SMITH RESIGNS, E/A RESTRUCTURED
TOTO, WONDER TOP GRAMMY NOMINEES
COPYRIGHT, BETAMAX CASE, NEW BILLS
RETAIL CHAINS CAUTIOUS ON EXPANSION
WINTER CES WRAP-UP
EARL KLUGH AND BOB JAMES
TWO OF A KIND
(SMAS-12244)

FEATURING THE SINGLE "WHIPLASH"
(S-0198)

produced by Bob James and Earl Klugh

ON RECORDS AND NEW HIGH QUALITY XDR CASSETTES
EDITORIAL Welcome To The Fold

With this issue, Cash Box is proud to introduce a new weekly feature, the MT: Music Television playlist for the week. Recognizing the promotional value of MT and its increasing effect on sales (especially for new and developing acts), Cash Box feels that this addition to the Merchandising section can be a help to retailers whose areas are covered by the cable TV service.

In less than two years, MT, with its 24-hours-a-day music video music program, has begun to fill the void created by radio's seeming aversion to new and developing rock acts, and in the process created a vital and exciting promotional tool for the industry. Glowing retailer praise of MT's impact has grown almost continuously since the service was started, with many swearing that sales of acts featured increased dramatically after being spotlighted.

At a time when economic factors and the increasing tendency of radio to stick with the hits have made it more difficult to sell records, the alternative offered by MT is certainly cause for some optimism. And now, with the MT playlist printed each week, Cash Box hopes that dealers will be able to capitalize fully on the opportunities offered.

It's not often that a new promotional tool comes along and establishes itself as quickly and thoroughly as MT has done. So in the spirit of sharing a good thing with everyone, Cash Box is proud to welcome MTV to the fold.
AND THE NOMINEES ARE . . . — Nominees for the 25th annual Grammy Awards were announced simultaneously last week in Los Angeles and New York. Pictured at the Los Angeles press conference are (l-r): NARAS president Bill Ivey and recording artist Dionne Warwicke.

Toto, Wonder Top 25th Grammy Awards Nominees

by Jim Bessman

NEW YORK — The group Toto and its members came out on top with a total of nine nominations for the 25th annual Grammy Awards, to be telecast from the Shrine Auditorium in Los Angeles on Feb. 23 on CBS-TV. Steve Wonder followed with eight nominations, while Paul McCartney, John Williams and Donald Fagen each received five. Both John Cougar and Steve Winwood received four nominations each, and Quincy Jones, whose recordings earned 14 nominations overall, including Producer of the Year, which he eventually won, is in the running again this year in that category.

Toto and its members are nominees for Record of the Year, Album of the Year, Song of the Year, Best Pop Performance by a Duo or Group with Vocal, Best Rhythm & Blues Song, Best Instrumental Arrangement Accompanying Vocalists (Best Vocal Arrangement for Two or More Voices, Best Engineered Recording (non-classical) and Producer of the Year.

The group’s “Rosanna” was nominated for Record of the Year, along with Willie Nelson’s “Always On My Mind,” Vangelis’ “Chariots Of Fire,” Paul McCartney’s and Steve Wonder’s “Ebony And Ivory” and Joe Jackson’s “Stoppin’ Out.” “Rosanna,” written by Daft Paich, was also up for Song of the Year, as were “Always On My Mind,” which was written by Johnny Christopher, Mark James and Wayne Thompson, “Ebony And Ivory,” which was written by Paul McCartney, “Eye Of The Tiger,” by Frankie Sullivan and Jim Peterik; and “L.G.Y. (What A Beautiful World),” by Donald Fagen.

“Toto IV” was nominated for Album of the Year, joined by “American Fool” by John Cougar, “The Nightfly” by Fagen, “The Nylon Curtain” by Billy Joel and “Tug Of War” by McCartney.

Included in the 62 award categories are 52 artists in the non-classical field who have received nominations for the first time. These include the nominees for best new artists — Asia, The Human League, Mon At Work, Stray Cats and Holliday Hall — as well as such diverse artists as Cougar, Dazz Band, Fagen, Flock of Seagulls, Peter Gabriel and Jackson’s “Out Of This World,” by Donald Fagen.

Supreme Court ‘Betamax’ Hearing To Begin Jan. 18

by Earl B. Abrams

WASHINGTON — The U.S. Supreme Court will hear opening arguments Jan. 18 on one of the most significant copyright issues in several decades — the so-called “Betamax” case involving the practice of home taping TV programs off the air. At stake is a final determination of whether or not there is a copyright liability connected with home taping.

While the original lawsuit brought by Universal Studios and Walt Disney Products against Sony who opened a host of others centered on videotaping of TV programs, the outcome of this litigation will have serious implications for the issue of audio home taping as well. If an Appeals Court rule that home video taping of TV programs programs off the air is a violation of copyright, the Supreme Court, if it should decide to uphold the Court’s ruling, will pave the way for those to establish some sort of compensation system by which producers, manufacturers and others whose works are being copied — most likely via a royalties levy — will be reimbursed. It is also possible that the court may order that home video taping without payment is an infringement of copyright and that manufacturers and sellers of video recording equipment contribute to that infringement; and Dean C. Dunlavay, representing Sony, who will argue that home taping is not a copyright infringement.

Krasnow Replaces Smith At E/A; Lundvall New President

by Fred Goodman

NEW YORK — In a major restructuring move that has seen a significant policy change in the company’s strategy, E/A Records will vacate its Hollywood offices and move back to New York. In addition, label chairman Bill Smith has assumed an as-yet-undefined position with parent corporation Warner Communications, Inc. (WCI). Vice president Bob Krasnow has taken Smith’s place, and E/A senior vice president Bruce Lundvall has assumed the presidency of the label.

The move to the East Coast, expected to occur within the next nine months, will also see E/A’s accounting and other back-office functions assumed by the Atlantic Records staff. Additionally, the E/A and Warner Bros. operations in Nashville have been consolidated into one office under the Warner Bros. banner (see separate story).

In addition to the organizational changes, the naming of Krasnow and Lundvall (who both have strong backgrounds in talent acquisition) is expected to spell a change in the company’s strategic direction away from the laid-back Southern California soft rock that has so long been a trademark of the label’s image. "We're changing the company radically," Lundvall said. "We have some great artists, and we’re not going to drop them or anybody we have. We’re going to be a contemporary music company. We want to be involved with the cutting edge of music. We think it has a lot to do with the future of our business.

Krasnow added that he intends "to con- (continued on page 7)

Retailers Maintain Cautious Expansion Approach In ’83

by Michael Martinez

LOS ANGELES — Like most American businessmen, record retailers aren’t about to make any rosy projections for growth in 1983. Faced with an economy that can only be described as anemic at best, most dealers will proceed cautiously with plans for new store openings, preferring to concentrate on greater penetration in existing markets.

Leases acquired in new or established regional malls and shopping centers, store takeovers and chain consolidations were the most frequently used avenues of expansion in 1982, and store owners will employ similar strategies in 1983.

"New development will be only a minimal factor in expansion," said Frank Fischer, president of the 72-store National Record Mart chain based in Pittsburgh. "Record retailers who have overextended themselves in chain expansion into new markets will be drawing back and leaving assets available for dealers who thrive in those markets. The more solidly operated chains will expand that way.

Similarly, Jack Eugster, head of Pickwick’s 420-store Musicland Group, commented, "We will probably try to expand in areas where we have more stores to gain greater penetration in those markets.

Eugster said that Pickwick’s retail operation last year had a net loss of five stores — 20 openings versus 25 closings — and predicted "moderate expansion" for the division in 1983.

Increased Competition

With chain expansion predicated almost exclusively on leasing existing space or converting present facilities to record store specifications, dealers can expect increased competition for a dwindling number of choice prospects. Even so, dealers don’t appear to be overly concerned about expanding beyond their established boundaries. And while there was a tentative philosophy among dealers in 1982 to expand into certain areas of the co-for which favorable demographics could justify such moves (Cash Box, Dec. 5, 1982), many have cooled off this approach for the current year.

"Greener pastures fluctuate," National Record Mart’s Fischer pointed out, "and we thought that the southwest would be it but many have found that it is not.

Fischer, whose chain grew by three stores during the last year, said that 1982’s expansion was aimed at greater market penetration and was primarily achieved through store takeovers. He said during the coming year he could see expansion by as many as 10 stores and that there would be some investigation of growth into regional markets outside this and midwestern states where the National Record Mart now exists.

Noting that the depressed economy in Buffalo forced his chain to seek store opportunities in other upstate New York markets, Mark Richie, treasurer of the 23-store Cavagioos, said that four stores were opened during 1982 in addition to the three Gerber Record stores that were purchased, although four leased department store stores were closed, for a net gain of three outlets.

"We opened up two stores in Rochester and one in Niagara last year," said Richie, adding that white collar industry was flourishing in Rochester, where Xerox, Kodak and other major technology companies had operations in the city, thus (continued on page 17)
**NEW Home Taping Bills Readied For 98th Congress**

NEW YORK — Following the Senate's current three-week recess, Sen. Dennis DeConcini (D-Ariz.) will introduce a bill, introduced on an emergency basis, for a "home use exemption" for non-commercial, off-air video taping of copyrighted material. His bill, expected to be introduced on or about Jan. 25, will mirror a similar bill introduced in the House of Representatives Jan. 3 by Rep. Thomas Foley (D-Wash.) and Rep. Stan Parris (R-Va.).

According to Senate Judiciary Committee counsel Ed Baxter, the "present intention is to offer the exact same bill" DeConcini co-sponsored last year with Sen. Alphonse D'Amato (R-N.Y.). That bill, S. 1758, sought to establish a home use exemption for programming video taped for private use in a non-commercial manner. The Foley-Parris bill, H.R. 175, is also identical to the House equivalent of DeConcini-D'Amato they sponsored last year.

Both bills were introduced last year in the wake of a ruling by the Ninth Circuit Court of Appeals in the so-called Beattmax case that unauthorized video taping of TV programs on the air violated copyright laws. The bills sought to remove the onus of copyright infringement from home video viewers, however when the Supreme Court decision last fall put to rest the fears that the latest ruling, many lawmakers chose to...

**Pickwick Pacts To Rack Softsell Computer Software**

LOS ANGELES — Pickwick Distribution Companies of Minneapolis, one of the nation's leading rack jobbers, has signed an agreement with Softsell Computer Products, Inc. of Inglewood, Calif., to begin supplying its rack accounts with Softsell's line of computer software.

Under terms of the agreement, negotiated by Pickwick senior vice president and general manager Eric Paulson and Softsell president Bob Jeff, Pickwick will handle all merchandising services and in store support for Softsell product, while the software firm will provide inventory selection and marketing services, in addition to product.

"We have the resources and experience to make this program a success," said Pickwick's Paulson. "Our commitment to this new product line will contribute significantly to our continued growth and corporate diversification. At the same time, we intend to expose this product line to the mass consumer through these types of retail outlets, thus escalating the visibility of the home computer software industry."

Pickwick currently operates a nationwide distribution network of 13 branches and is able to service more than 200, to service some 3,500 mass merchants, department stores, electronic and related stores, as well as discount department stores including Sears, K Mart, Target, Bradlees, Payless, Gold Circle, Montgomery Wards and Jefferson Wards outlets.

**NEW Story To Feature America's Music**

LOS ANGELES — Six of the 22 90-minute episodes that will comprise the series America's Music, a television show that will explore indigenous American music genres, have been completed and will soon be available for syndication and the home video market.

America's Music, a 13-episode series of 90-minute specials, is a co-production of Public Broadcasting Service, according to series producers Sandra Turbow and Herb Silvers of Skylark Productions, Ltd., and Savoy Productions. "Country & Western 1 & 2," starring Jerry Lee Lewis, Patti Page, and Doug Kershaw, is a co-production between Weedy O'Keefe, Skylark, and Savoy, which was directed by Gene Weed at Knot's Berry Farm's Good Times Theater.

"Blues 1 & 2" and "Rhythm & Blues 1 & 2" were taped at A&M's Recording Studios, directed by Kip Walton and feature B.B. King, Joe Williams, Esther Phillips, Paul Shaffer, Reuben Wilson, Gloria Lynne, Ruth Brown, Brook Benton and Sonny Curtis. No points, however, will be made to a greater degree in each segment to provide a perspective on the history of original American music.

The series will be distributed for syndication and home video markets by Century Video Corp., based in Beverly Hills, Calif.

**Rogers To Receive Special Award**

LOS ANGELES — Kenny Rogers will receive a special Award of Merit for his "outstanding contributions to music" over a long period of time, from "the music business," at the American Music Awards show Jan. 17. The presentation will be accompanied by a special tribute to the performer.

Among those scheduled to participate in the tribute are George Burns, Thelma Camacho (an original member of the First Edition group), Crystal Gayle, Olivia Newton John, Lionel Richie and Dottie West and the three co-hosts of the award show, Mac Davis, Anson Williams and David Lee Roche.

The presentation of the Award of Merit will be one of the highlights of the American Music Awards show, which will be telecast "live" from the Shrine Auditorium in Los Angeles, 9:00-11:00 p.m. (Eastern and Pacific Time). In addition to the special award, 15 awards will be given out to top-selling artists in the Pop/Rock, Country and Soul categories.

The program is a Dick Clark Teleshows, Inc. production.

**Atlantic To Distribute All RFC Product**

NEW YORK — Atlantic Records has signed a new distribution deal with RFC Records. It will now distribute all RFC product, whereas previously, Atlantic distributed only selected releases. Simultaneously, Atlantic has named RFC president Ray Caviano executive director of Atlantic's new arrangement department. Caviano retains his RFC post.

In his new capacity, Caviano will help garner exposure for various Atlantic, Atco, Cotillion and custom label artists, with a particular emphasis on dance clubs and new music radio stations. Caviano will also assume A&R responsibilities at Atlantic. In keeping with its new arrangement, RFC is moving its headquarters to Atlantic's home base at 30 Rockefeller Plaza, New York City.

I am doubly pleased to be able to both strengthen our relationship with the RFC label and to welcome Ray Caviano as an official member of the Atlantic executive team," said Atlantic president Doug Morris on the deal. "Over the past few years, RFC has become a leading voice in the burgeoning new music audience. In his new Atlantic post, Ray will now be bringing to the roster of new music signings to the Atlantic tradition of leadership in modern music."

**Bricker Joins RIAA Board of Directors**

NEW YORK — Gordon Bricker, who is division vice president, operations for RCA VideoDiscs, has been elected to the Recording Industry Assn. of America (RIAA) board of directors as a third representative from the association's autonomous RIAA/VIDEODIVISION (AVD) division.

Previously, Bricker served as a video industry executive (AVD) representative on the RIAA board and was a member of Warner Home Video and chairman of the RIAA/VIDEO Council, and Cyc, chairman of MGM/UA Home Entertainment.

Established in June 1980, RIAA/VIDEO represents manufacturers and marketers of prerecorded laser disc, video tape and VHS products, and enforces industry contract, anti-piracy, antitrust, copyright, legislative representation and certification of gold and platinum award winners.

Paulson
Leff
E/A Relocates Offices To New York

(continued from page 5)

The issue has attracted powerful adherents on both sides. On the one side are the television companies and television production firms, led by the potent Motion Picture Assn. of America (MPAA). The MPAA has long since made itself known as a powerful publisher group. On the other side are a host of domestic and foreign consumer electronics manufacturers, including the Big Three - IBM, the Electronics Industries Assn., plus retailer groups, consumer organizations and a number of state attorneys general.

Certain to be discussed by the Court is whether home taping is done for "time-shifting" purposes or for "librarying." The former refers to taping for later playback at the viewer's convenience, with the tape erased for subsequent taping; the latter has not been classified as taping.

West Coast staff will also include senior personnel representing marketing, promotion and press. Describing the remaining 14 Los Angeles staff as being "mostly" Lundvall added that they will be "very familiar to all the artists and managers" on the label. "They are some people who will relocate to New York," he said. "I think you're going to be quite surprised when you see the way this thing unfolds.

At press time it was not known how many staff members the label would be forced to lay off. However, the restructuring of the E/A is expected to cut about 1000 employees, including 380 who will be cut out of the E/A's marketing and promotion areas and on a level with Warner Bros. and Atlantic. The companies will remain on a par.

As announced when Lundvall was named to the job, the new president, Arnold Horowitz, also announced that he will stay in the position for the present. The new board of directors is expected to remain in place for the next two years.

E/A subsidiary and distributed labels will continue as before, with the release schedules of Solar, Light, Nonesuch and Music Unit Unison remaining.

"Bob and I have met with Dick Griffin," said Lundvall, "and frankly, he seems quite excited about it because Bob and I have been working on a project together for a while. Dick is interested in the concept of this label and to have the same structure in the field that we do now."

Plainly, the switch to New York is not expected to bring about the hiring of any additional personnel from outside the company. The new president will be based out of New York, with Tom Warner, senior vice president, A&R, remaining in California.

Supreme Court Set For 'Betamax'

(continued from page 6)

Meanwhile, as the 98th Congress prepares to resume sessions three days after the holiday break, another controversy in the form of a court case is beginning to take shape. The issue of whether home taping is done for "time-shifting" or "librarying" purposes is likely to be decided by the Supreme Court at some point during the next four years. The case, Supreme Court of the United States v. U.S. West, Inc., was argued before the court on November 22, 1983.

The case involves a dispute between U.S. West, Inc., the largest telephone company in the United States, and Betamax, Inc., a manufacturer of home video recorders. The two companies have been engaged in a long-running legal battle over the rights to home taping.

The court is expected to rule on the issue of whether home taping is done for "time-shifting" or "librarying," and it will also decide whether Betamax is entitled to a license to produce home video recorders.

Home Taping Bilals

For 98th Congress

(continued from page 5)

back off and await the final outcome of the case, and the DeConcini-D'Amato and Panama-D'Amato jousts will be played out before the entire Congress for a vote.

With the Betamax case set for a hearing in the Supreme Court five months before the end of the Congress, the 98th Congress will be the final chance for the protection of copyright holders.

The case before the court is that of Betamax, Inc., a manufacturer of home video recorders, and U.S. West, Inc., a phone company. Betamax is seeking a license to produce home video recorders, and U.S. West is seeking to prohibit Betamax from producing such devices.

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BLACK CONTEMPORARY

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BEATLE SKANKING

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THE English Beat

The British ska/bluebeat revival of the late-70s, popularized to a great ex-
tent by the Specials’ 2-tone record label, resulted in a lot more than just a trendy fashion look based on the skinhead waistcoats and the more standard, ska-influenced haircuts that had been in vogue in the previous year. The Beat’s融合 Kissin’ band had merged ska and reggae with a lot of punk energy and the result was pure magic. Enveloping the listener with a warm, shimmering flow, D’Ambrosio’s voice is emotional without being contrived, professional without being too slick.

RED PARROT ORCHESTRA

For those who aren’t familiar with the big band that1:526s been recording under the name of Red Parrot — located at 617 West 57th St. — is undoubtedly one of the most renowned. This black dance band, whose record label is the Happy Days label, has been headed by genre fan Jim Roberts. On this LP, house melodies include "The Architect," "Young Wine," "Let’s Call It Love," and "New York City Blues." The group has recently been recording under the name of Red Parrot and has released several albums since.

WHAT MAKES A MAN START FIRES?

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REVIEWS

(continued from page 6)

elaborates on its vision enamelled in its last album by the unit’s dazzling fusion of native "Lunatic Fringe." Having earned its chops as a backup group for J. Geils, The Kinks and the Beach Boys on U.S. tours, as well as headlining tours of its homeland, The group benefits from the contributions of new member Tom Cochran, who, in addition to singing, playing vocal, guitar, and arrangement chores, wrote all the material on the LP.

LIONEL RICHIE (Motown 1657 MF)

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YOUNG Minus One (3:50) (Widowinson Pub.

FECHEMCS)

BROOKLYN Records (R. Portnow. J. Anger (Producer: D. Castellano))

SINGLES

OUT OF THE BOX

CROSBY, STILLS & NASH (Atlantic 7- 86988)

Too Much Love To Hide (3:58) (Gold Hill ASCAP (S. Stills. G. To0man) (Crosby. Stills & Nash) (Polydor)

FEATURE PICKS

KINGDOM OF HEAVEN

Simply the Greatest

Hank — first of all an asset to the group, the band, and the situation. Not only has he brought the group together, but has committed himself to working hard-core rock, hard-core Tamla/Motown. The greatest back-up, yes, but the greatest VOCALIST? We think so.

The BAD BOYS — Youngman and Fathead — Greensleeves 44

Producer: Henry Rungrue — List: 6-9-8

BAD BOY SKANKING

Youngman, the albinic DJ rapper from Jamaica, may cut a bizarre figure with his blonde corn and brown derby, but his skills as a reggaemaster cannot be denied. Having slathered the island charts last year with songs from his first LP (with as many as six songs on the four charts simultaneously), the performer’s second LP again finds him joining forces with Juno Laws for a session of non-stop, hi-times music. While songs such as “Give Jah Thanks.” and “King Innan The Jungle” have its roots in the religious and spiritual aspects of Rastafarian philosophy, other selections like “Bam Bam” and “Come When I Call You” have universal appeal.

LITTLE JAZZ BLUES — Meredith d’Ambro-

sio — Palo Alto 1081 — Producer: Herb Wong — List: 8-9

LITTLE JAZZ BLUES

The debut album by this Belgian bluesy jazz vocalist Meredith d’Ambrosio is joined by premier alto sax man Phil Woods, sensitive keyboard tinkler Hank Jones and arranger/conductor du Pont, with this LP, house melodies include "The Architect," "Young Wine," "Let’s Call It Love," and "New York City Blues." The group has recently been recording under the name of Red Parrot and has released several albums since.

RED PARROT ORCHESTRA

Joe Cain, conductor — Zoo York FW3452 — Producers: Joe Cain and Lou Toby — List: 8-9

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NEW AND DEVELOPING

CATHOLIC GIRLS (MCA-21535)

Boys Can Cry (2:47) (Fitgerald Music/Cup Music ASCAP) (G. Peterson) (Producer: E. Pace)

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Minutemen — SST 014 — Producer: Spot — List: 6-9-8

WHAT MAKES A MAN START FIRES?

For those who aren’t familiar with the big band that’s been recording under the name of Red Parrot — located at 617 West 57th St. — is undoubtedly one of the most renowned. This black dance band, whose record label is the Happy Days label, has been headed by genre fan Jim Roberts. On this LP, house melodies include "The Architect," "Young Wine," "Let’s Call It Love," and "New York City Blues." The group has recently been recording under the name of Red Parrot and has released several albums since.
Toto, McCartney, Tiptop 25th Grammy Awards Nominees

(continued from page 5)

Gabriel, Kansas, King Crimson, Wynton Marsalis, Van Morrison, Ray Parker, Jr., Freddie Mercury, Frank Sinatra, B.B. King, Sippie Wallace and the late Gram Parsons.

A record number of 90 labels were represented in the nominations.

For Toto, the year's Grammy Awards show is the focus of an intensive sales campaign by the National Assn. of Recording Merchandisers (NARM). For four months in the planning stages, the "Discover Grammy Music" campaign was kicked off with the announcement of the nominees on March 30. The sales boosts which performances will have on Grammy winners will be distributed by their respective record companies, and on the day after the awards, posters featuring the major award winners will be shipped.

This is just the start," said Cohon, immediately following the announcement of the nominees for the 1983 Grammy Awards which will be presented on March 26.

Cohon further predicted a massive industry effort in support of the Grammys in 1984.

A complete list of nominees is as follows:

GENERAL CATEGORIES
ALBUM OF THE YEAR

ALWAYS ON MY MIND, Willie Nelson ( Columbia), Charles M. Young ( Atlantic), A&M, Warner Bros.
IWOBY, Paul McCartney and Mike Stonoa (Columbia). ROUGH IT, John Denver (CBS/Columbia), TUG OF WAR, Paul McCartney (Columbia).

COUNTRY & WESTERN ALBUM

Always On My Mind, Willie Nelson (Columbia)/CBS.

POP FIELD

Best Pop Performer, Female
GET CLOSER, Linda Ronstadt (Arista), I'VE BEEN A BIT HARM, Carole King (Elektra/Asylum), Tool: I'M NOT SURE, Harry Belafonte (Columbia).

Best Pop Performer, Male
BLUE EYES, Elton John (Columbia)/CBS, I'M NOT TALKING TO STRANGERS, Sting (Columbia), ONE EARTH, Harry Belafonte (Columbia).

POP FIELD

Best Pop Instrumental Performance
The Sooner the Better, Seger (CBS/Columbia), CHAINS, Bruce Springsteen (Columbia), WIND & FIRE, The Commodores (Motown).}

Tina Benatar (Columbia).}

PRO AUDIO

Westlake Audio Bows New Reference Monitor

LOS ANGELES - Westlake Audio is presently making available its new BBSM-12 portable reference monitor. The second monitor to be released, the BBSM-12 features two 12-inch low frequency drivers, a 6 1/2" midrange cone and a 1 1/2" dome tweeter.

The BBSM-12 incorporates the 24 dB per octave crossover slopes utilized throughout the entire line of Westlake monitors. It also comes in either black or walnut cabinet. Westlake Audio manufacturing is located in Newbury Park, Calif. 91320.

EMERALD HUMPDERKER -- During a break in the action at a recent recording session at Nashville's Emerald Sound studios, Epic recording artist Englebert Humperdink (t) took a look at what producer Even Stevens was up to.

CES Audio Conference Sees 'Digital Boom' Lifting Industry

by Michael Glynne

LAS VEGAS -- Despite less than optimistic sales projections for home and personal audio goods in 1983, both manufacturers and retailers were depicted as confident for the Electronic Shows Convention (CES) Audio Conference here Jan. 7 strongly agreed with chairman and keynoter John Doyle of Pioneer that "there will be no "next year" with the arrival of the digital audio disc.

It's here," proclaimed Doyle in his opening remarks to the second day of the 1983 Winter CES at the Las Vegas Convention Center's Gold Room, "I'm happy to report that, however, this diverse industry is, for 100% behind a single system... it looks as though this time around we may see the boost we have all been anticipating.

Indeed, the audio industry could use the boost. Unit sales of compact and components have dropped since the mid-70s, and that trend is expected to be reversed only slightly next year, some four to five percent. In an industry facing a small victory will be a pyrrhic one, for overall dollars will be down seven percent. Yet, the industry is saying that sales are also predicted to drop further this year, along with local portable audio equipment manufacturing. CD players and blank audio cassette tapes are feared to be up somewhat from last year.

What the data augurs, said Doyle, is "another year of holding our own, status quo and zero growth." However, many in the industry would like to think, so, an pallid, did that, those projections are "pessimistic," considering "what would really happen this year with the introduction of the Compact Disc.

As Doyle pointed out, "you can assess the possible impact of new technology.

Jim Tweddel, executive vice president and general manager of JBL, echoed this point, noting, "I think without question that the coming of the digital audio disc is probably going to be the most significant event of 1983, not only in our own line but because of the effect that it will have on audio products. It will create a whole new excitement as regards to how manufacturers and users alike can develop a lot of other products. Consumer demand for speakers is going to be especially great because of these new products as well as for different and tougher requirements as conventional analog methods have in the past.

Like everyone else in the audio industry pinning their hopes on the Compact Disc, Tweddel felt that digital would give "the biggest shot in the arm" of any product category this year.

On the subject of price for the Compact Disc system, Hitchas's Jim Maynard stated, "As more and more manufacturers introduce (it), the price will come down. It usually always when we first consider introducing (new products), but I
NEWS & REVIEWS

EXECUTIVES ON THE MOVE

A&M Promotes Schenker — A&M Records has announced the promotion of Kathryn Schenker to vice president, publicity. Schenker, who was A&M's national publicity director, joined the label in 1978 as East Coast publicist director.

Lewis Leffler — Lewis Leffler has been named vice president of marketing for Family Home Entertainment and Monterey Home Video. He was previously associated with Integrity Entertainment Corporation as vice president of video marketing.

Changes At CBS/Fox Video — Kevin Fahler has been promoted to vice president and general manager of the CBS/Fox Video division, based in New York City.

RCA Names Brown — The appointment of Tony Brown as director, artists & repertoire, RCA Records (Los Angeles) has been announced. Brown, who joined RCA Records-Nashville in 1981, has also been named senior executive vice president, and is also associated with RCA Records-Los Angeles in September of 1978 and from 1978-80, he was manager, A&R, RCA Records-Nashville.

In other personnel moves, Lisa S. Rothblom has been appointed senior attorney for PolyGram Records, Inc. Her background includes posts in the litigation department of the entertainment law firm Greenbaum, Wolff, Ernst, and at the Securities And Exchange Commission Board Of Enforcenement in New York.

Tom Brown, formerly the label's senior vice president, now serves as director of A&R. Brown formerly served as senior vice president of A&M Records. Since 1979 she has been vice president, administration, business affairs for CBS Records.

Changes At WASEC — Bill Hart has been appointed management vice president, and is also associated with RCA Records. His background includes posts in the litigation department of the entertainment law firm Greenbaum, Wolff, Ernst, and at the Securities And Exchange Commission Board Of Enforcenement in New York.

In other personnel moves, Tom Brown, formerly the label's senior vice president, now serves as director of A&R. Brown formerly served as senior vice president of A&M Records. Since 1979 she has been vice president, administration, business affairs for CBS Records.

Stephen Reed

Reed Is Named CBS Records VP

NEW YORK — Stephen Reed has been named vice president, interdivisional marketing, deputy staff, CBS Records Group and assistant to the president of CBS Records Division. He will report to Dick Asher, president, CBS Records Division and deputy president, CBS Records Group.

Rosen will assist Asher in the ongoing activities of the Division and will work closely with CBS'Ss domestic and international Records Divisions in coordinating interdivisional marketing activities and overseeing long range business, new product and technology developments. He will also be responsible for the business planning functions of CBS Records, CBS Records International (CRI) and CBS Music Publishing and will handle administrative activities for the CBS Records Group Staff.

Since 1980, Reed has been executive assistant to the president, CBS Records Division. He joined CBS in 1979 as a planning assistant in the corporate planning office. In 1977, he moved up to manager of planning. The next year, he was named director of development, CBS Records.

MCA Videodisc VP

Jones Retires, To Be A Consultant

LOS ANGELES — George R. Jones, MCA Videodisc, Inc. vice president and a pioneer in the field of videodisc development, has retired. His company has included working in the areas of phonograph records, audio tape, and cataloging, among others.

Jones joined MCA Videodisc in 1978 and was involved in the creation of the very first videodisc manufacturing facility, located in Carson, Calif. Furthermore, Jones played a significant role in improving the quality of the optical videodisc; and, at the same time, increasing manufacturing productivity, following the formation of DiscVision Associates, the joint venture between MCA and IBM, in 1979. In 1979, served as president of DiscVision Associates in Costa Mesa, Calif.

Beginning in 1939 with the C.P. MacGregor Recording Studios in Hollywood, Jones' career, following a period of service in the U.S. Navy, included stints at Langlois Film Music Co., a 15-year tenure with Capitol Records from 1957 to 1972, and from 1972 to 1978, the responsibility for supervising manufacturing plants in Gloversville, N.Y., and Pickneyville, Ill., for MCA Records. In addition, he worked in a supervisory capacity in Ontario, Canada, for MCA, as well as the MCA Recording Studios (formerly the Whitney Studios, in Glendale, Calif.) and served as a liaison to the MCA affiliate Miller International in Hamburg, West Germany.

Jones retired his ties to MCA as a consultant.

New Gypsy Label Inks Distrib Pact With RCA

LOS ANGELES — Ron Weisner and Freddy DeMann last week debuted their new label, Gypsy Records, and simultaneously announced an exclusive worldwide distribution pact with RCA Records.

The first artist signed to the label was Peter Brown, formerly with TK Records of Florida. His initial release, an LP entitled "Back To The Front," ships this week. "Ron Weisner and Freddy DeMann have individually and in concert had some impressive track records within the recording industry," said RCA Records division president, Darryl Crispo. "RCA welcomes them with the confidence that their knowledge and talent will help continue the momentum of the past year as they bring new and developing artists to the forefront.

Prior to forming Gypsy, Weisner and DeMann were the principals of Weisner/DeMann Entertainment, a management and recording company. They formed the new label at the urging of Ron Weisner, president, to Weisner/DeMann Entertainment, both were executives at Weisner/DeMann serving as vice president/general manager, Buddah Records and DeMann filling the post of vice president, promotion, and Elektra/Astrom for four years.

Commenting on the choice of RCA for distribution, Weisner said, "We'd been approached by a number of companies to become involved with our new label and decided on RCA at the urging of RCA executives wanting to see their unique ability to bring the label to the world.

Elektra Asylum Relocates To NYC

(continued from page 9)

WeA spokesman confirmed that negotiations were currently under way with Guelph Records.

Prior to his appointment with Elektra Asylum, Kenward was vice president and general manager of Columbia Records and, finally, president of CBS Records, United States.

W.A. Comprehensive has announced that Whirlpool is currently under way with Guelph Records.

Prior to his appointment with Elektra Asylum, Kenward was vice president and general manager of Columbia Records, and, finally, president of CBS Records, United States.

Cash Box/January 22, 1981

10
Retailers Maintain Cautions Expansion Approach In '83

providing potential for more discretionary spending.

But more often, dealers are looking to pull in the horns and establish a firmer grip on the markets where they now operate stores.

Close To Home

"I'm only looking to expand if it's a good deal," said Art Heilman, head of the Great American Music/Wax Museum/Discount stores in Minneapolis. Operating 13 stores, Heilman added that it has taken a year "to dig out from under the acquisition of the 11 county metropolitan area surrounding Minne-
apolis/St. Paul.

"I don't know about other cities and their economic problems, but Atlanta is fine," said Al Leverson, president of the 24-store Turtle's Records chain based there. Leverson said sales were up over 1981 figures for the chain, which last year opened two new Turtle's stores. He expi\ns another 12 stores in the expansion of adding four more malls during the coming year.

"We're just doing fine," he continued. "We're going to stay, around Atlanta because it has been a very, very good market. We're just going to expand into areas (of the city) that we're not already in.

"I think the record companies are hoping to more clearly define the markets where they have the most substantial penetration and they are giving an adequate supply of quality manpower.

"Good people are really the cornerstone of any successful company," said Dan Bergman, head of the 14-room Bar B Bergman, a chain of Bar B restaurants which are expanding and increasing their stores.

"We're going to stay around, and we've been a good market. We've got a lot of opportunities to open new stores, according to the building owners and the city, and we have a g\n
a variety of factors — not the least of which is the high cost of construction loans — many dealers believe that expansion into new or existing malls and other established real estate offers a more realistic growth opportunity than engaging in property development themselves. But one retail industry observer pointed out that these potential advantages don't pick up in the coming months or that expansion into such facilities necessarily leads to success.

Due to the recession, shopping malls' staple tenants — the major specialty shop chains at all retailing levels and robust, have been hit by the same ventures, and the ones involved in carrying financing and construction costs have made such commercial development "chancy," according to Chuck Twnhofel, western regional real estate negotiator for the B. Dalton Books chain and a founding member of the National Association of Site Selectors (NASS).

"Mall development is pretty anemic right now," said Twnhofel, but the developers will be the last ones to admit it.

"During the recent annual meeting of the International Council of Shopping Centers (a 15,000-member group), several new projects were discussed, but the actual groundbreaking, I suspect, will be much less."

While developers continue to talk a good game, actual major ground-breakings will be relatively few in number according to Twnhofel, who pointed out that construction starts in 1983 will total only 10% of the 1980 mall development figures, and only five percent of those will be opened before 1984.

Although the U.S. Commerce Department recently reported a three percent jump in construction spending by U.S. builders during November, 1982, the most dramatic increase is in the western part of the country.

Twnhofel noted that perhaps the two key factors acting as a deterrent to more active mall development lately are the reluctance of some chain operators to lease space in such facilities, and the loss of consolidating interest in the project many developers must sacrifice to obtain construction financing.

"A successful regional mall must have at least three major department stores and about 20 specialty shops," he explained, adding that many malls have cut back on leases, and "developers are really trying to maintain the same stores as older malls. "Developers have less space for their inventory but have to do three times the business to meet rent and other overhead demands."

"In order to get the necessary financing today for mall expansion, the developer must give away a great deal of interest in the project and ownership."

He said that in reaction to the current commercial development drought would be a "show of resilience in the financing economy."

Or, simply put, the demise of the recon-

michael martinez

TOP 15 ALBUMS

GOSPEL

SPIRITUAL

INSPIRATIONAL

1. AGE TO AGE
   (Pentagon/MSB-6587)
   "Sparrow-To-Go!"
   1
   1

2. BROTHER TO BROTHER
   (Williams Broke House/MSB-6582)
   "High Hopes"
   2
   2

3. UNCLEOODY DAY
   (Mynas/MSB-6580)
   "Sparrow-To-Go!"
   3
   1

4. YOU BROUGHT THE SUNSHINE
   (Clarke Sisters/Sunrise SOG 137)
   "Sparrow-To-Go!"
   4
   1

5. WHEN ALL GOD'S CHILDREN GET TOGETHER
   (Video/Record/MSB-6581)
   "Sparrow-To-Go!"
   5
   7

6. KING, YOU KEEP ON PROVING YOURSELF TO ME
   (SMC Records/MSB-6583)
   "Sparrow-To-Go!"
   6
   5

7. A TOUCH OF CLASS
   (JAP/MSC 1435)
   "Sparrow-To-Go!"
   7
   3

8. IT'S GONNA RAIN
   (Ms/Bros/MSB-6584)
   "Sparrow-To-Go!"
   8
   7

9. EDWIN HAWKINS LIVES WITH THE OAKLAND SYMPHONY ORCHESTRA Vol. II
   (Ms/Bros/MSB-6585)
   "Sparrow-To-Go!"
   9
   9

10. REQUEST MUSICITY RIGHTeous CHOIR
    (Myrtle Grove/MSB-6586)
    "Sparrow-To-Go!"
    10
   11

11. 10TH ANNUAL PRAISE AND REDEDICATION CONCERT
    (DVD/MSB-6587)
    "Sparrow-To-Go!"
    11
   12

12. THE RICHARD SMALLWOOD SINGERS
    (Dwyer/Rocket Records/MsB-6588)
    "Sparrow-To-Go!"
    12
   12

13. THE JOY OF THE LORD IS MY STRENGTH
    (Dwyer/Rocket Records/MsB-6589)
    "Sparrow-To-Go!"
    13
   13

14. LORD MAKE ME OVER
    (Benny Golson/MSB-6590)
    "Sparrow-To-Go!"
    14
   14

15. JAMES CLEVELAND AND THE CLEVELAND SINGERS
    (Trinity/MSB-6591)
    "Sparrow-To-Go!"
    15
   15

Last column indicates the cuts receiving the most attention. The Cash Box Gospel chart is compiled from a broad cross-section of sales reports from national distributors and one-stop.

Sparrow Unveils Tape Merchandising Program

NASHVILLE — In an effort to expand cassette sales for the label, Sparrow Records is instituting a "Sparrow-To-Go!" campaign emphasizing the portability of the configuration, which already accounts for more than 50% of Sparrow's prerecorded music sales. The program was unvolved during Sparrow's national sales conference held recently at its Canoga Park, Calif., headquarters.

Under the merchandising effort, a counter display bearing the "Sparrow-To-Go!" logo will hold 10 cassettes, increasing the tapes' visibility, augmented by a thematically similar window banner. All products from Sparrow and Broke, except for children's recordings is included in this program and lists for $9.98 and $9.96. A special emphasis on school music policy has also been activated for this program, where other Sparrow discounts may not be ap-

GOSPEL OVERSEAS — Sparrow recording artist Sheila Walsh (i) and EMI America recording artist Cliff Richard (ii) have released a UK, together, with the main emphasis on gospel music. Richard, a well-known pop singer, also produced Walsh's upcoming LP, "War Of Love."

Not only did Sparrow's cassette sales surpass albums as a result of the increasing consumer interest in home and car cassette units, as well as the advent of the Walkman, but label officials also report that the additional quality controls reduced 1982 defective returns to less than 0.6%, an all-time low for the gospel company, based on returns figures for 25 randomly selected titles.

(continued from page 10)
Price and Product Focuses of Winter CES Vid Conference

by Michael Glynn

LAS VEGAS — It was, as Sony Corp. of America's Joseph Lagore, chairman and keynoter of the 1983 Winter Consumer Electronics Show Video Conference here Jan. 8, put it, "A winter of sunny predictions" for both the hard- and software sectors of the industry. However, as Lagore himself hastened to add, "Even though things are looking better for 1983, it's still going to be a tough year and the only thing that's going to make it a great year for video dealers is energy and salesmanship." Indeed, the projections for '83 would appear to paint a rosy picture for the year. As Lagore referred to the Electronic Industries Assn.'s Consumer Electronics Group (EIA/CEG) forecast, VCR sales are expected to be up 20%, projection TV sales should climb 26% and video and color camera sales are anticipated to jump 39%. In software, it's estimated that prerecorded video sales will improve by 17%, videotape overall (blank and prerecorded) will increase 24% and videodisc sales will leap 150%.

Manufacturers and dealers of video hard-and-software will both have to contend with the common issue of price in '83, according to Kremer. In the video camera, the dilemma of price versus profitability exists, whether, as Quasar's Jack Pluckhan noted, the dealer and manufacturer has made or will make a killing on low-end VCRs "definitely a serious question." On the software side, '83 may be, as Lagore characterized it, "the year of the sale. Every prerecorded videocassette, with, as moderator Seth Goldstein of Video Week stated, the only question being how fast recorded cassette prices will fall and how far."

Profit Outlook

There are positive indications that the problem of profitability for video hardware dealers may not be as severe this year as it was in 1982, according to panelist Arnold Solomon.

Solomon Resigns As VSDA Vice President

LOS ANGELES — Lisa Solomon, vice president of the Video Software Dealers Assn. (VSDA), has resigned from her post, effective Jan. 15. Solomon, who was actively involved in virtually all facets of VSDA's operation and helped coordinate many of the trade organization's respective activities, operated out of a satellite office in Dallas.

VSDA executive vice president Dan Oceak, while praising Solomon's performance and dedication to the dealer group, stated that the association's need to centralize activities in one office was a prime reason for the move.

Valencia of RCA Consumer Electronics, who said that he sees "more stability in pricing" after due to the fact that inventories are now reaching more "sensible" levels. "Profitability problems were driven by an excess of inventory in 1982," Valencia pointed out.

Price points will continue to be an issue for certain products, however, particularly the projection television. Projection TV sales were off somewhat in '82, based on the discounted prices by EIA/CEG, falling from 122,000 the year before to 115,000. Many dealers chalk the performance up to prohibitive pricing but, nevertheless, see a rebound in 1983. "If the prices is right..." The key price point (for projection TV) is $1,995. "The experience that we had this year was that anything that we could get on the hands that we could sell at $1,995 we could do so," said Elly Valas of Denver's VTS & Stereo.

What products do manufacturers and retailers see significant growth in? Component television, for one. At last year's winter show, Sony exhibited its Profoil products and components in a suite, but this time around there were a greater number of such systems displayed. The main theme of the Las Vegas Convention Center. Also, as Quasar's Pluckhan suggested, TV for mini systems are expanding. Valencia of RCA believes that increased growth in portative VCR market.

As specific features that will boost hardware, Zenith Radio Corp.'s Jerry McCarthy believed "that the introduction here at this show of stereo capability for the VCR can and will have a big impact." In '83, as well as Sony's one-piece configuration Betamovie camera/recorder.

Truce Called

"With more than 36,000 titles available in home video today, "the software age," as Sony's Lagore pronounced in his preamble to panel II, "has begun."" Dealer's and suppliers would agree, though, that it's been a rocky road to where this sector of the industry has arrived today, as the two camps have reached somewhat of a detente (Video Station's George Akkinson on the panel called it "a cease-fire") after the battle over rental programming.

There still appears to be a cold war, or at least a strong disagreement, among certain parties over the question of a sales market for prerecorded cassettes can be stimulated by reducing the price of product, and those differences surfaced once again on the software panel discussion.

The focal point of all this has been Paramount Home Video's release late last year of its [continued on page 15]

NEW VIDEO SOFTWARE RELEASES

The listing of new videoassetale and videotronic software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Products are segregated into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listed may not have been assigned with a catalog number or price at press time.

DONOVAN'S REEF

Cassette: Paramount (800) 444-5000 $49.95

SONS OF KATIE ELDERS

Cassette: Paramount (800) 444-5000 $49.95

MIDNIGHT IN GERMANY

Cassette: MCA 52012 $39.95

ALICE IN WONDERLAND

Cassette: MCA 50592 $39.95

THE HAVEN/ THE BLACK CAT

Cassette: MCA 55095 $30.95

HOMEWORK

Cassette: MCA 51111 $39.95

EVERYDAY WITH RICHARD SIMMONS

Cassette: Karl Video Corp. (415) 928-2600 $39.95

YES, GIORIO

Cassette: MCA/UMA 800028 $79.95

INVITATION TO THE DANCE

Cassette: MCA/UMA 800192 $39.95

WHO'S AFRAID OF OPERA-Faust and Rigoletto

Cassette: MCA/UMA 400187 $30.95

MUSICAL MIRACLE OF THE REPTILES

Cassette: MCA/UMA 400212 $39.95

TOSCA REVISITED

Cassette: MCA/UMA 400213 $39.95

TO SEE SUCH FUN

Cassette: Pacific Arts 533 $69.95

MUPPET MUSICIANS OF Bremen

Cassette: Walt Disney 806 $49.95

HEY CINDERELLA (Muppet Home Video)*

Cassette: Walt Disney 807 $49.95

THE WONDERFUL WORLD OF CES — Promoting its new video software release, Walt Disney Home Video Inc. held court in a full-scale mock-up of a storybook castle.
Video Game Makers Bow New Titles, Returns Plans At CES

by Jeffrey Reeser

LAS VEGAS — With well over 20 home video game software manufacturers vying for attention during the Winter Consumer Electronics Show (CES) held here at the Convention Center Jan. 6-9, the overabundance of new software may be an indication that the xmas season's video game armament was no run of the mill affair. Both retailers and software publishers seem to have realized the need for more and better software as the market for home video games continues to grow.

Many software publishers are stepping up their efforts to improve the quality of their products as well as the number of new products entering the market. In addition, many of the companies are trying to expand their software offerings to different price points and to cater to different age groups.

In the past, the software market has been dominated by the big three: Atari, Mattel and Coleco, but now there are many other smaller companies entering the market with their own unique offerings. This increase in competition is likely to drive prices down and improve the quality of software available to consumers.

Despite the increased competition, the video game software market is still growing rapidly. This is evident in the number of new titles being released and the amount of money being invested in the industry. With so many new titles and companies entering the market, it will be interesting to see how the industry evolves in the coming years.
Pricing: Key Topic At CES Vid Meet

Although the Guinness Book of World Records lists the Winter Vid Meet as the largest consumer show in the world, many visitors seem more interested in the brands they can see and touch rather than the products they can buy.

Jim Jimmo added that once the "short term euphoria" over such exhibits wears off, the industry will be left to face the "fundamental issue" of sales versus rentals, citing the "continuing and somewhat failing efforts on the part of all of us to get at this." 

The outspoken Walt Disney exec, like Steven Roberts of CBS, for Telecommunications, continued to support the passage of the Fair Marketing Amendment." We've got a marketplace solution to the issue." Although he felt that there needs to be a legislative avenue, Jimmo foresaw an "upturn" in the Congress in the next session, since it's "not a very popular piece of legislation."

On the other hand, most dealers have nothing but kind words and encouragement for experiments such as Paramount's and, new, Embassy Home Entertainment's.

25th Grammy Awards Nominees

(continued from page 10)

David Foster, Quincy Jones, Gary Katz, Toto, The Isley Brothers, Don Kirshner, and Kenny G.

Best Classical Album

JACOB WAREING: QUO VADIS? (CBS)

Best Classical Performance

ENGLISH CHORAL: VIVALDI'S "SAINT JOHN BAPTIST Mass" (CBS)
TOP 15 VIDEO GAMES

1. PITFALL! Activision AX18
   2. FROGGER Parker Brothers 5300
   3. DONKEY KONG Coleco 2451
   4. RIVER RAID Activision AX20
   5. BERZERK Atari CX2640
   6. ZAXXON Coleco 2435
   7. E.T. Atari CX2674
   8. MEGAMANIA Activision AX917
   9. RAIDERS OF THE LOST ARK Atari CX2659
  10. REAL SPORTS: BASEBALL Atari CX2640
  11. ATLANTIS Imagic 3203
  12. PAC-MAN Atari CX2646
  13. SWORD QUEST: EARTHWORLD Atari CX2656
  14. TURBO Coleco 2473
  15. DEMON ATTACK Imagic 3200

COMPILED FROM: Activision — Phoenix • Disc-O-Mat — New York City • Sound Vision, Ltd. • Criterion • Munchland — St. Louis • Everybody’s — Portland • Licorice Plaza — Los Angeles • New England Home Video — Gameplan • Moving To Go — St. Louis • Sound Warehouse — San Antonio • Speck • Music • American Tab & Tape — Atlanta • Video Manufacturing — Los Angeles / Show Industries — National • Twister • Inc. — Smyrna, Ga. • Crazy Eddie • New York City • Video Bank — Columbus • Turkey • Atlanta • Radio 427 • Bally games • Wonder World of Video — Chennomoon • Entertainment Systems — Phoenix • Lieberman • Kansas City • Day & Night • Denver • Cavages • Buffalo • Tower • Sacramento • Sarnas • Warehouse — Los Angeles.

TOP 15 MIDLINES

1. TAPESTRY Carole King (Epic PE 34946)
   2. SO FAR (Crosby, Stills, Nash & Young (Atlantic SD-19119)
   3. THE DOORS (Elektra EKS 75007)
   4. CARNIVAL Duran Duran (Capitol ST-15006)
   5. LOOK SHARP! Joe Jackson (A&M SP-4-4907)
   6. WORDS APART Suga (Portrait CBS ARP 36346)
   7. LET THERE BE ROCK AC/DC (Atco SD-3815)
   8. RIOT LIVE Duran Duran (Elektra 0-67969)
   9. SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 31137)
  10. JANET JACKSON (A&M SP-4-4907)
  11. PIANO MAN Billy Joel (Columbia PC 32455)
  12. I COULD RULE THE WORLD IF I COULD GET THE PARTS The Waitresses (Za/Polydor P1-507)
  13. WHO ARE YOU? The Who (MCA 3050)
  14. LIVE AT LEEDS The Who (MCA 9023)
  15. FLEETWOOD MAC (Reprise MSR 2281)

COMPILED FROM: Licorice Plaza — Los Angeles • Cassavas • Buffalo • Dan Jay Music • Donsub • Lieberman • Donsub • Disc-O-Mat • Musicland — St. Louis • Karma • Indigent • Pachyderm Records • Concord • Columbia + Artists • Licorice Plaza • Brooklyn • The Radio City Music Hall — New York City • The Record Theatre — Cincinnati • Tower Records — Saddleback, San Diego, Seattle • Disc-O-Mat — New York City.

Regional Album Analysis

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.

NORTHEAST 1.
  1. NEIL YOUNG
  2. CULTURE CLUB
  3. SQUEEZE
  4. RIC OCASEK
  5. RAY PARKER, JR.
  6. TODD RUNDGREN
  7. J. GIELS BAND
  8. ADAM ANT
  9. TONI BASIL
  10. GROVER WASHINGTON, JR.

SOUTHEAST 2.
  1. NEIL YOUNG
  2. CULTURE CLUB
  3. RIC OCASEK
  4. ADAM ANT
  5. SAGA
  6. LITTLE RIVER BAND
  7. ROBBIE RUNDGREN
  8. TOTO
  9. CHAKA KHAN

Baltimore/Washington 3.
  1. DURAN DURAN
  2. NEIL YOUNG
  3. RIC OCASEK
  4. SQUEEZE
  5. TOTO
  6. LITTLE RIVER BAND
  7. RAY PARKER, JR.
  8. SAMMY HAGAR

West 4.
  1. NEIL YOUNG
  2. CULTURE CLUB
  3. RIC OCASEK
  4. MUSICAL YOUTH
  5. TOTO
  6. DURAN DURAN
  7. ENGLISH BEAT
  8. ADAM ANT
  9. GROVER WASHINGTON, JR.
  10. SAMMY HAGAR

Midwest 5.
  1. TOTO
  2. TODD RUNDGREN
  3. CULTURE CLUB
  4. NEIL YOUNG
  5. ADAM ANT
  6. LITTLE RIVER BAND
  7. RIC OCASEK
  8. DURAN DURAN
  9. SAMMY HAGAR
  10. BARRY MANILOW

North Central 6.
  1. LITTLE RIVER BAND
  2. TOTO
  3. BARRY MANILOW
  4. SAMMY HAGAR
  5. ADAM ANT
  6. SAGA
  7. RAY PARKER, JR.
  8. NEIL YOUNG
  9. PATTY AUSTIN
  10. E.T. STORYBOOK

Denver/Phoenix 7.
  1. SAGA
  2. LITTLE RIVER BAND
  3. NEIL YOUNG
  4. TONI BASIL
  5. RIC OCASEK
  6. ADAM ANT
  7. TODD RUNDGREN
  8. TOTO
  9. SAMMY HAGAR
  10. BILL COSBY

South Central 8.
  1. NEIL YOUNG
  2. SAMMY HAGAR
  3. TOTO
  4. SAGA
  5. GROVER WASHINGTON, JR.
  6. RAY PARKER, JR.
  7. MUSICAL YOUTH
  8. RIC OCASEK
  9. TODD RUNDGREN
  10. TONI BASIL

This interaction is designed to keep retailers abreast of the latest regional sales trends.
CBR PRICING REVIEW DATA — Following are some of the particulars regarding last week's CBS pricing review, which cut out pricing categories from eight to two (Cash Box, Jan. 15). Under the “Group A” classification, which includes all accounts (retailer and sub-distributor) whose primary business is selling records, the CBS Masterworks series, which had been priced at $3.98 list price album, sold for $2.69. When purchased at smaller than box lot quantity, the “loose” price is $5.09 a piece. In the “Group B” classification, which includes all other CBS accounts such as discounters and before box lots the album is $5.39 and the loose price is $5.50. In addition, the 20 cent handling and shipping charge per piece is being discontinued for stores that order a minimum of 120 albums; otherwise the charge remains in effect. On the exchange side, all credit will be issued at the box lot price, minus discounts. The CBS Masterworks series, which was priced at $3.98 a piece, has also changed in cost, increasing a nickel to $5.20. Here, however, a five percent discount is available on all the best-selling titles. Finally, the three dollar reduction on single album 8-tracks is being matched by a three dollar exchange credit. Multiple album-8 tracks sell and credit at six dollars.

PIZZA PIES — Licorice Pizza hasfreed its needle inspections as part of last week's record and cassette cart product sale. The heavily merchandised sale was designed to take advantage of Christmas record and tape player sales. Next week brings another "Your Choice Cassette Sale," which offers bing customers to choose for a dollar off on each of the multiple cassette sales. For the first time, the chain is offering two "guaranteed" items at once, in case to fuel this year's current momentum achieved by Culture Club and Musical Youth. The Culture Club debut was being aided by a special $5.49 cassette price, substantial for taking the $5.99 price tag, and the $1.99 cassette price, which will be $1.59 off. Licorice Pizza recently co-presented a day-long affair in San Diego's Del Mar Fairgrounds. The seven San Diego locations sold tickets for the event, which featured the Motels, Greg Kihn and several local bands. Licorice Pizza also provided free "Licorice Pizza Flyers," otherwise known as fliers... Licorice Pizza record and tape crates, T-shirts and hit albums, were given away at the recent grand opening of the chain's newest store.

DOCTORING THE PHONE BILL — Milan’s Radio Doctors and Mainstream stores teamed with station WLPY and EMI America in an appropriate Talk promo, giving the winner of a drawing up to $100 to pay his December phone bill. In addition, a phone booth was set up at one of the seven Mainstreams to give customers a free three-minute call anywhere in the U.S. from 6:00-9:00 p.m. Another novel promotion was recently held in conjunction with Alco to support Van Halen's "5150." The promotion involved a "bum rush" game where customers could win premium display space and music business. Director of Buying Mitch Perlis expects such companies as Atari to begin "dumping a lot of games," having already seen a "prototype" of the company's 1983 catalog. Perlis counted 22 non-popular games in four Atari sales categories that were available last year but not listed this year, including "Superman." His reason for the cutbacks was included in those given by used game retailers for used game sales: the increasing sophistication of new games that make the initial releases obsolete. "I think you'll see a cutout of the cutout games this year," Perlis opined, noting another similarity between the game business and record business. "I've already heard of an Activation cut list, and it will be interesting to see if any stock balancing programs develop." Here Perlis noted that the video game business was originally one-way. "But once a tone's dead, it's dead — at least at full price."

REGIONAL PICK — “We Ride Together,” by Sawmill Creek Band — Cowboy Records (Cowboy 7749AB), P.O. Box 2219, Jackson Hole, Wyo. 83001. Bill Heath, head buyer for Denver-bred DanJay Music, reports that this Jackson Hole, Wyo.-based country rock group recently released third third single is selling "very well for an indie group throughout the country's budget chain. "The Montana and Wyoming areas are doing especially well," says Heath, but even the chain's Denver stores are moving product due to heavy in-store play. "As far as country rock, there's nothing better on the market." — Jim Bessman

WHAT'S IN STORE

TOP ARTIST

Billie Joe
Scandal
Supertempo
John Cougar
ABC
Jefferson Starship
Meat Loaf
Psychosleeve Fura
Davy's Midnight Runners
Wall Of Voodoo
Blancmange
English Rite
Thomas Delby

TOP MEDIUM

Billy Joel
Sammy Hagar
Frits
Gary Hyl and John Oates
Scandal
Supertramp
Toto
John Cougar
Vanderberg
ABC
Jefferson Starship
Psychosleeve Fura
Davy's Midnight Runners
Wall Of Voodoo
Blancmange
English Rite
Thomas Delby

TOP LIGHT

YoKO Ono
Fabulous Thunderbird
BX Boys
Kenny Loggins
Lene Lovich
Mental As Anything
Rose Tattoo
Young Executive
Jack Mac & The Heart Attack
Girlschool
The Spoons
Foghat
Rough Trade
Adrian Brow
Talk Talk
Young Executive
Modern English
The Flirts
Water Stirling
Forth
Compo Audio
The Brains
REM

TOP ADDS

Pat Benatar
Culture Club
Rush
Paul Collins Beat
Tolo Coloff
Jerusalem
Anti Nowhere League
Gang Of Four
Tina Turner

FOR WEEK OF JANUARY 12, 1983

PLAYLIST

ARTIST

The Fixx
Say
Durian Duran
Tom Petty
Men At Work
J. Geils Band
Phil Collins
Pat Benatar
Night Ranger
Golden Earring
Prindenters
Stray Cats

LABEL

MCA
Capitol
Backstreet
EMI America
Atlantic
Chrysalis
Atlantic
MCA
Atlantic
RCA
Mercury
RCA
Tower

ARTIST

CLIP

Stand Or Fall
On the Lookout
Hungry Like the Wolf
You Got Lucky
Don't Under Be God
I Do
Can't Hurry Love
Shadow Of The Night
Oh,Tell Me
Back On The Chain Gang

LABEL

Epic
Mercury
Ball
Lamb
Epic
Love
Body
Capitol
Romanticide
Warner
Desperate

ARTIST

CLIP

Allentown
Three Lock Box
I Know Something's Going On
Family Man
Goodbye To You
It's Raining Again
Africa
Hand To Hold On To
Burning Heart
Potion Arrow
Be My Lady/Out Of Control
Love My Way
Come On, Eileen
Mexican Radio
Lives On The Ceiling
Save It For Later

LABEL

Columbia
Geffen
Atlantic
CBS
A&M
Columbia
Riva/PolyGram
A&M
A&M
Atlantic

ARTIST

CLIP

My Man
How Do You Spell Love
Boys Are Back
Swear Your Love
It's You, Only You
If You Leave Me, Can I Come?

LABEL

PolyGram
Chrysalis
A&M

ARTIST

CLIP

Scared For Life
Keep It Tight
Paise The Dutch
I Love It Loud
Hurry for the City

LABEL

Mirage
Nepero
MCA
Casablanca

ARTIST

CLIP

Don't Call It Love
Nova Heart
Slipped, Tripped, Fell In Love
All Touch
Big Electric Cat
Today

LABEL

PolyGram
Bearsville
ISDA

ARTIST

CLIP

I Melt With You
Jukebox
Dancing in Heaven
Storm Inside My Head
Romanticide
Dancing Under The Street Lights

LABEL

MCA
Motown

ARTIST

CLIP

A Little Too Late
Do You Really Want To Hurt Me
Count Down
Kids Are The Same
I Eat Cannibals
Crying In Changing Streets Of London
Born To Rock
Bush, Bush

LABEL

EMI America
Atlantic
Chrysalis
A&M

ARTIST

CLIP

Wolves Lower

LABEL

I.R.S.
NEW YORK — Urban Contemporary (U/C) radio stations, in the person of powerhouse WBZ as the #1 station in the overall market. In San Francisco, the AOR — which up until yesterday was #4, given the time of year — moved up to #2, and in Boston, Arbs 89.3 moved up from #10 to #8 in the field.

In Boston, WXKS-FM continued its upward spiral to 9.0 from last summer’s 7.9 and the spring ratings other than WBZ, which remained stable at 8.6, and WHDH, which dropped back to 7.9 from 8.0. Con-

vention Hall will also gained 0.8 in the Fall Book, capturing a 2.9 share.

In San Francisco, AOR station KMET regained its title as #1 rock by remaining stable at 9.4, with WCBS-FM in #2, followed by KFOQ, KQAK, and 17 other outlets. Note that even though there are 17 outlets, only 15 stations are included in the ratings.

Another loser was B/C station KSOL, which dropped 1.8 to 4.7, while long-time #1 outlet KFRC dropped 1.3 to 3.6. Although news/talk outlet KGO had a strong 4.9, KQED’s news/talk format retained the top position in the overall market, rating 8.4.

In Cleveland, AOR powerhouse WMWS held onto its lead even though it dropped down to 8.4 from 9.6 in the fall. It fell even though it did change its call letters, the former WMWK, had changed its format to A/C in June. That station, in contrast, rose from 7.7 from 7.4 during the fall book. In the top ten, the top station, WMGL rose from 5.9 from 5.2 during the fall. And KODI, which had to have been on the decline nationally, remained strong, though it did change its call letters to KHTT until last month. It had been using a fast-paced Top 40 format for the past six months. Its AM sister, nevertheless, remained strong in the music/news/talk outlet, grabbing a 23.4 rating, up from last spring’s 21.1. At the same time, B/C station WBZ’s format

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Up in the Motor City, AOR took a bath during the Fall Book. WRIF dropped down to 5.4 from 5.6, WLLZ to 4.3 from 4.7 and WABX to 4.3 from 4.6. That station that changed its format to Top 40 to position itself against WHY, the former beautiful music station WJR-FM. That station changed its format to Top 40 “Hot Hits” on the cusp of this book, and rose to 4.9 from 3.8.

With the exception of WJLB, which rose to 4.7 from 3.5, black-oriented stations lost shares, as U/C outlet WDRQ fell to 5.1 from 5.6, B/C-formatted WPXR dropped 1.8 to 3.0, WLBS to 1.9 from 2.4 and commercial jazz outlet WJZZ to 1.7 from 2.7. Although it fell from 9.3 to 11.2 without the Mike and Tony show, the music/news/talk outlet WRJ still remained #1 in the overall market.

In the nation’s capital, U/C posted a mixed bag, as WQAQ fell from 7.9 to 7.5 from 7.4 in the summer, market leader U/C station WKYS dropped back to 9.3 from 10.2, while B/C station WASHINGTON Post picked up 0.4 from 6.8. KODI’s book registered a similar result as WAVA rose to 4.0 from 3.9, while WDDV fell to 2.9 from 3.2. KQED’s news/talk outlet KOPI dropped back to 1.2 from 1.4 in its last book on that format. (See separate story.)

In contrast, Top 40 fared well, as WMAL rose to 8.9 from 7.9, becoming #1 in the overall market, and its sister WMXQ rose to 7.1 from 7.0.

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<table>
<thead>
<tr>
<th>#1 MOST ADDED</th>
<th>LP Chart Position</th>
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<tbody>
<tr>
<td><strong>RED RIDER</strong></td>
<td><strong>NERUDA</strong></td>
<td><strong>CAPITOL</strong></td>
</tr>
<tr>
<td>ADDS: KBPI, KSHE, WMMS, WPLR, KKN, WPLR, WYFE, WMMS, KKB, KMET</td>
<td>ADDS: KBPI, WMMS, WPLR, KKN, WPLR, WYFE, WMMS, KKB, KMET</td>
<td>PREFERRED TRACKS: Open</td>
</tr>
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<td><strong>THE J. GELS BAND</strong></td>
<td><strong>SHOWTIME</strong></td>
<td><strong>EMI AMERICA</strong></td>
</tr>
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<td>ADDS: KSN, HOTS, WSHE, WSKS, WPLR, WMMS, KBPI</td>
<td>ADDS: HOTS: WSHE, WSKS, WMMS, KBPI</td>
<td>PREFERRED TRACKS: Open</td>
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<td><strong>GOLDEN EARRING</strong></td>
<td><strong>CUT</strong></td>
<td><strong>POLYGRAM</strong></td>
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<td>ADDS: KN, WPLR, WYFE, WMMS, KKB</td>
<td>ADDS: KLOTS: WSHE, WSKS, WPLR, WMMS, KBPI</td>
<td>PREFERRED TRACKS: Open</td>
</tr>
<tr>
<td><strong>SAMMY HAGAR</strong></td>
<td><strong>THREE LOCK BOX</strong></td>
<td><strong>GEFFEN</strong></td>
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<tr>
<td>ADDS: HOTS: WPLR, WMMS, KKB</td>
<td>ADDS: HOTS: WSHE, WSKS, WPLR, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<td><strong>DARYL HALL &amp; JOHN OATES</strong></td>
<td><strong>H2O</strong></td>
<td><strong>ELEKTRA</strong></td>
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<td>ADDS: HOTS: WSHE, WYFE, WMMS, KBPI</td>
<td>ADDS: HOTS: WMMS, KKB, KMET, WYFE</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>JEFFERSON STARSHIP</strong></td>
<td><strong>WINDS OF CHANGE</strong></td>
<td><strong>RCA</strong></td>
</tr>
<tr>
<td>ADDS: HOTS: WMMS, WYFE, WMMS, KBPI</td>
<td>ADDS: HOTS: WMMS, WYFE, WMMS, KBPI</td>
<td>PREFERRED TRACKS: Open</td>
</tr>
<tr>
<td><strong>BILLY JOEL</strong></td>
<td><strong>THE NYLON CURTAIN</strong></td>
<td><strong>COLUMBIA</strong></td>
</tr>
<tr>
<td>ADDS: HOTS: WSHE, WSHE, WMMS, KBPI</td>
<td>ADDS: HOTS: WMMS, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<td><strong>LED ZEPPELIN</strong></td>
<td><strong>COPA</strong></td>
<td><strong>SWAN SONG/ATCIO</strong></td>
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<td>ADDS: HOTS: WSHE, WSHE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<td><strong>MEN AT WORK</strong></td>
<td><strong>BUSINESS AS USUAL</strong></td>
<td><strong>COLUMBIA</strong></td>
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<td><strong>MISSING PERSONS</strong></td>
<td><strong>SPRING SESSION +</strong></td>
<td><strong>CAPITOL</strong></td>
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<td>ADDS: HOTS: WMMS, KKB, KMET, WMMS, KBPI</td>
<td>PREFERRED TRACKS: Open</td>
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<td><strong>MUSICAL YOUTH</strong></td>
<td><strong>THE YOUTH OF TODAY</strong></td>
<td><strong>MCA</strong></td>
</tr>
<tr>
<td>ADDS: Nors: WSHE, WYFE, WMMS, KBPI, KMET, KMMS</td>
<td>ADDS: Nors: WYFE, WMMS, KBPI, KMET, KMMS</td>
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<td><strong>NIGHT RANGER</strong></td>
<td><strong>DROWN PATROL</strong></td>
<td><strong>BOARDWALK</strong></td>
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<td>ADDS: HOTS: WMMS, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<th>#1 MOST ACTIVE</th>
<th>LP Chart Position</th>
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<td><strong>BOB SEGER &amp; THE SILVER BULLET BAND</strong></td>
<td><strong>THE DISTANCE</strong></td>
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<td><strong>RIC OCASEK &amp; DEITUDE</strong></td>
<td><strong>GEFFEN</strong></td>
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<td><strong>TOM PETTY &amp; THE HEARTBREAKERS</strong></td>
<td><strong>LONG AFTER DARK</strong></td>
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<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>THE PSYCHEDELIC FURS</strong></td>
<td><strong>FOREVER NOW</strong></td>
</tr>
<tr>
<td>ADDS: HOTS: WSHE, WMMS, KKB, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>TODD HUNDGREN</strong></td>
<td><strong>THE EVER POPULAR</strong></td>
</tr>
<tr>
<td>ADDS: Nors: WYFE, WMMS, KKB, KMET, WYFE, WMMS, KBPI</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>NEIL SCHON/IAN HAMMER</strong></td>
<td><strong>HERE TO STAY</strong></td>
</tr>
<tr>
<td>ADDS: WYFE, WMMS, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>2 STRAY CATS</strong></td>
<td><strong>BUILT FOR SPEED</strong></td>
</tr>
<tr>
<td>ADDS: WMMS, WSHE, WSHE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
</tr>
<tr>
<td><strong>15 SUPERTRAMP</strong></td>
<td><strong>FAMOUS LAST WORDS</strong></td>
</tr>
<tr>
<td>ADDS: WMMS, WYFE, WMMS, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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<tr>
<td><strong>TRIUMPH</strong></td>
<td><strong>NEVER SURRENDER</strong></td>
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<tr>
<td><strong>VANDENBERG</strong></td>
<td><strong>ATCO</strong></td>
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<tr>
<td>ADDS: WYFE, WMMS, WYFE, WMMS, KBPI, KMET</td>
<td>PREFERRED TRACKS: Open</td>
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**CASH BOX ROCK ALBUM RADIO REPORT**

**#1 MOST ADDED**

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<th><strong>RED RIDER</strong></th>
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<td><strong>NERUDA</strong></td>
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<td>ADDS: KBPI, KSHE, WMMS, WPLR, KKN, WPLR, WYFE, WMMS, KKB, KMET</td>
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<td><strong>THE J. GELS BAND</strong></td>
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<td><strong>SHOWTIME</strong></td>
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<td><strong>EMI AMERICA</strong></td>
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<td>ADDS: KSN, HOTS, WSHE, WSKS, WPLR, WMMS, KBPI</td>
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<td><strong>GOLDEN EARRING</strong></td>
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<td><strong>DARYL HALL &amp; JOHN OATES</strong></td>
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<td><strong>H2O</strong></td>
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<td><strong>ELEKTRA</strong></td>
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<td><strong>RCA</strong></td>
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<td><strong>BILLY JOEL</strong></td>
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<td><strong>THE NYLON CURTAIN</strong></td>
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<td>ADDS: HOTS: WMMS, WYFE, WMMS, KBPI, KMET</td>
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<td><strong>LED ZEPPELIN</strong></td>
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<td><strong>COPA</strong></td>
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<td><strong>SWAN SONG/ATCIO</strong></td>
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<td><strong>MEN AT WORK</strong></td>
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<td><strong>BOARDWALK</strong></td>
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**LISTED ALPHABETICALLY BY ARTIST**
THE RHYTHM SECTION

THE COMMUNITY COUNTS — Black radio, at its roots, would be the best witness to how much an entertainment industry relies on the community for more than dollar and cents buying power. And it is to that conclusion that the冷 climate of really giving something back to the people who pay for their contracts. A&M's Janet Jackson embarked on an eight-city promotion tour in November that started in Houston, with stops in cities throughout the NBC-TV network's seven cities. The youth who has been in entertainment since age six and frequently appears on NBC-TV's Diff'rent Strokes, visited Houston, New Orleans, Atlanta, Washington, D.C./Baltimore, New York, Cleveland, and Chicago. At each stop, according to A&M, a special R&B promotion effort by radio stations, politicians, and parents alike were enthusiastic and supportive of her efforts. Busby said that while the trip was conceived to promote her record, the value of her message matters most, as does her feel. He said that her in-store appearances attracted between 2,000 and 4,000 each time.

FOR TEACHERS ONLY — The second single from the Commodores' "The Beat of the Commodores" is the seventh release of the NBC-TV series Teachers Only. Starring Lynn Redgrave of House, Norman Fell, formerly of Three's Company, and Tim Reid from WKRP in Cincinnati. The second single will be released at the end of January in time to help promote the show's debut in early March. The song, written by Commodores' William King, Milam Williams, Walter Orange, Tom McClary and Ronald LaPread, was produced by Nathan Sasser for Carson Prots, which is producing the show in conjunction with Larry Prots' "Prots."

The Weekly also used the skills of Grover Washington, Jr., in recording "Cassie's Theme" for the now-defunct series Cassie & Co. The single also became a part of Washington's "The Best Is Yet To Come" album.

THE BLUES — Eddie "Cleanhead" Vinson, the Lee Allen Orchestra and The Curbside are the featured acts during the seventh concert to be presented by the Southern California Blues Society at the West Los Angeles venue known as the Music Machine. The band is to appear soon in a well-known community in the blues label Blue and Red. The CD is a frequent guest in recent years at the Monterey Jazz Festival. Vinson's tenor sax cousin. Allen, comes from the New Orleans tradition and has recorded with artists as diverse as Lido, Nellie Lienz, Parnell and Ellis. The band is the result of this collaboration, and the success of the band's reputation as "the blues of the 60's," with added interpretations in modern rock and roll. The band is the best-kept secret of the blues world. Allen's blues of the 40s. It would seem as though the blues' altruistic intentions of the society are not immune to popular demands and the bottom line.

GRAB-A-GRAMMY — As expected, there were few surprises in the announcement of nominees for the 35th annual Grammy Awards set to air on CBS' TV Feb. 23. R&B female vocal nominees include: Jennifer Holliday for "And I'm Telling You I'm Not Going," Patrice Rushen for "Forget Me Nots," Deniece Williams, "It's Gonna Take A Miracle," Andra Franklin for "Light's On," Donna Summer for "Love Me In Time (Finger On The Trigger)", and Diana Ross for "Muscles." For R&B male vocals, "Do It" by Stevie Wonder, "Luther Vandross" "Forever, For Always, For Love," Ray Parker, Jr.'s "The Other Woman," Marvin Gaye's "Sexual Healing," and "Let's Love" by Paul McCartney and Stevie Wonder were the top nominations in the best R&B category. R&B instrumental performance nominees went to "Boogie In Your Butt," from "Michael Jackson's"<button>0</button> of Vinson's "Cleanhead" and "Love Me In Time (Finger On The Trigger)."

1. **THRILLER**
   - MICHAEL JACKSON (Epix OE 38122) 1 5
2. **MIDNIGHT LOVE**
   - MARVIN GAYE (Motown FC 31977) 2 10
3. **FOREVER, FOR ALWAYS, FOR LOVE**
   - LUTHER VANDROSS (Epix OE 35235) 3 15
4. **LIONEL RICHIE**
   - Michael Jordan (Motown) 4 15
5. **PRINCE**
   - Warner Bros. G (23710-19) 6 20
6. **JANET JACKSON**
   - A&M (Spit 12031) 7 13
7. **GET LOOSE**
   - EVITA KING (RCA A 14307) 8 26
8. **JUMP TO PLAY WITH FIRE**
   - Prince (Warner Bros. 5 21378-1) 9 7
9. **PROPOSITIONS**
   - Motorcycle (Motorcycle) 10 9
10. **I WANNA BE YOUR FRIEND**
    - Vanguard (Vanguard) 11 8
11. **I WANNA BE YOUR FRIEND**
    - Warner Bros. (Warner Bros. 5 21378-1) 12 6
12. **WE TRAVEL THE GREATEST HIGHWAYS**
    - RCA (RCA A 14307) 13 4
13. **DON'T PLAY WITH FIRE**
    - Prince (Warner Bros. 5 21378-1) 14 17
14. **THE THEME OF THE ISSUE**
    - LP (LP) 15 17
15. **I'M GONNA BE STRONG**
    - Atlantic (Atlantic) 16 18
16. **ONE WHO STARTS A RHYTHM**
    - Music Machine (Music Machine) 17 18
17. **JUST YOU AND I**
    - Atlantic (Atlantic) 18 18
18. **ALL THE GREAT TIMES**
    - Commodores (Commodores) 19 18
19. **GIVE ME A MINUTE**
    - Fantasy (Fantasy) 20 18
20. **COMING OUT TO GET WHAT I DESERVE**
    - Epic (Epic OE 38122) 21 18
21. **THE OTHER SIDE OF THE STORY**
    - Queen (Queen) 22 18
22. **WAY MORE THAN YOU THINK YOU ARE**
    - A&M (A&M 30023) 23 18
23. **SHAPES**
    - Atlantic (Atlantic) 24 18
24. **COMPUTER GAMES**
    - Def (Def) 25 18
25. **BREAKAWAY**
    - Epic (Epic OE 38122) 26 18
26. **EACH TIME I CLOSE MY EYES**
    - Atlantic (Atlantic) 27 18
27. **EVERY HOME SHOULD HAVE ONE**
    - A&M (A&M 30023) 28 18
28. **THE NIGHTFLY**
    - Epic (Epic OE 38122) 29 18
29. **THE MAX**
    - Epic (Epic OE 38122) 30 18
30. **SILK ELECTRIC**
    - Arista (Arista 23023) 31 18
31. **THE TWO FACES OF JESUS**
    - CBS (CBS 35103) 32 18
32. **VISIONS OF THE LITE**
    - Columbia (Columbia) 33 18
1. FALL IN LOVE WITH ME — EARTH, WIND & FIRE / COLUMBIA

WSOK: WOLO, WOUL, WHBC, KDIA, FGJK, JRKS, KSOL, WQMD, WBNK, WDRC, WDFS, WBOB, KDIS, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WDMT, WEDR, WKYS, WENZ, KUKU

2. LET THE BAND PLAY YOU A THOUSAND TIMES — SMOKY ROBINSON & TAMLA/MOTOWN

WSOK, WAIL, WDAO, WLOU, WBOB, KGJF, JRKS, KSOL, WQMD, WBNK, WDRC, WDFS, WBOB, KDIS, WFBG, KDIS, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, WZEN, KUKU

3. YOU ARE — LIONEL RICHIE / MOTOWN

WSOK, WAIL, WDAO, WLOU, WBOB, KGJF, JRKS, KSOL, KPR, WQMD, WTIA, WGIN, WILD, WFCU, WYG, WATW, WABN, WBOB, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, WZEN, KUKU

4. ALWAYS ON MY MIND — SONNY CHARLES / HIGHSITE

OK 100, WLOU, WLOM, KPR, WQMD, WBOB, KGJF, WABA, WBOB, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, KUKU

5. LET LOVE SHINE — SKYNYD / SALSOGUL

OK 100, WSOI, WLOU, WBOB, KGJF, WABA, WBOB, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, KUKU

6. BLOW, RICK JAMES PRESENTS BOBBY M. — GORDY/MOTOWN

WSOJ, WDAO, WLOU, WBOB, WFG, JRKS, KSOL, WQMD, WBNK, WDRC, WDFS, WBOB, KDIS, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, WZEN, KUKU

7. UP AND COMING

BILLY JEAN — MICHAEL JACKSON
HE'S A PRETENDER — HI INFERNY / GORDY/MOTOWN
TOO TONGH — ANGELA BOYCE / ATLANTIC
BODY MECHANIC — QUADRANT SIX / ATLANTIC

8. BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE


9. MOST ADDED SINGLES

1. BLIND — RICK JAMES PRESENTS BOBBY M. — GORDY/MOTOWN
2. S.O.S. III — THE S.O.S. BAND — TABU/CBS
3. IT'S GOING TO BE GOOD — HARRY RAY — SUGAR HILL

V103, WSOJ, WDAO, WLOU, WBOB, KGJF, WABA, WBOB, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, WZEN, KUKU

10. MOST ADDED ALBUMS

1. BLIND — RICK JAMES PRESENTS BOBBY M. — GORDY/MOTOWN
2. S.O.S. III — THE S.O.S. BAND — TABU/CBS
3. IT'S GOING TO BE GOOD — HARRY RAY — SUGAR HILL

WSOJ, WDAO, WLOU, WBOB, KGJF, WABA, WBOB, WFBG, WJLC, WIGG, WGGG, WATW, WYG, WLBZ, WPLZ, WPLZ, WKYS, WZEN, KUKU

11. BLACK CONTEMPORARY


12. NEW HAVEN — JAMES JORDAN, PD — #1 — M. JACKSON/P. MCCARTNEY


13. NEW ORLEANS — BARRY RICHARDS, PD — #1 — M. GAYE

Country Arbitron Numbers Down in Cleveland, Houston, St. Louis by Tom Roland

NASHVILLE — Some fairly significant declines in country Arbitron market share the second round of advance numbers from Arbitron following the fall survey results. In Houston, Cleveland and St. Louis, each of the “big three” country stations showed some sort of decline dropping country Arbitron at least one share point in each market, although in the nation’s capital, country stations pulled in an extra 1.7 share, due mostly to the efforts of WPKN-FM, which regained the lead in the market. PKX came out of the Summer Book with a 12.7 share and more than doubled its year’s numbers.

While the front position in Washington, D.C., seems to have changed hands a number of times over the past year, the country stations were actually owned by the same company. This has been somewhat phenomenal in the past six months. In June, the market, PKX maintained a 12.0 share; ”all other” stations combined had a market share of 5.6. The latest finds country up a full share point, or 12.7.

Elsewhere, country found less impressive degrees of movement, especially in Houston, where nearly four points were picked up just by KIKK-FM. With the WPKN-FM market decline, the combination of stations dropped to 9.8. The latest finds country up a full share point, or 10.0.

Country KBQX-FM also topped, checking in at 10.6 after a summertime performance that reached 6.7, and the AM sister signal slid 0.4 to 5.9.

In St. Louis, each of the three country stations fell a decline, though market leader WLW-FM lost only 0.1 share. The station’s share dropped to 6.5 in the book. WLW-FM dropped an entire point in garnering an even 2.0, while KSL was knocked down six-tenths when it slipped to 3.5 overall. Country was hit for 1.8 share points.

Likewise, Cleveland suffered a decline of 2.4 points in the last six months, the losing half of the top four signal gaps in the marketplace. WHK, dug in its heels at 5.1, nearly duplicating the 5.2 which was rendered during the previous survey period. The station’s long-term rise in spadeful as it showed equal movements of a conflicting nature. WQF dropped a half-share to an even 4.0, while WCIX continued to exert its leadership. WCIX’s share of the radio audience held a half-point in reaching a 3.2 figure. WCIX-FM, meanwhile, fell from 3.0 to 2.5.

San Francisco and Dallas proved rather stable during the survey period. KNEW held steady in the Bay Area, producing a 2.8 book, but former rocker KSAN pulled out of its life with its sister station, reaching over the 3.0 plateau.

In Dallas, however, KPLX-FM overtook WBAP to reach second in the country race, while KXS-FM fell firm at 8.3. Just as KPLX bounced from a 3.4 to 5.7, WSBP tumbled from its 6.8 status to a 4.8 mark. KXKX-FM tacked on additional tenth to reach 1.6, while neither KBOX nor KXOL were able to post scores in excess of one.

All figures represent average quarter hour listening for all persons, 12+, Monday-Sunday. From 6 a.m. to midnight, which were tabulated during the fall ratings period, Sept. 25-Dec. 15, 1982.

New Halsey Office

NASHVILLE — The forthcoming branch of Halsey International will be located at 2 Music Circle South, across the lobby from Cash Box. Berry Flowers, director of operations for the branch, indicated that the space may be occupied by Carfax, a national service. The company’s telephone number is (615) 242-0902.

Warner Bros., E/A Combine Nashville Offices In Major WCI Shakeup by Tom Roland

NASHVILLE — In conjunction with organizational changes that occurred throughout the Warner Communications, Inc. (WCI), record operating division (see story), Warner Bros. Records and Elektra and Asylum Records’ country divisions were consolidated last week, eliminating their Nashville branch and up to 10 staff positions.

See both as an effort to streamline WPKN’s recording operations, the country center, the move included the elimination of Elektra’s Nashville office, with the Elektra staff streamlining the duties of both WCI’s Warner Bros. and Warner Bros. staffs. The 8-10 Warner Bros. employees were released as of Jan. 14, and the entire Elektra and Warner Bros. staffs were eliminated from the Nashville branch and up to 10 staff positions.

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THE BALLAD OF E.T.

TOP 75 ALBUMS

1. Mountain Music 1/15
2. Perfect Stranger T.G. Sheppard 1/15
3. Going to Maine 1/15
4. Greatest Hits & Heartaches Reba McEntire 1/15
5. They Always Go Merle Haggard 1/15
6. Greatest Hits & Hits 1/15
7. Always On My Mind George Strait 1/15
8. Getting Close to Christmas Wanda Jackson 1/15
9. Strong Weakness the Bellamy Brothers 1/15
10. A Country Christmas Hal Ketchum 1/15
11. Sounds Like Love Johnny Lee 1/15
12. The Best Little Whorehouse in Texas George Jones 1/15
13. The Pressure Is On HANK WILLIAMS, Jr. 1/15
14. Kenny Rogers Greatest Hits 1/15
15. The Winning Hand Kenny Rogers 1/15
16. A Taste of Yesterday's Wine Merle Haggard & George Jones 1/15
17. Somewhere Between Right and Wrong Earl Thomas Conley 1/15
18. The Bellamy Brothers Greatest Hits 1/15
19. True Love Merle Haggard & George Jones 1/15
20. Somewhere in the Stars Rosanne Cash 1/15
21. Whatcha' For the Sun to Shine Buffy Sainte-Marie 1/15
22. Wild & Blue John Anderson 1/15
23. Feel So Right Alabama 1/15
24. Quiet Lies John & David 1/15
25. The Family's Fine, But This One's All Mine! David Frizzell & Shelly West 1/15
26. Christmas The Oak Ridge Boys 1/15
27. Put Your Dreams Away Johnny Lee 1/15
28. Strait From the Heart George Strait 1/15
30. My Home's in Alabama Bobby Bare 1/15
31. Inside Out Lee Greenwood 1/15
32. Dream Maker Conway Twitty 1/15
33. Coonman to Me Marty Robbins 1/15
34. Love Will Turn You Around Kenny Rogers 1/15
35. 18th Avenue Larry Gatlin 1/15
36. Big City Merle Haggard 1/15
37. FREE ALBUMS
38. FREE ALBUMS
39. FREE ALBUMS
40. FREE ALBUMS
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99. FREE ALBUMS
100. FREE ALBUMS

The Record of '83

The Ballad of E.T.

This Week

WES ST. JON

GREAT REQUESTS!

NATIONAL PROMOTION BY: JOHNNY ELGIN JERRY DUNCAN CRAIG MORRIS JACK PRIDE

STAR KEY

(615) 320-0282

Country

Rebel Lee

When You Try

A1-83-405

B/W

After I've Cried

83-83-405

Boyd Records

Boyd Records

2609 N. W. 36th St.
OKLAHOMA CITY, OKLA 73112
405-942-0462

PRODUCED BY BOBBY BOYD
ARRANGED AND CONDUCTED BY TONY MIGLIORE
ENGINEERED BY DAVE HIERONYMUS

Boyd Records, Inc.
COUNTRY RADIO

THE COUNTRY MIKE

ARNOLD TO HOST NEW PROGRAM — WHN/New York air personality, Lee Arnold will be hosting a weekly, three-hour country music interview and concert program, Lee Arnold On A Country Road, scheduled to debut on the Mutual Broadcasting System Saturday night, Jan. 15. The weekly program, produced and distributed by the Chicago headquaters of International, will feature a unique blend of exclusive interviews, top-rated country music, insider's gossip, records on the rise, hits from the past, guest disc jockeys, a national country concert tour guide and calendar plus a weekly profile of a major country artist. Also there will be a weekly 30-minute concert recorded live at Billy Bob's Texas, the world's largest honky tonk, located in Fort Worth. Dick Carr, vice president of programming, said the show is "the best of both worlds," combining elements from both the countdown format and the live concert broadcast. Dodge Trucks will be a principle sponsor of the program. Lee Eagan, executive director of Broadcast International, will be executive producer for the program, and Glenn Morgan, director of music programming for Mutual, will serve as executive in-charge of production.

UNITED WE CRASH — Billy "Crash" Craddock (r) was recently featured as the featured artist on United Stations' The Weekly Country Music Countdown, which reaches some 19.5 million potential listeners. Craddock was interviewed for the program by Ed Salamon (l), vice president of programming for the New York-based syndicator.

100 miles north of Tokyo, Japan. His program can be heard nightly from 2:00-6:00 a.m., CST, seven weeks a week.

COUNTRY RADIO SEMINAR PROVIDES COLLEGE CREDIT — The Organization of Country Radio Broadcasters (OCRB), in cooperation with Middle Tennessee State University (MTSU), is offering two hours of transferable college class credit to students attending the upcoming Country Radio Seminar. The offer is open to students enrolled in accredited university programs in broadcasting or recording. This arrangement supports the ORCB philosophy that time and efforts should be invested in the individuals that will be an important element of the broadcasting industry in the future. A special seminar registration form will be available from the ORCB office, and those students who wish to participate must pay the registration fee of $176. This fee includes the tuition costs of the class. Students do not have to be residents of Tennessee to participate in this program. For more information, contact Dennis Buss or Susan Roberts at the ORCB office in Nashville at (615) 327-4414.

FREEBIES — As a tie-in with its current four-in-a-row contest (Cash Box, Oct. 30), KOKE/Austin is offering another one. On each of the four Tuesday nights in February, KOKE is sponsoring a free concert at the Double Eagle Club. Scheduled artists include Ed Bruce (Feb. 1), Sylvia (Feb. 5), Terri Gibbs (Feb. 15) and Ronnie McDowell (Feb. 26). . . . Speaking of free concerts, KFDI/Wichita is holding a concert free of charge to area residents, with Roy Clark as the feature performer. Although this is KFDI's 11th annual free show, the economic climate has heightened the significance of the event. Other announcers on the bill are Rodney Lay and the Wild West, Cindy Hurt, Jimmy Henley, Fanci, Debbie Campbell and Ronnie Dunn.

STATION CHANGES — Cecil Thomas has been named general manager of WSIX-AM & FM/Nashville. He will replace Jim Bocock, who is learning to become president of Blair Broadcasting of Florida and will serve as general manager of Blair's WFLA-AM & FM/Tampa. He had been with WSIX since 1978. Thomas joined the stations in 1977 and had previously been associated with WENO and WMKA in Nashville. Bob Lewis, local sales manager for WSIX-AM & FM, has been named general sales manager of the station.

PROGRAMMERS PICKS

Chris Taylor KYNN/Omaha Reasons To Quit — Merle Haggard & Willie Nelson — Epic

Wiley Carpenter WNGC/Ashtabula Singin' — John Anderson — Warner Bros.

Bill Warren KLCI/Monroe Breakin' It — Loretta Lynn — MCA

Lee Phillips WKFM/Flint Singin' — John Anderson — Warner Bros.

Mike Lee KVOC/Casper Gonna Go Huntin' Tonight — Hank Williams, Jr. — Curb/Colcord

Al Hamilton KEGC/Oklahoma City Shine On — George Jones — Epic

Rick Stevens KWKH/Shreveport Tish Enam How You Love Me — Glen Campbell — Atlantic/America

Jim Clemens WPLO/Atlanta Shame On The Moon — Bob Seeger & The Silver Bullet Band — Capitol

Bill White WEEP/Pittsburgh Singin' — John Anderson — Warner Bros.

Kevin Herring WWW/Detroit Singin' — John Anderson — Warner Bros.

Cathy Hahn KLAC/Los Angeles When I'm Away From You — The Bellamy Brothers — Elektra

Al Twine WBXB/Edenton Breakin' It — Loretta Lynn — MCA

COUNTRY RADIO

MOST ADDDED COUNTRY SINGLES

1. YOU DON'T KNOW LOVE — JANIE FRICKIE — COLUMBIA — 35 ADDS
2. MY FIRST TASTE OF TEXAS — ED BRUCE — MCA — 35 ADDS
3. SWINGIN' — JOHN ANDERSON — WARNER BROS. — 34 ADDS
4. WHEN I'M AWAY FROM YOU — THE BELLAMY BROTHERS — ELEKTRA — 34 ADDS
5. I HAVE LOVED YOU, GIRL — EARL THOMAS CONLEY — RCA — 26 ADDS

MOST ACTIVITY COUNTRY SINGLES

1. WHY BABY WHY — CHARLEY PRIDE — RCA — 59 REPORTS
2. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 54 REPORTS
3. I WOULDN'T CHANGE YOU IF I COULD — RICKY SKAGGS — EPIC — 49 REPORTS
4. THE ROSE — CONWAY TWITTY — ELEKTRA — 47 REPORTS
5. VELVET CHAINS — GARY MORRIS — WARNER BROS. — 44 REPORTS

SINGLES REVIEWS

OUT OF THE BOX

LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 38-03524)
Almost Called Her Baby By Mistake (2:53) (Larry Gatlin Music — BMI) (L. Gatlin) (Producers: J. Crutchfield, L. Gatlin)

The Gatlin's well-defined falsetto harmonies have become one of the most easily recognized properties in contemporary country, in this instance crowning a litter hook about fidelity (or near-infidelity) across sentimental, string-laden instrumental tracks. This is the second release from "Sure Feels Like Love."

JOHNNY CASH (Columbia 38-03524)
We Must Believe In Magic (2:32) (Jack Music, inc. — BMI) (A. Reynolds/B. McDiIt) (Producer: J. Clement)

RONNIE MCDOWELL ( Epic 34-03526)
Personally (3:26) (Tree Pub./Five Of A Kind Pub./Tree Group — BMI) (P. Kelly) (Producer: B. Kilcon)

JOHNNY LEY (Full Moon/Ashkyn 7-69848)

THE WAY BROTHERS BAND (CIS CIS-3011-A5)
Reason To Believe (3:11) (Hudson Bay Music Pub., Inc. — BMI) (T. Hardin) (Producer: Not Noted)

THE RANGERS (CBO-CBO-133)
Don't Play Cheatin' Heart (2:45) (Phone Pub./Muhlenberg Music Inc. — BMI) (D. Hoggard) (Producer: S. Chandler)

BOB SANDERSON (New Records NW-101)

LINDA JORDAN (Chapparel SO-17310)

RAY PIERCE (Tromline RP 109)
She's Out Breakin' Her Old Habit (2:36) (Baray Music — BMI) (D. Mitchell) (Producer: D. Mitchell)

BRENTWOOD (Hot Schats HS 0059)

NEW AND DEVELOPING

MARICIA BEVERLY ( Epic 34-03496)
The Blues Around Town (3:05) (Acult-Rose Publications, Inc. — BMI) (M. Beverly) (Producer: R. Albright)

Emmylou Harris lends backing vocals to Beverly's second single, a brooding lament of misguided self-evaluation and ill-advised upheaval. Beverly maintains a strong country image — kind of a female John Anderson — although the supporting musicians don't quite sound as inspired as she, but the image is that of a strong, self-willed woman in stark contrast to the usual sugar and syrup applied to most female singers.
CONGRATULATIONS - To all of those country artists who were nominated for Grammy Awards. Willie Nelson certainly deserves the highest accolades, along with Johnny Christopher, Mark James and Wayne Thompson, who wrote "Always On My Mind," for that song netted four nominations, including the coveted Record of the Year. In addition, Nelson was picked as a finalist for Song of the Year and Country Song of the Year, and Nelson was tabbed for Best Country Vocal Performance, Male. Highlighting its 25th year as the most prestigious award bestowed upon a recording artist, the Grammy Awards show has been expanded to three Hours this year, airing at 8:00 p.m. EST via CBS-TV, Wednesday, Feb. 23. John Denver will host the program, telecast live from the Shrine Auditorium in Los Angeles. For the first time, the nominations were presented to Nashville executives and musicians at the same time the finalists were being made public on both coasts, a result of the aggressive stance that the Nashville chapter of the National Academy of Recording Arts And Sciences (NARAS) has taken in an attempt to increase its influence within NARAS. In December, the chapter engineered a concentrated membership drive to inform many Music Row executives that they were eligible to join the organization and to vote in the Grammy Awards. Some 76 new members were added to the association at that time. And, of course, in November, the chapter confirmed that Nashville is being considered for a slot in the 1984 Grammys telecast. The organization is beginning to sound extremely "pro-Nashville," and we can have no doubt expect more increased emphasis in Music City within the framework of the academy's structure. Incidentally, Nelson has received four previous Grammys, the only country artists who have won more are: Roger Miller (11), Chet Atkins (seven), Johnny Cash (six) and Glen Campbell (five), who has moved freely in his career between R&B and country, has amounted 10.

A KING AND HIS CASTLE — The Castle Recording Studio, a revamped gangster hangout in the basement of a medieval castle, is officially opening its doors after a couple years of remodeling and sound design. Located in Franklin, approximately 25 minutes from Music Row, The Castle is set in a remote and serene section of the outlying hill area, giving artists and producers an opportunity to get away from the more populated sections of the city to a secluded retreat, hopefully enabling them to concentrate exclusively on musical output. Supposedly, the 36-track facility was originally built by the Mafia to house Al Capone and his fellow gangsters when their Chicagoland activities brought them under fire from the city's police force. Joseph "Young Belgan" Bel Gaspar, purchased the property several years ago and has since worked to convert the structure into a recording studio. The facility offers upstairs living quarters to boot, and the space is scattered through the use of numerous heavy curtains. When opened, the walls reflect a natural light source, while the closing of the drapery will deaden the aural quality. The Castle's address is Old Hittboro Rd., Route 7, Franklin, Tenn. 37064, with telephone number (615) 794-0168.

FORUM #1 — The Nashville Musician's Assn. (NMA) is set for its first forum of the new year, a panel entitled "Being Creative With Costs, and The Cost Of Being Creative," scheduled Wednesday, Jan. 19, at the Cannery II. The forum is designed to illustrate the effects of curtailed financial and economic climate, while providing an outlet to discuss methods of coping with the problems and concerns of various parties within the sphere of the music industry. The seven-person panel will include: Duane Allen, of the Oak Ridge Boys; Mickey Bryant, of financial consulting firm Geltfin Franklin; Jim Feldman, Robert Read, president, Monument Records; Bill Hall, Weik Music Group; Joel Katz, Kat Family Records; Kerry O'Neill, Kraut Bros., Esctam, Patton & Harrell, another financial company; and David Skeper, Loretta Lynn Enterprises. Jan Rhies will serve as moderator for the event. The forum will commence at 6:30 p.m. NMA members will be admitted at no cost. Non-NMA members may attend at $2.00 per person.

FUND HONORS JUSTIS — A scholarship fund has been established at Belmont College in memory of Nashville arranger Bill Justis, who died last July. The fund was established by his wife, Yvonne, and Monument's Fred Foster, along with several other members of the local music community, to benefit qualified music business students in the college's business school. The fund's founders hope to pile up a healthy reserve of $50,000-$75,000. While working in Nashville, Justis arranged tunes for a number of artists, including Frank Sinatra, Kenny Rogers, Dean Martin, Tom Jones, Kris Kristofferson and Brenda Lee. In addition, he was an advisor for the school's music business program, and she is reportedly considering establishing a workshop at the school for developing entertainers.

NEW CLUB Another nightclub has surfaced in Nashville, hoping to attract that after-hours clientele that seems to have been so difficult for most local clubs to establish. Although the city is generally noted as the home of country music, country artists have not traditionally provided strong drawing power; possibly because Nashvillians can see the artists at television tapings or because of a supposed "country backwash." Regardless, Charles Shadrer and Jim Mullins have established the Cheyenne Restaurant at 6200 Nolensville Rd. with a large dance floor for two-stepers to track down that elusive country audience. The showplace opened its doors Jan. 4 with appearances in the first month by such artists as Teryl Gibbs, Ratsy Bailey, John Anderson, Margo Smith, Johnnie Rodriguez, David Rogers, Crissy Lane, Jeannie Pruett, Tommy Overstreet and Ronnie Prophet.

MOVIN' ON — As of Jan. 15, the Lavender Agency has relocated at 819 18th Ave. S., Nashville, Tenn. 37203. The talent firm's number remains unchanged.

KENDALLS TO BECOME EXCISISTS? — The Kendalls are considering a studio recent with producer Brian Ahern of Happy Sack Prod. Word is that EMMYLOU Harris will contribute some vocal work to the package, which should be out on PolyGram in the next two to three months. Ricky Skaggs has also shown an interest in producing the duo. tom roland
from Kris Krafstofferson, Tina Turner, Charley Pride, Rita Coolidge, The Bellamy Brothers, Cleo Laine and a 1960s folk reunion.

And the national cultural channel, better known as C-Channel, is advertising heavily. Last year’s Pony, Lionel, Boyd and James Galway. Pay-TV will also show specials by Paul Simon and The Who (the latter a repeat of the Dec. 17 Montreal performance) through the summer. The organization, owned by Ernesto Barletti and maintaining a share of about 15% of the whole market, is looking to develop the international and foreign market. Rosario and Tucuman, and has recently decided to sell a sales representative to the southern province of the Patagonia, a region of the country not naturally served by the labors due to the distances and low population. RICA is releasing an album recorded by Venezuelan chanteuse Soledad Bravo, with songs penned by Chico Buarque — the leading Brazilian composer — in Spanish, with arrangements by the salsa orchestra director Willie Colon. There is also a new album by regional band Los Iris, whose blend of pop and melody has been well accepted in the interior of the country for many years. Manager Pierre Bayona has returned from a tour of several countries arranging dates for the upcoming Piero tour through Latin America. CBS has been selling very few records in Canada this year (including some tunes recorded nearly 10 years ago) have been also appearing in the country.

Argentine

Buenos Aires — Musical Once, one of the leading one-stop shops and distributors, has opened a new branch in the city of Mar del Plata. The new branch is the second to open in Argentina’s main summer resort, which turns into a sort of capital of the showy world from December through February. The organization, owned by Ernesto Barletti and maintaining a share of about 15% of the whole market, is looking to develop the international and foreign market. Rosario and Tucuman, and has recently decided to sell a sales representative to the southern province of the Patagonia, a region of the country not naturally served by the labors due to the distances and low population. RICA is releasing an album recorded by Venezuelan chanteuse Soledad Bravo, with songs penned by Chico Buarque — the leading Brazilian composer — in Spanish, with arrangements by the salsa orchestra director Willie Colon. There is also a new album by regional band Los Iris, whose blend of pop and melody has been well accepted in the interior of the country for many years. Manager Pierre Bayona has returned from a tour of several countries arranging dates for the upcoming Piero tour through Latin America. CBS has been selling very few records in Canada this year (including some tunes recorded nearly 10 years ago) have been also appearing in the country.

United Kingdom

London — Channel 4, the new independent U.K. channel, has set the final of its excellent new year rock show, The Other Side Of The Tracks. Hosted by the inimitable Acker Bilk, the party is hosted by Peter, Paul and Mary Gambaccini, the hour-long program takes a documentary format looking behind the scenes of the U.K. music business. First of all, the program explores the questions was the inimitable singing drummer, Phil Collins, who, prompted by Gambaccini, was himself being recorded, said something which made him look at the dynamics behind Genesis and his own successful solo career. When discussing the future of the Genesis in the wake of his current success, Collins said: “We're coming back together in February, but if we don’t like we won’t split up...”

WEA’s first U.S. artist to visit these shores this new year is Linda Ronstadt, who arrives Jan. 21 to promote her latest single, “I Know You Were Missin’ Me.”

By the way, WEA has planned a national marketing campaign in support of an LP, which, if you’re military minded, will help you set the mood for your girlfriend, strong and suppleness — qualities for which the 2nd Battalion of The Parachute Regiment is renowned. The band is touring Britain with 2Para,” contains a two-stage exercise course specially devised by the regiment with a musical program presented by the regiment’s band. WEA’s extensive campaign is based around the slogan “This Year’s Revolution — Beat Fighting Fit.”

Even though the U.K. fortunately no longer has compulsory national service, the album is bound to some muscle in the peace-loving record buying public.
AROUND THE ROUTE
by Camille Compasio

There's been a change of date and location of the Pacific Amusement Operators (PAO) Show, as we learned from Terence Cunningham, director of the convention. Originally slated for Feb. 21-23 in San Francisco (Cash Box, Dec. 18, 1982), the first annual PAO show will now be held during the period of April 22-24 at the Disneyland Hotel in Anaheim, Calif. The dates coincide with this year's NAMA Western Convention (in Anaheim).

Further details may be obtained by contacting Mr. Cunningham at Westco Amusement, 2727 Midtown Court, Suite One, Palo Alto, Calif. 94303, phone: (415) 325-6691.

Things are off to a terrific start for the new year at Bally Amusement Manufacturing division, thanks to the birth in late '82 of "Baby Pac-Man," the firm's hot selling pin/video. Or, as marketing vice president Tom Nieman put it: baby is doing just fine — resting well during the night — and very, very active during the day! The new game made a tremendous impact when it was first introduced, he said, and has since developed into a "steady money maker" and a very popular piece with players. The European market has also welcomed the new (continued on page 33)

Increased Foreign Participation At 39th Annual ATE

LONDON — The 39th annual Amusement Trade Exhibition (ATE) opened its four-day run Jan. 10 at the Olympia Center here with an emphasis on foreign participation. Of the 172 exhibitors, 25 were foreign companies, including 10 U.S. firms.

Although overall attendance figures were not available at press time, it was expected that attendance at this year's show would exceed that of last year. The increase was attributed to the change in venue from Birmingham to London, which made access to the show easier for foreign-based companies from such countries as Italy, Spain, Holland, Finland and Lebanon.

Frank Manzie, chairman of the Amusement Trade Exhibition, in his opening address said, "The industry has been passing through a rough tough period of economic difficulty, but this is a resourceful trade, in the business of providing amusement, pleasure and entertainment. In our industry, there is much resilience and confidence in the future, well illustrated by the innovation shown in the large range and type of equipment on display at this exhibition."

The sudden boom last year in microprocessor chips was in evidence at the ATE, with many companies displaying the latest computer games. One U.K. company, Interplay Electronics, exhibited a mini-fruit (slot) machine controlled by microprocessor units. Additionally, Sega Europe Ltd. presented (continued on page 33)
Used Amusement Game Market Undergoing Metamorphosis

by Jeffrey Ressler

LOS ANGELES — Just a few years back, there were three options open for operators who wanted to unload their outdated game equipment: They could sell the games to consumers who wanted an arcade unit for their homes, trade the pieces to distributors for credit on new machines or rotate the units within their routes in order to supply secondary locations with product. Now, since the home market has been swamped with low-cost programmable video game consoles and cartridges and many distributors' warehouses are already overflowing with used machines, two of the options have been effectively wiped out. And just as buyers of new coin-op vid games are becoming much more selective about their purchases — choosing only those “hit games” with proven collection power — professionals who deal in second-hand games have become more “brand name” conscious.

One survey, the Cash Box survey of operators and distributors around the country, the used electronic games market has dried up so much that only a few older machines, including “Pac-Man,” “Ms. Pac-Man,” “Galaga,” “Donkey Kong,” “Defender” and “Centipede,” are still wanted. Second-hand models of these machines fetch between $1,000-$1,800, depending on their condition and other factors.

Though most industry members queried said used games have never been a major part of their businesses, several pointed out that the present tough economic climate has made more and more routemen value their older machines. “When ‘Asteroids’ hit big people said they’d throw out the machines when the run was finished,” said Convention Director Dean McMurtrie. “Now they don’t want to do that.”

And routemen had a variety of comments about what can be done with games that are no longer profitable. Many donate the machines to charity groups and write off the table, marquee and glass, if the income tax returns, then trade them in for minimal credit on newer games, absorbing the loss. Several game owners purchase conversion and enhancement kits, legal or otherwise, and modify an aging upright into an “almost new” piece. And with the explosion of the home video games, few very few attempt to sell older games to folks who want a curiosity item for their den or rumpus room. But, like most of the country’s using conversion kits, the used game arena hardly seems thriving.

Conversion Trend

“Used machines are selling very, very slowly,” said Utah-based Strive Distributing Co., Inc.’s Stan Larson. “Business is probably off at least 20% less than what it was in 1981. Everybody trying conversion kits to see if they can get a decent return on their investments. Operators are using Gremelin’s Convert-A-Pac, the Stern conversion kit, there’s still some interest in Bally’s new ‘Pac-Man Plus’ enhancement kit, but it’s too early to tell what kind of effect these will have on the industry. We have to go back to basics, buying carefully for the top spots and rotating the old games to feature them.”

Mark Blum, Jr., president of Wichita, Kansas-headquartered United Distributors agreed that “it’s very difficult to make money in this depressed market.” He said most ops in his area are buying conversion kits to revamp outdated models, adding, “most of them are smart enough not to buy illegal kits.”

In fact, out of his 35 current accounts, Blum Jr. estimated that about 15-20 of his clients are using conversion-game systems to alter their goods.

According to L.A.’s Silco West executive.

The Stern Solution For 1983

(Ed Note: Stern Electronics, Inc. experienced various financial and internal problems in 1982 that led to a substantial reduction in staff, sales and production. The company issued the following statement with respect to its plans for 1983, which Cash Box is reproducing in its entirety.)

As we enter 1983, we realize there are numerous problems within our industry. Stern Electronics has re-examined our entire operations and concentrated on the videogame business as we see it in 1983. In the last year we have taken many actions to prepare ourselves. As you know, we have discontinued the manufacture of pinball machines as the market was very small. We have sold our pinball building and the machinery associated therewith. We have consolidated our operation into our printed circuit board stuffing facility where we can also make several hundred games in a day.

The Rivergate; New Orleans.

Oct. 28-30: Amusement & Music Operators Assn.; annual convention; McCormick Place; Chicago.

June 9-11: Illinois Coin Machine Operators Assn.; annual convention; Hyatt Regency Columbus; Columbus.

World Wide Hosts Celebrations For Michigan Branches

CHICAGO — To launch its new branch offices in Michigan, World Wide Distributors, Inc., of Chicago hosted two highly successful grand opening celebrations.

On Dec. 15, some 200 operators and guests were present at the unveiling of the Detroit branch, which is housed in spacious facilities in Royal Oak, Mich. Hosting the festivities were Fred Skor, World Wide president and chief executive officer; Harold Schwartz, vice president; Doug Skor, sales executive; Jerry Neumann, director of branch offices; Ron Howard, Grand Rapids branch manager; and Jerry Wombolt, manager of the forthcoming St. Louis branch.

Factory representatives in attendance included Sue Strahan, president of Lowen-America; Robert E. Lenz, sales manager of Stern Electronics, Inc.; Don Gentry, director of marketing for Gsetron; Don Canfield, Jr., sales manager for K Enterprises; Marcia Young, sales administrator for Taito America; George Swanson, sales administrator for Data East; and Marcio Bonilla, sales manager of Arcade.

(continued on page 33)
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.
“baby” with open arms for its appeal, earning power, etc. — plus the fact that it is “copy proof.” As Tom explained, this is “the first video-oriented product that just cannot be duplicated, which would certainly be one of infringement.” A very familiar coin bizpersonality was in the midst of indoctrination when we called on Tom. He is Steve Blattspier (formerly with Cinematronics), who is the newest member of the Bally team. His position is western regional sales representative, handling both product lines (pins and videos) of the new division, and he will be based in San Francisco. In his new position, Steve will be working closely with sales chief Bill Hanion and Larry Berke. Welcome aboard!

As we were gathering news for this week’s column, American tradeshows were getting ready to cover the annual ATE convention.

“Front Line” is indeed the center of excitement at Taito America. The game was extensively tested, with super results, prior to its debut at this year’s AMOA convention. “From an earnings point of view, Front Line is the best game Taito America has built up to this point,” said marketing manager Mike Von Kind. Earnings have been consistently high over long periods of time at test locations, he added, which is proof positive. Reaction from ops and distribs has been fantastic. Need we say, Front Line is in full production at the Elk Grove village plant in order to meet the big demand! Dateline Columbus, Ohio, where we spoke with Stanley Knoll, branch manager of the Cleveland Coin branch office out there. First off, Stanley told us he felt that AMOA Expo ’82 brought forth an unsurpassed number of product releases. “One,” the Dougled out Gottlieb’s “Q-been”; “Nintendos” “Popeye” (“the graphics are superior”); Atari’s “Pole Position”; Century’s “Time Pilot”; Taito America’s “Rollerball.” That Spanky said at a campus location that housed eight games, Front Line out-earned the other seven; and Bally’s Baby Pac-Man and “Super Pac-Man.” He is very impressed with Sega’s “viable convert-a-pak games” and feels the firm has definitely set the pace where this concept is concerned. Knoll said he is looking forward to receiving Stern’s “Lost Tomb” in the cabinet and conversion kit.

PAO Moved To April

CHICAGO — The Pac-A-Mint Operators (PAO) Show (formerly set for February 21-23) is now scheduled for April 22-24, 1982, at the Disneyland Hotel in Anaheim, Calif.

“Are there four main reasons for rescheduling the show,” said director Terry Conghan, “one, the Disneyland Hotel offers larger exhibit hall space, which means more room for more exhibitors; two, manufacturers prefer April for their months; three, there are a tremendous number of operators in Southern California; and four, the West Coast Show is being held at the same time at the Anaheim Convention Center with an estimate of over 3,500 attendees.” he (continued on page 35)

Tom Campbell

Campbell Named Marketing Head At Cinematronics

CHICAGO -- Tom Campbell has joined Cinematronics, Inc., in the position of director of marketing. He previously served, in a similar capacity, at Stere Electronics, Inc., the Chicago-based manufacturer of amusement equipment.

Campbell has extensive experience in both the distributing and manufacturing levels of the coin machine business. Prior to his appointment, he was Gross and Company’s “sales representative” at Stere Electronics, Inc. (continued from page 35)

M.V.S. Fundraiser To Benefit Cancer Society

CHICAGO — M.V.S. Amusements, Inc. of Indianapolis, Ind., will donate the gross proceeds from video games that are being used in a fundraiser, scheduled to run Jan. 17-Feb. 21, for the American Cancer Society.

Two video games, Williams Electronics’ "Joust" and Nintendo’s "Donkey Kong Junior," will be set for one week at a downtown Indianapolis location, such as the Hyatt Regency, Indiana University, Purdue University at Indianapolis, Wishard Hospital, Butler University and Hotel Inter-Continental.

The games will rotate on a weekly basis. Weekly tallies will be kept, and a plaque will be awarded to the group that raises the most money for cancer research.

Handout materials will be provided by M.V.S. and the American Cancer Society. They will provide information on progress in cancer research and use of video games for chemotherapy patients.

Cindy Calderon, spokesperson for M.V.S., commented, "We are all very excited to participate in a program to help win the battle against cancer. Unfortunately, it seems to be the one disease that touches everyone's life, either directly or indirectly, at some point or another, according to preliminary reports. sl continued, "one in four people will eventually have cancer. Over the years, cancer will strike in approximately two of three families. We hope that the public will lend its support in this effort."

If the program is successful this year, we

Used Amusement Game Market Undergoing Metamorphosis

(continued from page 35)

vice president, Elliot Silverstein, "The only obvious sales of used games are being made to small dealers with minimal staff and equipment to convert them. An op will buy a used piece, paint the cabinet yellow, put illegal Pac-Man boards in and install them at little bars where the locals won’t mind. Dealers would never think of looking for copyright infringements."

Silverstein said the only viable used game market is the "aesthetic" market, such as arcades, theme parks, malls, Galaga, "Dig Dug" and "Fron," selling at around $1,000 each, and there really aren’t that many of the games available at that price. While Silverstein conceded some ops donate their obsolete games to community groups or charitable organizations, he remarked that most operators "already have breaks like investment tax credits and depreciation of equipment write-offs, so when machines are donated it’s usually after the books are closed anyway." Many route people, said the Silco executive, prefer to let the machines "take out a few more bucks at locations until they’re completely dry before giving them away to charity foundations."

In the meantime, Silco’s D&R Music and Vending gave away six machines to the Butte Children’s Home, an institution for emotionally disturbed persons and adolescents, while 15-20 other unusable games were torn open and gutted for spare parts. President John Stockdale told Cash Box the used trade is extremely "tough" in video games, but even sales of outdated pinball machines declined 25% last year from 1981 figures. Occasionally, according to John, his firm sells a pool table or jukebox for home use, but even these products are becoming more difficult to get rid of.

Clearance Sales

In order to clear out warehouses of antiquated pin machines, some ops are dumping them "as is" for ultra-low prices. For example, shop manager Gary Benson of Rochester, Minn.,’s D&R Novelty said his company sells pinball for $100 to families and other buyers, would like to make it an annual event and involve regional downtown locations," she concluded.

American Cancer Society medical affairs director Dr. Walter D. Prate, said, "For the future, we’re thinking of saving more than one out of every three Americans stricken by cancer, but the statistics could be one out of every two if only early warning signals were heeded and a doctor’s attention sought."

World Wide Host Michigan Celebrations

(continued from page 33)

The morning of Dec. 16, World Wide personnel along with representatives of the various factories, boarded a bus for the trip to the new location of the Grand Rapids branch for the second celebration. This event was attended by over 250 operators, wives and svicemen who were most impressed with the facility. Particularly the uniquely designed set-up, which displayed an outstanding assortment of games in an arcade motif.

On or about Feb. 1, World Wide will also open a branch in St. Louis, Mo. According to Jerry Womble, manager of the new facility, it will contain 11,600 sq. ft. of floor space, with a cocktail bar, ample parking, administration offices, showroom, etc. The new branch will be located at 213 Olive St. in St. Louis, Mo.

World Wide is planning a grand opening party for sometime in March.

Company president Fred Skor said he is currently working on establishing additional branch offices, in accordance with World Wide’s slogan, "We’re on the move."

L.A. Distribs, Ops View Video Music Jukebox

LOS ANGELES — Video Music International, in conjunction with SILCO West, recently hosted a presentation of the "The Star- time Video Jukebox," a music box capable of featuring the latest videos of contemporary recording artists. The presentation, which attracted about 70 distributors, operators and members of the press was held during a party at the California Pizza & Pasta Co. here, a test site for the video jukebox located adjacent to the University of Southern California campus.

Coin industry companies represented at the event included Accurate Vending Corp., Interstate United, Rowe International, Horsham & Klein, Inc. and Starco, Inc. Video Music International staff on hand included Jack Millman, president; Joy Millman, chief financial officer; Robert Miller, executive vice president; Joe Thomas, engineer; and Sheryl B. Neely, director of public relations.


Video Music International projects 1,000 units of the video jukebox to be in the U.S. market by the end of 1983 and has already licensed companies in Europe to distribute the machines. The company manufactures a deluxe and standard model.

Startime Video Jukebox

Cash Box/January 22, 1983
### MANUFACTURERS EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

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### PHONOGRAPHS

Centur1 2001
Lowenk-Nasm Console Classic
Lowenk-Nasm Console ED-2
Lowenk-Nasm Festival
Lowenk-Nasm 250-1
Rock-Ola Grand Strand II Conole (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rock-Ola Super (10/82)
Rock-Ola Mini (8/82)

### POOL TABLES & FOOSBALL

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynami Model: 37
Dynami-The Tournament football (5/82)
TS Tournament Eight Ball
U.B.I. Branco
Valley Cougar
Valley Tiger Cat bumper pool (6/82)
Valley Cougar Cheyenne (8/82)
Sega Bows New
‘Zaxxon’ Conversion
SAN DIEGO — SEGA Electronics, Inc. has Announced that a conversion kit is now available to convert any upright model of “Zaxxon” to “Super Zaxxon.” Authorized SEGA distributors will make these conversions. “We believe this action is an Industry first,” commented Duane Blough, president of SEGA Electronics, Inc., “that is, a manufacturer making available a conversion kit for a brand new game which distributor feedback tells us is the number one game in many test locations around the country.”

The authorized factory conversion kit includes new Super Zaxxon electronics, complete control panel including new, extra-heavy duty flight stick, Super Zaxxon logo panel and side graphics.

Super Zaxxon features gameplay action at supersonic speeds and fantastic new game graphics and colors. A more challenging floating munition fortress and a foreboding tunnel of doom, filled with surprising new op-

New Edition Of Promotion Book Now Available
CHICAGO — The second edition of Promoting Your Game Center Is now available from Business Builders of Cupertino, Calif. It contains additional promotion suggestions and an anthology of promotion articles written by Carol Kantor, president of Business Builders, and published in various industry trade magazines.

“The book was written originally to give operators ideas and information on how to plan and implement a promotion,” explained Kantor. “The response to the first book was excellent. This year, I have made some additions and included selected articles to give operators even more resources.”

The new edition of Promoting Your Game Center is priced at $10.00 per copy (including postage and handling) and may be ordered by contacting Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif. 95014.

Hesch, AMOA Past President, Dies
(continued from page 31)
from Illinois Wesleyan University. He directed the firm’s music and games division while his brother, Donald, handled vending and food service.

Hesch was a member of AMOA for about 25 years, 14 of which were spent as a director on the association’s board. He served as president of AMOA in 1978-79 and had also been a president of the Illinois Coin Machine Operators Assn. It was during his term of office that AMOA experienced the first dramatic increase in attendance at its annual exposition. Among his major goals as AMOA president was to protect the confidentiality of location lists and to strengthen the association’s educational services.

Hesch was also a respected industry figure, held in esteem and affection by his colleagues. AMOA officials who planned to attend funeral services included Mr. & Mrs. Wes Lawson, Mr. & Mrs. Don Van Brinkel, Mr. & Mrs. Kem Thom, Norman Pink, John Estridge and Leo Droste.

Visitation was held at Ahvirin Funeral Home in Palatine, Ill., Jan. 10 and 11, with funeral services on Jan. 12. Hesch is survived by his wife, Beverly; three daughters Diane McSwin, Judith Ann and Elizabeth Jane; his mother, Isabel and his brother, Donald.

Record Crowd For ATE
(continued from page 31)
ted three new innovative games: “Super Locomotive,” “Zaxxon” and “Tac-Scan” video units, available for the first time to operators in kit form.

Everything from automatic candy floss vending machines to artificial mobile ski and sledding slopes were on display. Computer video games were particularly popular, as were video jukeboxes, bio-rhythm machines and astrologer’s forecasting coin-ops. The chief executive of the ATE, Mr. Willis, told Cash Box that although the obvious boom in computer and video game is still escalating dramatically, this year’s exhibition is more diverse than previous years’ in terms of the scope of choice in leisure amusements.

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Cash Box, January 22, 1983
INDUSTRY NEWS

New Equipment

Laser Disc Action

"Astron Belt," a laser disc "video game of the future," epitomizes the latest technological achievement of Sega Enterprises, Inc. Billed as a technology demonstration, the device reflects the company's intense dedication to the research and development of exciting and innovative new videogame concepts, the laser disc video was unveiled at the November '82 AMOA convention.
The cockpit display received extensive media coverage as Sega demonstrated state-of-the-art laser disc/computer videogame hardware and software that permits laser disc images to interact with computer generated graphics in a fantastic game experience. A new stereo sound system that utilizes "body-sound" puts the incredibly realistic scenes for a "total" videogame experience.

Astron Belt uses 320,000 picture elements as opposed to only 60,000 elements for conventional videogames. The video disc, which is similar to a phonograph record, holds the game information in thousands of small indentations that are embossed beneath a clear plastic protective shell. These indentations are "read" by a small, low-powered laser that then converts the information into picture and sound. The non-contact system never touches the disc, thus saving it from wear, meaning that the disc can be played hundreds of thousands of times without degradation in graphic display quality.
The game concept displayed several short action sequences from a science fiction adventure movie of extremely high quality.

Wico Coin Doors

Wico Corp., of Niles, Ill., has introduced its own line of coin doors, which were a popular attraction in the firm's exhibit at the November '82 convention. Wico began manufacturing coin doors about six months ago.

As noted by Larry Kesselman, manager of the firm's OEM Division, "Ease of installation, engineering quality and pricing have combined to make Wico's entry into the coin door market an unqualified and almost overnight success."

Wico's equipment manufacturers have approved the Wico door and have begun purchasing it for their commercial arcade units. He added, "Wico-made game controls have become the industry standard, and we believe our coin doors, because of their quality, will also become recognized as number one in their product category," said Kesselman.
The company produces five types of coin doors: the over-and-under door, the wide single door, the mini-door, the single-entry plate and blank access door. Plans call for subsequent product line expansion that will incorporate new technology currently under development.

Wico coin doors are zinc die-cast and feature chip-resistant epoxy paint, reinforced ribbing and a snap-in coin rejector to facilitate service accessibility. The company offers manufacturers lockout coils and harnesses, as well as the option of a customized name plate on the door.

"Every component part, as well as the completed door, is tested six times for quality control," explained Kesselman. "As a result, we are running a zero return rate."

Wico-designed and -manufactured video and pin game controls, along with the Wico-made cue sticks, also drew special interest at the AMOA convention. All were especially fast-selling and popular items with operators and distributors, according to Frank Nickerson, national sales manager of the distribution division.

Wico, with corporate headquarters and manufacturing facilities in Niles, Ill., has sales and distribution centers in California, New Jersey, Georgia, Nevada and Texas and international offices in Japan and Taiwan. The privately held company was founded by Max Wicoz in 1960 and is engaged in the manufacture of locks, doors and bumpers for the coin-operated machine industry.

Utilizing the random access capability of the laser disc system, the game action is overwhelming excitement and realism results as the scene changes instantly to any of a large number of programmed scenes, in accordance with the player's command or the progress of the game. Distributor and operator response to the game is outstanding according to Sega. The schedule for actual production is tentatively slated for the summer of 1983. Further information may be obtained by contacting Sega Electronics, Inc., 16250 Technology Drive, San Diego, Calif. 92127 or phoning (619) 485-4464.

Near-Human Robot

During the recent AMOA convention in Chicago, Sega Enterprises, Inc., unveiled the "Sega Chan," a gleaming, futuristic robot that was among the attractions that was destined to be a hit at arcades, shopping malls and sites where promotional impact is desired.

Utilizing the latest in micro-computer technology, Sega Chan features a special voice recognition device that permits the robot to respond verbally to certain questions when asked, his eyes and mouth lightening up when he speaks. Additional features include: a built-in video cassette player and video display screen for playing videotaped messages; two speakers for sound (one for the video player and one for the voice); a multi-purpose tray for serving food and drinks; and automatic ticket boxes for dispensing food, drinks, literature, etc.

Standing nearly 60" tall, this electro-mechanical marvel can raise his head over seven inches for additional height (the head can also move 15° to the left and right), can move forward and backward, and can turn a 360° circle in either direction, making him easy to operate in small areas. Fitted with two mechanical arms, the robot can open those arms to a 45° angle and be adapted to a variety of functions. A wide variety of optional accessories will be available to adapt Sega Chan to perform many additional tasks. Some of these accessories include: video camera, instant camera, horoscope, microwave oven, refrigerator, automatic control of the robot within a certain area and interchangeable arms to suit different purposes. Tough sensors and danger prevention sensors make Sega Chan completely safe to operate.

The new model has shown in tests to be an extraordinary and dynamic promotion centerpiece, according to Sega, and should be considered by these individuals or organizations wishing to make a unique presentation.

Further information may be obtained by contacting Sega Electronics, Inc., 16250 Technology Drive, San Diego, California 92127 or phoning (619) 485-4464.
CONVERSION CARTRIDGES—Play stereo records on 45 rpm turntables. We sell converted records, 45 rpm turntables and players. $24.95 each. Scott Narrow, Gering & Company, 1 A. THOMPSON, #1009 South, Overland Park, KS 66212.


MACHINES— Aztec Mark, $1295; Asteroids, $395, Ms. Pac-Man, $695, Galaga, $1995; Space Invaders, 650 at $1475. C.O.D. to smaller towns. Write to: Classified, 1610 West 14th Street, New York, 10011.


JUKEBOX OPERATORS—We'll buy your used 25¢—John M. Kauffman Co., 2971 Central Ave., Garden City, N.Y. 11530.

INDEPENDENT: Record Store! We can help you build your business. Complete guide and professional consultation. Free 40-page guide. DECISIONS, INC. 3130 14th St., San Francisco, Calif. 94118.

ESSEX HUMOR by Dorothy Welling. Free samples. Robert & Julian, P.O. Box 3541, Brooklyn, N.Y. 11202.

THE WEEKLY TRADE JOURNAL...
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