELCOME TO THE CLUB
   THE BROTHERS JOHNSON (A&M 2500)
9. NASTY GIRL
   VANITY & (Warner Bros. 7-29908)
10. OUTSTANDING
    GEORGE CLINTON (Capitol B-5160)
11. MUSCLES
    DIANA ROSS (RCA PB-13349)
12. DO IT (LET ME SEE YOU SHAKE)
    THE BARKES (Polygram 76187)
13. YOUR PRECIOUS LOVE
    AL JAMAL AND RANDY CRAWFORD (Warner Bros. 7-29900)
14. HEARTBREAKER
    DONNIE WARWICK (Adara AS 1015)
15. BAD BOY/HAVING A PARTY
    LUTHER VANDROSS (Epic 14-03300)
16. BETCHA DON'T LOVE YOU
    EVELYN KING (RCA PB-13389)
17. SPECIAL PART
    JERMAINE JACKSON (Motown 1640)
18. WALK ON BY
    D TRAIN (Playdate PR-8003)
19. THE BEST IS YET TO COME
    GROVER WASHINGTON, JR. with PAT TABBELL (Epic 7-6988)
20. ATTACK OF THE NAME GAME
    STACY LATTISAW (Colston/Atco 7-9596)
21. BAD BOY
    RAY PARKER, JR. (Atlantic AS 103)
22. DO WITTLE (BLOW THAT THING)
    ZAPP (Warner Bros. 7-29949)
23. WE DON'T HAVE TO TALK (ABOUT LOVE)
    PEABO BRYSON (Capitol B-5189)

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