LIEBERMAN TRIMS ONE-STOP OPERATIONS
GRAMMYS: RETAILERS LAUD NARM PROMOTIONS
CRAIGO RESIGNS FROM RCA RECORDS POST
U.S. RECORD & TAPE EXPORTS DIP IN '82
RKO RADIO LICENSES UP FOR BID
The latest album from KENNY ROGERS
WE’VE GOT TONIGHT
Features the hit single “We’ve Got Tonight” as performed by Kenny Rogers and Sheena Easton.


When the moment is all that matters.
**EDITORIAL**

Silver Wishes

It’s not often that we get the opportunity to celebrate a true milestone, but this Wednesday, Feb. 23, will be just such an occasion. When the curtain goes up at Los Angeles’ Shrine Auditorium, it will mark the beginning of the Silver Anniversary of the National Academy of Recording Arts & Sciences’ Grammy Awards.

The Grammys have come a long way in 25 years. From the very first awards ceremony in 1958 when the Academy honored 28 winners to this year’s mammoth three-hour, nationwide TV special that will choose the best in 62 categories, the growth of the Grammys has often mirrored that of the industry itself. Nearly everyone of consequence in the recording field today has had a brush with the Grammys in one way or another.

As a living embodiment of the pursuit of excellence in the recording field, the Grammys have also come to symbolize the industry itself in the public’s eye. And since much of the nation will be tuned in to this year’s show, it will also be a golden opportunity for the industry to put its best foot forward.

Much has been said and done this year about marketing product around this year’s awards ceremony — that’s certainly important too, no one will deny that — but for the moment at least, let’s just enjoy the fact that the Academy has been so successful in nurturing the Grammys through its first 25 years. In this spirit, Cash Box would like to add its congratulations to all of those in the recording industry who’ve made the Grammys what they are today.

Best wishes NARAS, and here’s to the next 25 years.

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**CONTENTS**

<table>
<thead>
<tr>
<th>DEPARTMENTS</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Black Contemporary</td>
<td>25</td>
</tr>
<tr>
<td>Classinfelds</td>
<td>30</td>
</tr>
<tr>
<td>Country</td>
<td>18</td>
</tr>
<tr>
<td>Gospel</td>
<td>22</td>
</tr>
<tr>
<td>International Jazz</td>
<td>11</td>
</tr>
<tr>
<td>Merchandising</td>
<td>41</td>
</tr>
<tr>
<td>Pro Audio</td>
<td>24</td>
</tr>
<tr>
<td>Radio</td>
<td>10</td>
</tr>
<tr>
<td>Video</td>
<td>10</td>
</tr>
</tbody>
</table>

**FEATURES**

Coast To Coast: Editorial

Executives on the Move

New Faces To Watch

CHARTS

Top 100 Singles
Top 200 Albums
Black Contemporary Albums
Black Contemporary Singles
Country Albums
Country Singles
Gospel Albums
International Albums, Singles
Jazz Albums
Rock Album Radio Report
Top 30 Videocassettes

REVIEWS

Singles

Talent

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**ON THE COVER**

A band whose roots were nurtured by England’s New Romantic movement of the late 70s, Duran Duran is well on its way to becoming a true mass appeal band with a strong techno-pop flavor.

With musical influences including David Bowie, Brian Eno and Roxy Music, Duran Duran (which took its name from a character in the film Barbara) formed in the spring of 1978 when Birmingham, England natives Nick Rhodes and John Taylor began playing small local dates armed with a bass, clarinet and a rhythm box. Soon thereafter, they recruited guitarist Andy Taylor through a newspaper ad. Then, through a recommendation of a barmaid at the Rumrunner Club in Brum, they added vocalist Simon LeBon. The group rounded itself out with drummer Roger Taylor replacing the rhythm box. The members began polishing their highly melodic electronic funk sound as an opening act to British singer Hazel O’Connor in spring 1980, and were soon signed to EMI Records there. The next winter, the group’s first single, “Planet Earth,” was released and scored Top 1 chart success in the U.K.
**Dealers Like NARM Grammy Push But Await More Sales**

By Jim Bessman

**NEW YORK —** In the days leading up to the Feb. 23 Grammy Awards presentation, retailers contacted by Cash Box generally praised the National Assn. of Recording Merchandisers (NARM) Grammy campaign and felt that it had already had some effect on sales of Grammy-nominated product. The extent of these sales, however, was difficult to determine, with several dealers wondering whether it was in fact possible to dramatically increase sales of the typically older Grammy-nominated titles. Others suggested ways of improving the promotion in the future.

While stating that sales of Grammy-nominated product prior to the awards were difficult to isolate, Record Bar's national promotion manager Glenn Gatlin said that he was sure there was an effect from past experience, and that there would be a greater sales impact after the show. "NARM has definitely done a good job in thoroughly merchandising the nominees and awarenessainers for product exposure." He added, "It's been a good step forward."

**Positive Response**

At the Harmony Hut chain headquarters in Lanham, Md., LP/tape merchandise manager Mark Perel reported a "much more positive response" from the dealers when he spoke to store managers about the campaign last week. "They've seen very definite sales due to the campaign, though we've gone beyond the NARM materials to include placing Grammy product in our front steps-ups under our sales displays," said Perel.

Calvin Simpson, head of Detroit's Bad Records also observed some movement in Grammy product and felt that the NARM promotion "makes a lot of sense." He added, "I'm confident that the depressed economic conditions in his area made it difficult to come up with anything more concrete."

At the Washington, D.C.-based Waxie Maxie chain, vice president David Blaine said it was hard to discern the effect of the campaign so far since "the majority of the product is strong-selling to begin with." Lew Garrett, director of record purchasing for the Stank/Camelot chain, agreed. "We're not seeing significant action as yet on nominated product except for those acts that are selling big right now," said Garrett, citing Toto as a good case in point. "We're also getting action on (continued on page 24)

**Record Dealers Digging Out From Mid-Atlantic Snow**

By Jim Bessman

**NEW YORK —** The ferocious weekend blizzard that blanketed the Mid-Atlantic region with up to two feet of snow brought record retailing in many affected areas to a virtual standstill on Saturday, Feb. 12, Lincoln's birthday. Retailers contacted by Cash Box reported that lost weekend sales contributed, in some cases, to as much as a 50% drop in business for the week compared with a year ago. Others, however, saw a stronger Monday and Tuesday trade, if they managed to be open by then.

Surprisingly, a few retailers weathered the storm with the worst of the storm in a profitable fashion.

The storm worked its way up to the Atlantic coast on Friday, Feb. 11, starting mid-day in North Carolina and blowing into the ocean off the coast of New Hampshire a day later. Considered by meteorologists to be among the area's worst 10 storms, it buried all of the major cities on the East Coast under at least a foot of snow.

"It wiped me out entirely," stated Richard Richman, president of the Sound Odyssey chain headquartered in Cherry Hill, N.J., with stores in New Jersey, Pennsylvania, Delaware and Maryland, as well as half-ownership of six Variety outlets in Washington, D.C. All stores were out Friday and Saturday, but open Sunday. "We expect one big storm a year," he concluded, "but I wish this one could have happened on a Monday or Tuesday."

Like Richman, Evelyn Rosen, secretary of the 13-store Philadelphia-based Wee Three Record Shops, noted that an early- or mid-week closing would not have hurt business as much as losing "our busiest day of the week." All of the stores, which are located within 100 miles of the (continued on page 24)

**Dwindling Margins Prompt Lieberman One-Stop Closures**

By Michael Martinez

LOS ANGELES — Minneapolis-based Lieberman Enterprises, a major national rack jobber, is shutting down all of its retail one-stop operations with the exception of the outlet in Portland, Ore. Affected by the move are Lieberman one-stops in Minneapolis, Denver, Kansas City, Mo., and Chicago.

The Minneapolis one-stop was closed at the end of January and the Denver outlet closed last week. Retail operations in Kansas City and Chicago are scheduled to close at the end of February. Unaffected by the change are Lieberman's operator one-stops, which service 45s to kiosk type operators. Operator one-stops will remain open in Kansas City, Minneapolis and Indianapolis.

**Disappearing Margins**

Harold Okinow, president of Lieberman's, attributed the closures to a variety of reasons, including "many industry factors" and the company's plan to move into computer software marketing through its rack operation. He said that one-stop profit margins were "disappearing," but declined placing the blame exclusively with label price hikes and recent price policy changes by CBS Records.

"It isn't one event or change by the manufacturers that led to the one-stop closures," Okinow said, adding that the (continued on page 9)

**RFC PACTS WITH ATLANTIC — **RFC Records recently expanded its select product distribution agreement with Atlantic Records to include distribution of all future releases on the RFC label. Picture celebrating the new pact are (l-r): Doug Morris, president, Atlantic; Henry Allen, president, Coillian; Ray Caviano, president RFC and newly appointed new music department executive director, Atlantic; and Dave Glew, executive vice president/general manager, Atlantic.

**Craig Resigns From VP Post At RCA Records**

**LOS ANGELES —** In a surprise move, Jack Craigo last week announced his resignation from the post of division vice president RCA Records — USA and Canada.

"Commenting on his resignation, Craigo said, "RCA management and I were not in different directions with respect to my basic goals of artist and executive development. I'm very proud to have been a part of the outstanding success RCA Records has achieved during the past three years."

According to a spokesman, RCA Records president Robert Summer will handle Craigo's office and duties. He would not indicate when a replacement would be named.

Craigo was appointed division vice president — USA and Canada Jan. 1, 1981, and during his tenure in that job, he helped

**Exchange Rates Batter U.S. Music Exports During '82**

By Michael Martinez

**LOS ANGELES —** It was a year of minuses for the U.S. record and tapes export scene, as sales revenues for products from the U.S. dipped to $44.2 million in 1982, a drop of 32% from $64.7 million in 1981, according to figures from the U.S. Dept. of Commerce.

With some U.S. record and tape exporters making a positive response to "the hoped for" value of the American dollar against foreign currencies, the decrease in revenues accompanied a decline in unit volume of records sold overseas — dropping to 10 million in 1982, down 42% from the 17 million posted in 1981. The 1982 decline came on the heels of a 37% increase between 1979 and 1980.

The sales revenues from records sold overseas last year was $32.9 million compared to $50 million in 1981, representing a decline of 34.2%. Even with tapes, mainly cassettes, which are the recording industry's most visible configuration at present, sales revenues for 1982 were down 18% to $11.3 million compared to $13.8 million in 1981. Along with the argument that the U.S. dollar has remained strong overseas during the past year, many exporters contacted said that the tightening, inflationary economy in many countries and the greater presence of quality domestic product has eaten into U.S. export business.

"**A Disaster**

With such circumstances prevailing, Ben Karol, head of the New York-based King Karol, which deals in volume exports, said that overseas business was "a disaster. Traditionally strong markets like Germany had to come up with more money to cover the cost of buying American
Music Oscar Nominees Announced

LOS ANGELES — The Academy of Motion Pictures Arts & Sciences announced its nominees for the 55th annual Academy Awards — the coveted “Oscars” of movieland fame — last week, with the winners to be announced April 11 at the L.A. Music Center. The MCA/NBC nominations for Best Original Song included two number one hits from 1982, including the “Eye of the Tiger” theme from Rocky III by Survivor and An Officer & A Gentleman’s “Up Where We Belong,” performed by Jennifer Warnes and Jack Fisk. The songwriters, photographed in a humorous moment (above), wrote, “How Do You Keep The Music Playing?” Yvie Giorgio’s “If We Were In Love” and Tootsie’s “It Might Be You,” written all by the team of Alan and Marilyn Bergman. Among the nominees for Best Original Score are An Officer and a Gentleman by Jack Nitzsche, E.T. The Extra-Terrestrial by John Williams, Gandhi by Ravi Shankar and George Fenton, Sophie’s Choice by Marvin Hamlisch and Poltergeist by Jerry Goldsmith. Best Score Adaptation competitors are Victor, Victoria, adaptation by Henry Mancini and Leslie Bricusse; Sophie’s Choice by Marvin Hamlisch; and From the Heart, with a song score composed by Tom Waits. Only one major nomination was given to a performer in a musical feature; Charles Durning received a Best Supporting Actor nomination for his work as the side-step Hildegart in The Best Little Whorehouse in Texas.

Capitol, AEI Join To Promote Murray LP

LOS ANGELES — Capitol Records, Inc. and Audio Environment Inc. (AEI), a supplier of foreground music to consumer stores nationwide, recently held a joint cross-promotional campaign to promote singer Annie Murray and her latest Capitol LP, “Hottest Night Of The Year.”

During last December and January, AEI featured Murray’s music on 25% of its four-hour musical programming, which is played into restaurants, lounges and fashion stores throughout the country. AEI estimates that millions of consumers heard Murray’s music during this period.

In the development of the “Hottest Night Of The Year In February,” campaign, Capitol and AEI met at a location where the first place winner and a friend would receive an all-expense-paid trip to Las Vegas for a free weekend with Annie Murray, who will be performing at the Riviera Hotel Feb. 24–27.

With 150AEI upscale chains of Restaurant Resources, who will attend Murray’s early dinner concert on Feb. 26 and then meet her between shows. Fifty second prize winners will receive free copies of the album.

Handelman Co. Reports Fiscal ’82 Sales Gain

NEW YORK — The Handelman Co. last week reported net sales of $324 million for the fiscal year ended May 1, 1982, an increase over the fiscal 1981 figure of $217.5 million. The rackjobber’s net income for fiscal 1982 also rose to $8.7 million, or $1.95 per share, over $6.7 million, or $1.5 per share, for the previous fiscal year. For the six months ended Oct. 30, 1982, however, the company’s net sales dropped to $113,110, or 97 cents per share, from the previous year figure of $118,948, or 99 cents per share.

Handelman has expanded and improved its exercise and dance music areas, established itself in Hispanic record marketing and widened its operations in Canada. The company increased its presence in the exercise and children’s record and tape market, as well as its presence in the Hispanic music market. For example, in February, Handelman purchased San Antonio-based Alamo Record Distributors, which markets Spanish language records in the U.S., and a 50% interest in Scorpio Pros., a Spanish language record producer. The company also expanded its Canadian customer base by 200 accounts.

Jovan To Back Rogers’ 100-City U.S. Tour

NASHVILLE — Following the precedent it set two years ago with its sponsorship of the Rogers-Stevie Wonder concert, Jim Nance’s company firm will back Kenny Rogers’ impending 1983 U.S. tour of 100 cities. The move coincides with Jovan’s introduction in March of two new scents — “Lady” perfum and “Gambol” cologne — which bear the name of songs that Rogers recorded.

Rights to utilize the songs in the marketing of these products were obtained from the respective songwriters, Lionel Richie and Don Schlitz, and Rogers has agreed to re-record segments of each for use as background for radio and television commercials in the marketing of the fragrances. A multi-million dollar ad campaign is anticipated to support the products covering the entire spectrum of electronic and print media in addition to point-of-purchase displays and promotional devices.

Historic Tributes To Highlight 25th Grammy Awards

by Michael Glyn

LOS ANGELES — “Historical tributes” to both R&B and country music, a Trustees Award presentation to guitar innovator Les Paul, and live performances by acts ranging from Men At Work, Marvin Gaye and Willie Nelson to Linda Ronstadt and Metropolis are some of the highlights of the 25th Annual Grammy Awards ceremonies, Feb. 23. The awards telecast, on the CBS-TV network from 8-11 p.m. (ET), will emanate from the Shrine Auditorium here.

In addition, there will be plenty of clips from interceded during the course of the Silver Anniversary show’s broadcast, according to National Academy of Recording Arts and Sciences Narcissus vice-president Sonny Bono. “Fittingly, this show will reflect achievements and progress in music over the course of the past 25 years, from the very beginning of the Grammys, through the historical tributes to both R&B and country, through those whose styles have changed the face of music, to the present day,” Bono declared.

“Mr. Rodriguez,” that’s already turning up on the singles charts (bulleting at #2 after just three weeks) and winning heavy video rotation on MTV. A lengthy tour should also help to guarantee the disc’s success at the retail level.

KILROY WAS HERE — Styx & A&M

Chicago mega-platinum act Styx has concocted an elaborate concept for its latest album, which veers a complex tale about a doesn’t-slave-in-the-dark story of a Later-Fallest type demagogue who bans rock ‘n’ roll and a superstar performer who rebels against the rule, primarily by keyboardist/vocalist Dennis DeYoung, the LP’s storyline boasts a catchy ode about modern technology, “Mr. Robot,” that’s already turning up on the singles charts (bulleting at #2 after just three weeks) and winning heavy video rotation on MTV. A lengthy tour should also help to guarantee the disc’s success at the retail level.

Eight Major Labels Sue 130 Retailers For Illegal Tape Sales

NEW YORK — Eight major record labels filed suit seeking $52 million in damages from 130 retailers who re-recorded and distributed albums of their artists without their permission, charging them with selling illegal pirate and counterfeited tape recordings. Civil actions were filed by MCA, Atlantic, Columbia, Epic/Novus, Warner Bros., Atlantic, CBS, PolyGram and Capitol in the state’s three federal courts.

The lawsuit, filed in Greensboro, Raleigh and Charlotte Federal Courts, resulted from a RECORD Research Program of America (RIPA) investigation launched last fall at the urging of Warner Commercial Operations.

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FILE FEATURE PICKS: Pops

POP

THE CLOSER YOU GET... — Alabama — RCA AXL-1463 — Producers: Harold Shedd, Alabama — List: 8.98 — Bar Coded

While the fearsome foursome from Ft. Payne, Ala. has established itself as a solid country unit, it has become the major pop item as well, consistently exceeding attendance figures on last year’s U.S. tour, and moving some six million albums with its three previous RCA releases. While the timing is getting closer to perfect with each successive LP, with this collection bringing a lighter, more commercial flavor, the group is still a notable pop country/rock crossover. While semi-generic packaging masks the group’s country roots, the players are clearly marked as southern agents through their choice of songs, such as “Dixieland Delight,” “Dixie Boy” and “Alabama Sky,” but their growing professionalism guarantees the band’s continued acceptance in the larger market.

POWERLIGHT — Earth, Wind & Fire — Columbia TC 38367 — Producer: Maurice White — List: None — Bar Coded

Spiritual, romantic, complex, poetic, dynamic and mystic are all adjectives that spring to mind when trying to describe the rock/jazz/R&B/funk/fusion work of Earth, Wind & Fire. But trying to lay down a description of this versatile group is ultimately a hopeless task since the Maurice White-led aggregation encompasses so many different forms in its output. Suffice it to say, “Powerlight” is paced with dance-oriented sizzlers, contemplative ballads and mid-tempo love songs all infused with White’s razzle-dazzle studio technique. Count on good crossover for the LP, as evidenced by the single, “Fall In Love With Me,” charting at #5 bullet in the B&C category and #35 bullet on the Pop lists.
Airline Tickets
Hotel Reservations
Ad in Cash Box

Your advertising message in the 1983 Cash Box NARM issue is the best way to reach the entire retail sector. The high-volume record/tape/video/accessory merchandisers will be on hand for the convention and tuned into Cash Box’s timely coverage. Advertising, Bar Coding, Home Video, Merchandising, Rack Jobbing, Retailing and more will be covered in-depth in our 1983 NARM issue.

To reserve ad space contact:

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AD DEADLINE: April 4, 1983
ISSUE DATE: April 16, 1983

Bonus distribution at NARM April 10-14  Miami Beach, Florida
NEWS & REVIEWS

NEW AND DEVELOPING
KELLY - Kelly Groucutt - Riva/PolyGram RVL-7502 - Producer: Kelly Groucutt - Electric Light Orchestra's bassist steps out from the cutting a record of his own, with the help of his groupmates Bev Bevan, Richard Tandy, Louis Clark and Mik Kaminski. Groucutt set about recording the newly released "Kelly". The Riva/PolyGram waxing has been previously released in Europe, where, according to the 27-year-old Groucutt, it was "reasonably well received" and it promises to do even better in the States, with the overall sound being not surprisingly, very similar to ELO's. "I started writing just for fun, about six years ago," said Groucutt in a telephone interview during a recent promotional tour stop in Los Angeles. "It wasn't until 'The Out Of Blue' album (by ELO) that I really began to pursue writing seriously, and with Jeff Lynne, ELO leader) composing just about all of the group's material, I was looking for an outlet of my own. Jeff obviously doesn't need any help with his writing, so this seemed like a natural choice."

Groucutt's musical career began at the tender age of 15 when he joined his first band as a singer and guitarist. Two years later, he took up playing the bass guitar, a 1962 Fender Precision that he still plays today.

create a dark, mystical and often haunting song. "Never Say Goodbye" should go over well at AOR and modern rock radio.

**NEW OPENINGS**

KOOOL & THE GANG (De-Lite-2-56990)

Street Kids (3.59) (Delightful Music Ltd. - BMI/Double-F Music - ASCAP)


A celebration of urban life with horn-toting, horns, a dance beat and a steady chorus of "street kids," the song evokes the spirit of the American city and the kid in all of us. Synthesizer backing and intermitted sax and guitar make it a must for dance clubs and urban contemporary radio.

**POP**

Yoko Ono (Polydor 83 NP 6265)

Never Say Goodbye (3.24) (Ono Music - BMI/ASCAP (Producers: R. Pontal, Pal, Ford)"

In the follow-up to "My Man," Yoko Ono uses synthesizers, angelic back-up vocals and natural effects like buzzing bees, chirping birds, and a muffled male voice to write a song that's almost like a love song for the California coast. A streak of nostalgia adds color to this smooth, acoustic outing, with Ono's vocal style making it all the more touching.

FALCO (AAM-02532-A)

Der Kommissar (The Commissioner) (3.50) (Polydor - ASCAP (Producers: R. Ponger, Falco)"

German rapper Falco topped European charts with his Top 10 hit "Ein Kommissar" last year. Whether he takes it high in the U.S., however, depends on how strong competition is from After The Fire's current English language transition to a true survivor.

MODERN ENGLISH (Sire-7-29775)

I Met With You (3.49) (Beggars Banquet Music Ltd. - BMI/ASCAP (Modern English) Producer: H. Jones)

An old-fashioned love song wrapped in a crisp wave package, "I Met With You" is a reminder of Falco's efforts to save the world and pledge his love instead. Its rock steady beat and occasional keyboard create a lively, optimistic sound that makes the candidate for AOR, Top 40 and modern rock formats.

**NEW CONTEMPORARY**

POINTER SISTERS (Planet YB 13430-A)

If You Wanna Get Back Your Lady (3.58) (ATV Music Corp. - BMI) (L. Parker, B. Potter)"

The Pointer Sisters pull no punches on this second single from their "So Ex" citing" album. The song is fast-paced, and the ladies use their powerful voices to pose the question in no uncertain terms.

**NEW AND DEVELOPING**

NAKED EYES (EMI America P-8155)

Always Something There To Remind Me (3.44) (EMI America - BMI) (B. Bacharak, H. David) (Producer: T. Mansfield)

This Spanish singer Pete Byrne and keyboardist Roy Winters make a wise move in debut with "Always Something There To Remind Me," a pop song with similar sounding duos on similar, sounding original material. Naked Eyes updates a pop classic.


Former Jefferson Airplane/Starship vocalist Marty Balin had a solo hit last year with the song "Hearts," and on his second venture with Columbia, "The Balin," seems more self-assured than ever. Abetted by superb studio man Val Garay — who's wonked pop hits for The Motels, and James Taylor, among others — and session sensationalists Waddy Wachtel (guitar), Waddy Wachtel (guitar), and steel guitarist Jack Nitzsche's sophomore try is suitable for Top 40, pop and rock formats, with cuts such as "Palm of Your Hand" and "Born To Be A Winner" standing out as playlist naturals.

NO GUTS ... NO GLORY - Molly Hatchet - Epic FE 38429 - Producer: Tom Werman - List: None - Bar Coded

Hailing from Jacksonville, Fla., axedominated good of boy band Molly Hatchet overdid control room vocals, Tom Werman to lend a hand on this LP, which features southern salute like "Sweet Southern Comfort," "Redneck America," "End of the Line," and "Mind Your Own Business," among others, all done withjangly guitars and strong radio action. A reworking of Eddie Cochran's "Fell To Pieces" is just one of the many high points on this lively, hookheavy, yet intelligent, collection of solid selections.

BLACK CONTEMPORARY

HEARTBEAT - Farthy Mauve & Venetoes - Total Experience/PolyGram TE-1-3003 - Producer: Lonnie Simmons - List: 8.98 - Bar Coded

A different Kool Thing" that first came to prominence with the international smash "Don't Stop the Music" from their initial LP, "The Two Of Us." On the duo's second LP, "The Kool Thing," the band have since since assisting once more by Gay Band producer Lonnie Simmons, emerging with an emotional and Joyful disc about love that touches on everything from the sensitive dimensions of "Innocent Feelings" to the raucous energy of a "Party Night." Romantic anthems such as "As One," "You Love Me," "You Love Me Not." and the title track make this an album perfect for both dance floor leisure and intimatelovemaking.


Boasting sparkling production by George Duke and musical contributions from hornman Ernie Watts and singer Pati Austin, this label's bow for R&B powerhouse combo Rufus is loaded with up-tempo dance numbers, some ultra-smooth ballads, and a renewed sense of direction for the group following the departure of frontman and lead vocalist Chaka Khan. Digitally mixed and mastered, "Seal In Red" offers an aural feast for funk fanatics, who've missed out on the band's music for the simple choice, "Take It To The Top."


During the mid-to-late '60s, soul crooner Percy Sledge hammered his heavy, throaty golden voice full to till and toppled a number of hit singles, including "When A Man Loves A Woman," and "Warm And Tender Love." The '70s saw Sledge fade from the R&B scene for awhile, but now he's back on the Monumen label with a nicely rounded selection of slow, tender ballads ("Faithful Kind," "Home Type Thing," "I Still Miss Someone"). MOR weepers ("All Night Rain") and even topped to bouncy, '60s pop tunes ("Personality.")
Dealers Like NARM Grammy Push But Await More Sales

(continued from page 5)

Chariots Of Fire, but that might be due to its being played now on pay TV. It's more that sales action will be spurred by the broadcast itself, either during the week of the show or for the next couple of weeks afterward. In interviews leading up to this year's NARM Awards, for instance, those honoring Quincy Jones' "Dude," which gave it a whole new life, and Al Jarreau project that sales will reach another high point and that it will be a strength of his performance.

Several other retailers also felt that after the show was when Grammy product would sell the most. Among them was Lee Cohen, marketing vice president at the Glendale, Calif.-based Licerio Records.

"Producers expect sales to peak just before the show," Cohen said. "With all the NARM materials and merchandising product in separate areas in-store, but at this point there is no noticeable sales action. But once sales kick in, they will be strong until after the show." Cohen felt that the major reason why sales of Grammy product prior to the show was not as meaningful was that the records nominated are usually old news by the time the show comes around. "The Grammy product is usually the last thing you see in the current hit product," he said. "There's not enough attention paid to happening music." Cohen added.

Similarly, Harvey Hurst of Perel said that the few exceptions to the overall positive feedback from his managers was because the Grammy product did not flow through the stores. "The managers said that they would rather appropriate step-up space to new and breaking acts," Hurst said.

Saluting the NARM merchandising cam-

Lieberman Trims One-Stop Operation

He was speaking of the computer software, floppy discs, etc., which the company plans to begin marketing in the near future. Sources close to the company said Lieberman is currently in negotiations with software manufacturers for marketing the product.

Inventory at the Lieberman-one-stop will be absorbed for the most part by the software, hardware and floppy disc continuations. Lieberman said he was concerned that there was somewhat excess stock but it represented no problem. More than 99 percent of the company's new merchandise is being distributed by the major retail chains, but he said that many of the retailers were part timers. One client, who asked that his name be left behind by the one-stop closings will be divided up among remaining operations in each market. In Denver, some dealers there speculate that Western Merchandising and Sound Video Unlimited will pick up much of the slack, noting that the Budget Records & Tape stores and the Big Apple stores in that market will continue to be served by their respective one-stops — Dan Jaye's Music and DLM. The major retail chain in the area is Sound Warehouse, while the remaining pie is divided among the local mom and pop operations.

Lieberman's one-stop services more than 2,000 accounts around the country.

TV Special For Easton

LOS ANGELES — EMGI recording artist Sheena Easton recently signed a licensing agreement with the Boston-based New England Act One, which is to air Thursday, May 5. Easton will be joined on the show by pop stars Kenny Rogers and Jazz and Al Jarreau.

The show will be produced by Gary Smith and David Hemingway, with music supervisor also directing. The show is written by Buz Kohan with music direction by Peter Matz and choreography by Lester Wilson.

The group was clad as loudly and as severely as their music would dictate. The majority of the show was devoted to high volume noise that seemed to lack cohesion. Even their self-proclaimed sole "polite" section. Three minutes of "Dance Party," communicated no message except possibly for the volume of a nuclear explosion. The best moment of the show comes when the group-"The One That Got Away"—do a number on "Dream On," their somewhat slower-paced 1975 hit. A light keyboard flourished added to its archaic, surreal contrast for the tune's more haunting nature.

By taking a few more chances, as in his cover of Beethoven's Fifth, Pat Travers gained even more exposure. Nevertheless, his "I La, La Love You," seemed tonally indistinguishable from a number by the late George "Ike" Revis. The group started the "Hammertime" in Orlando, Florida, and Howard Metzen's "Dad's." Travers also did a hard-edged version of Bob Marley's "Morning Sun."

Larry Rigsby

J

James Blood Ulmer

Ronald Shannon Jackson

The BOTTOM LINE, NYC

Despite a hard core of diehard fans and the release of the group's latest 10-degree, a sold-out, SRO crowd jammed this downtown Manhattan club for what could be its final show. The band's success was a direct result of dynamic double bills offered by a New York club in some time. The pairing of Ulmer and Jackson has been a saxophonist/ composer Ornette Coleman's harmonic music as well as veterans of his tempestuous Time Prime Time band presented the group at various points on the harrowing road. Both guitarist Ulmer and drummer Jackson are mature soloists, their timing and feel are also capable of placing their imprints on the music's conceptual base, a base which raises rhythm and harmony to a point of new and appropriate to the pop-based melody for reserved melody.

Although his performance of the late '70s frequently included horn players such as Arthur Blythe, David Murray, Oliver Lake and Hammett Blument, Ulmer has concentrated almost exclusively on his front man with trumpet and co-composer Ornette Coleman's harmonic music as well as veterans of his tempestuous Time Prime Time band presented the group at various points on the harrowing road. Both guitarist Ulmer and drummer Jackson are mature soloists, their timing and feel are also capable of placing their imprints on the music's conceptual base, a base which raises rhythm and harmony to a point of new and appropriate to the pop-based melody for reserved melody.

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Music Operations Down
WCI '82 Revenues, Income Up Despite Weak 4th Quarter

NEW YORK — In spite of a drop of more than 60% in net income and earnings per share for the fourth quarter, Warner
Communications, Inc. (WCI) 1982 revenues, net income, and earnings per share all increased over the previous year. However,
even as the overall corporation gained, the Recorded Music and Music Publishing division suffered a decline of over 32%
in operating revenues for the year.

Total revenues of nearly $4 billion produced a net income of $257.8 million in 1982, an increase of 14% over 1981, with earnings per share rising 11% to $3.96 from $3.57. However, the fourth quarter's net income of $33 million was a
sharp decline from the $75.8 million posted in the comparable period last year, with quarterly earnings per share dropping to 50 cents from $1.17.

First Half First

In an accompanying letter to shareholders, Steven Ross, chairman of WCI, cited substantially lower profits from video game cartridges, losses in Atkins Coin-Operated Games division and pre-tax losses for the decline. Ross also projected
that WCI earnings in the first half of 1983 will "fall far short of the results achieved in the first two quarters of 1982—
Revenues and operating income for the Recorded Music and Publishing division declined throughout the year to $752.3 million and $55.6 million, respectively. Revenues were down 7.4% from 1981, but the biggest drop occurred with
operating income, which fell over 32% from 1981's $85.0 million, which represented the second-best year ever for WCI in this category. The WCI companies in the Recorded Music and Music Publishing division includes Atlantic, Elektra, Asylum, Blackwood, and PolyGram.

Consumer Electronics Up

Revenues for the Consumer Electronics division, which includes Atari — increased by 64% to $2 billion in 1982, with an increase in operating income of 13% to $323.3 million. Of that, only $1.2 million of operating income was earned during the fourth quarter.

The continuing costs of building and developing the Warner Amex cable system also resulted in a loss for WCI, although figures for the joint venture with American Express were not disclosed.

The results for WCI's other divisions were mixed. Leading the pack was the
Filmed Entertainment division, with operating income of $101.0 million on
the year. Both the Direct Response Marketing and Publishing and Related Distribution divisions realized a decrease in operating income despite increases in revenues. The Colleen division predicted that WCI would be able to breakeven by mid-1983, although he cautioned that "it appears at this time that our earnings for the full year will be lower than those of 1982" He added that Atari's future performance should receive a boost from new home games, the introduction of a lowest computer keyboard unit as well as several new computers, reductions in Atari's manufacturing costs and the introduction of new games.

EXECUTIVES ON THE MOVE

Changes at Data Age — Data Age, Inc. has appointed David S. Travis to vice president of sales for its video game software products. Travis, formerly head of sales and marketing for Starpath, replaces Herbert Hirschfeld who recently left that post.

Changes at PolyGram — Karen Matison has been promoted to national director of LP sales for PolyGram, Inc. She was formerly branch manager, Cleveland, and has been with company for twelve years. Also George Meier has been named director of rock/promotion. He previously worked at the Friday Morning Quarterback and before that served as a manager in the rock department at PolyGram.

Changes at GRP — Harold Sulman has been named director of sales and distribution at GRP Records. He was previously director of sales and distribution at AristA Records.

Sulman Named at RCA — Burton L. Prosser has been appointed to vice president, marketing, for RCA Sales Corporation. RCA Records had been named vice president, international sales, Capitol Magnetic Products. Sautter joined Capitol in July 1978 as a Charlotte customer service representative, later he transferred to the Oklahoma area, and by the end of 1980 Sautter had switched to the Dallas district, where he remained until this promotion.

Morrison Appointed — Rick Morrison has been named membership/representative for the American Society of Composers, Authors and Publishers. Prior to his appointment, he worked as an account executive in ASCAP's radio department.

Prosser Named At RCA — Burton L. Prosser has been appointed to vice president, marketing, for RCA Sales Corporation, a subsidiary of RCA Records. He had been appointed director, merchandising-Canada joined RCA in 1977 as sales manager for the RCA distributing corporation branch in San Francisco.

Changes at Word — Word Records and Music Group have announced the promotion of Ken Harding to executive director of A&R, Nashville and Randy Moore to director of music publishing, Nashville. Harding came to Word six years ago as a staff producer and director of A&R for Canan Records, a division of Word dealing primarily in country music. Moore came to Word two years ago as assistant director of music publishing. Prior to his association with Word he worked with the Bill Gaither organization for six years as general/personnel manager of touring.

Smith Named — Vijay P. Rao has been appointed director, financial analysis for the CBS/Records Group. He joined CBS in 1977 as financial analyst for the Columbia House Division and was recently named director, administration, Columbia special products.

Changes at Rucshore — Rocshore Records has announced the appointment of Sam Calle as director of national promotion for Rocshore and its affiliated labels. He previously did national pop promotion for MCA Records. Joining Calle will be Brian Ronowitz as assistant national director of promotion. Rooney formerly was in promotion with Warner Bros. Records.

Knotz Promoted — Sigma Sound Studios has announced the promotion of Debbie Knotz from studio services coordinator, to studio manager for the Philadelphia Studios.

Top Billing Adds Cross — Lane Cross has joined the staff of Top Billing International as an agent. He has served his internship at Top Billing, and has been assigned to ad

HOME RECORDING STUDIO?

Overseas transfer requires sale of superb Sherman Oaks (Los Angeles) home on 1⁄4-acre waterfront 100' view from existing upper level living area. Construction com-
menced on lower level recording/video facility, including retail room for sale, and drum court or guest house. Asking $235,000. Flexible terms. Contact owner for details. (213) 780-3742."
Exchange Rates Batter U.S. Music Exports During '82

(continued from previous page)

records and tapes.

Karol noted that his business was off 90% from the previous year (1981) and with the industry's current downturn and continued decline, export sales would also spiral downwards. He said that all of South America, Canada, and Mexico reported depressed markets in Argentina, Chile, and Mexico being the worst hit. Inflation in those countries was a widely noted problem.

Broadview — Where the proliferation of mid-priced cutout and other discount product was blamed for the drop in unit volume sales in 1982, Karol said that overseas markets are "always looking for frontlining product now. They don't want catalog product; they want fast turners. The only real growth is in Japan, Canada, Italy, The Netherlands, France, the United Kingdom, West Germany and Mexico were the top overseas markets for U.S. exporters in 1982, with Japan generating $10.1 million in revenues on 2.4 million record units compared to $12.6 million on 4.5 million units in 1981. Like Japan, other leading foreign markets for U.S. records showed decreases in unit sales and revenues. Canada received more than 850,000 units from U.S. exporters last year at a dollar value of $5.7 million. In 1981, White North bought 1.3 million units from the U.S. at a dollar value of $3.9 million.

As the number three foreign market for U.S. recording artists, France imported 773,000 units at a dollar value of $2.6 million in 1982, compared to 949,000 units at a dollar value of $2.4 million in 1981. France received 655,000 plus units from U.S. exporters in 1982 at a cash tally of $2.4 million, compared to 806,000 units and $3.2 million in 1981. The Netherlands, while buying the highest unit volume of U.S. exports in 1982 with 1.8 million units, paid only post sales revenues of $2 million, compared to 2.4.

Eubie Blake, Legendary Composer, Dead At 100

NEW YORK City, Jan. 28 - Pianist and composer Eubie Blake died at his home in New York on Feb. 12, just five days after his 100th birthday. One of the last surviving links to ragtime, black vaudeville and Broadway, Blake was the composer of such known and diverse songs as "Memories Of You," "I'm Just Wild About Harry" and "Charleston Rag.

Born in Baltimore in 1883, Blake began playing professionally as a teenager, working as a parlor pianist in a burlesque. By early twenties, Blake was splitting his time between playing in Baltimore hotels during the winter and Atlantic City clubs in the summer. It was during this period that he met his major collaborator, Noble Sissle, with whom he formed a piano and vocal duo.

As a writing team, Blake and Sissle penned several black revues for Broadway during that time, including Shuffle Along and Chocolate Dandies. Following their breakup in 1925, Blake continued to write for the harlem musicals, yearly employing a new cast.

Although Blake retired in the '40s, he was coaxed back in 1969, when he recorded "The 80 Years of Eubie Blake" for Columbia Records. During the '70s, his music enjoyed further exposure, most notably through the production of the Broadway musical "Ain't Misbehavin'" featuring his show tunes of the '20s. His most recent recording was made in 1981 when he appeared as part of the "Night and Day Stand" concert for Columbia Records.

A memorial service was held Feb. 18 at St. Peter's Church in Manhattan.

Exchange Rates Batter U.S. Music Exports During '82

(continued from previous page)

million units and $4.1 million in cash for 1981. West Germany imported more than $411,000 U.S. records in 1982 at a cash value of $1.4 million, compared to 743,000 units and $2.2 million in 1981. The U.K. purchased 544,000 plus record units from the U.S. in 1982 at a dollar value of $1.4 million, compared to 1.8 million units at a cash value of $3.9 million in 1981. Mexico generated U.S. export sales of $1.4 million in 1982, up from $2.4 million the previous year. Other leading foreign markets for U.S. tapes experienced slower sales, including Mexico, the U.K. and Japan. Only Venezuela posted a slight increase over 1981 numbers.

Mexico dropped to $997,613 in cash from tapes shipped by the U.S. last year, compared to $1.2 million in 1981. The U.K. spent $895,358 on tapes from the U.S. last year, compared to $1.2 million in 1981. Venezuela posted a mild increase in U.S. tape exports in 1982, rising to $666,610 from $427,218 in 1981. Japan spent $512,000 on tapes in 1982, compared to $5 million the previous year. In 1980, Japan spent $61,049 on tapes from the U.S.

Torrence Love Tape To Be Sold At Radio Shack

LOS ANGELES — A prerecorded cassette featuring rock influences performed by Mike Love of the Beach Boys and Dean Torrence of Jan & Dean will be distributed and sold exclusively through 1,200 Radio Shack outlets affiliated with the Tandy Corp. The tape, entitled "Rock 'n Roll City," lists for $4.99 and includes versions of songs such as "Da Doo Run Run" and "Baby Talk" sung by Love and Torrence, as well as other tunes interpreted by such 1950s groups as the Association and Paul Revere & The Raiders. Daryl Dragon, of Captain and The Tennille, served as producer for the package.

According to Torrence, the genesis of the project was an approach from Mike "Mossy" and Dean joined forces to headline a series of free college concerts in Texas and Florida sponsored by Anheuser-Busch. Because of the success of these concerts, and also because of the high sales of a compilation disc spotlighting the greatest hits of the Beach Boys, Jan & Dean, the two singers decided to put together their own material for a specialty marketed cassette, and off ered the item to K-tel, Knott and Trent, The two struck a deal with Tandy and subsequently received 80,000 purchase orders for the tape from various Radio Shack stores for the first shipment, which will be released in early March. Shortly thereafter, Love and Torrence began discussion of another series of concerts sponsored by Anheuser-Busch.

The term "Rock 'n Roll City" tapes will be given a major promotional push by Tandy, including print ads in Radio Shack's Sunday newspaper supplement and on-air promotions at various Radio Shack store front doors, and seven full-page ads in Rolling Stone magazine. Other music promotions include a "Jan & Dean" record party at the Rock'n Roll City launch and another series of concerts sponsored by Anheuser-Busch.

"Because it is the Rock 'n Roll City" tapes will be given a major promotional push by Tandy, including print ads in Radio Shack's Sunday newspaper supplement and on-air promotions at various Radio Shack store front doors, and seven full-page ads in Rolling Stone magazine. Other music promotions include a "Jan & Dean" record party at the Rock'n Roll City launch and another series of concerts sponsored by Anheuser-Busch.

TOP 50 ALBUMS

1. THE BEST IS YET TO COME
GROVER WASHINGTON, JR.
2. TWO OF A KIND
ERL. CLIFORD & BOB JAMES
3. DECEMBER
GEORGE WINTON
4. CASINO LIGHTS
RECORDED LIVE AT MONTE CARLO SWITZERLAND VARIOUS ARTISTS
5. INCOGNITO
SPYDIO GYR (MCA-126)

12. RUN TO ME
LESLIE EITTENDUR (Elektra 9159-1)
14. QUARTET
HENDRE HANCOCK (Columbia 53073)
9. AS WE SPEAK
DAVID BANDERSON (Kernorl Bros. 37379-1)
10. MUSIC SPEAKING HERE
JOHN MCLAUGHLIN (Tone Poets 10016-1)
7. LEARNING TO LOVE AGAIN
TORME (Columbia FC 38108)
4. FINESS
TUXEDO JUMPER (Mukhia 9159-1)
13. OFF RAMP
PAT RICKSON GROUP (EMC-11246) 6. CASCADAE
AZMYTH (Milestone M-4109)
12. DAVE GRUSIN AND THE BEST OF THE BEACH BAND (Shrap 10011)

10. THE PARIS CONCERT
THOMAS LESTER (Columbia FC 38106)
11. RADIANCE
JEFF TYLER (Capitol ST-1229)
13. SHADOWFAX
BUNNY WRIGHT (USA 10020)
15. TOUCH THE FEELING
STX HOPPER (MCA-1269)
17. SOLO QUARTET
BOBBY HUTCHERSON (MCA 7025)
9. CHANCE ENCOUNTER
RANVIE LEWIS (Columbia FC 38289)

A SEASONAL (AND SEASONED) PLAYER — Virtually every independent jazz label will tell you that times are tough. Every one except perhaps for Windham Hill Records, the small label owned by guitarist Will Ackerman. While frequently dubbed an American ECM due to its lyrical, almost folkly trademark sound, the label has clearly risen above any comparison to other labels and carved out its niche. At core is the almost incredible success of pianist George Winston, whose solo piano albums for the label continue to roll in at a steady pace. Despite its very small size, Windham Hill currently holds down three positions on the Cash Box Top 30 Jazz Album chart, with Winston accounting for two of them. His newest offering, "December," is riding high on the charts after 11 weeks, while his previous "Winter Into Spring" shows no sign of fading out after more than eight months on the chart, and continues its run on the Cash Box Top 100 Albums chart. Winston's first Windham Hill LP, "Autumn," also continues to sell, and according to the artist, has racked-up sales in excess of 200,000 — no mean feat for a solo pianist on a small indie. While Winston's work thus far has followed a seasonal theme and evinced a melodic simplicity, we were surprised to hear from the pianist that his primary influences were Fats Waller and Professor Longhair. "I heard power in Waller and Longhair that I had never heard in electric music," said Winston. "I used to be tortured by wanting to be those people, but I just couldn't play the way they did. They've got their touch and I've got mine, and the other older native is to develop your own style. I think thematic music is the strongest place I can come from as a listener, and the stuff that remained with me was the mainstream music. Although Winston is preparing a final album of seasonal music to focus on the summer, he's also planning a "Jerry Lee Lewis rock 'n roll piano" and an album of electronic music. "Ninety-nine percent of me is a non-musician," said Winston. "I don't see how anyone can get as interested in their own music as they are in someone else's. I get inspired by music that's got little to do with what I play." Winston's present interests include making a recording of Hawaiian slack key guitarists, and he allows that his desire to see Windham Hill reissue an album by Brazilian guitarist Beto Sato was how he came to the label himself. "I don't think of myself totally as an artist," noted Winston. "Somehow I think of myself as a bit of a promo man. You find musical things and realize that if you don't do them, they won't get done, and I feel that I have to go record these people. It's like wanting to be a film director all your life and then discovering another director who's saying what you want to say."
Jackson's Call For Anheuser-Busch Boycott Gains Momentum Nationwide

by Michael Martinez

LOS ANGELES — The Rev. Jesse Jackson's call for a nationwide boycott of Anheuser-Busch products gained ground at last week's Superfest in Los Angeles. According to the Los Angeles Times, the company has issued an apology and has agreed to establish a fund to support African-American artists. The company also announced a new diversity initiative, including a $10 million grant to minority-owned businesses and a commitment to increase minority representation on its boards and executive boards.

MEETING OF MINDS — Stan Layton (r) recently accepted the position of vice president, sales and marketing, for Larc Records, which is headed by Joe Iggo (l).

NEWS & REVIEWS

COAST TO COAST

EAST COASTINGS — Publicity round: Former Columbia Records publicist Paula Batson has resurfaced on the West Coast with RCA Records, publicity department. Meanwhile, Columbia has hired on Elaine Cooper from the Howard Bloom Organization as PR manager for its New York office. The late Kari Schlossberg, formerly of A&M's New York public office. Inking: Sire has signed British girl group The Belle Stars to an American contract. The group's "Sign Of The Times" b/w "Representin' " is on the British charts. Virgin Records has signed Andy "Coast Mundl" Hernandez to head its new Los Angeles office. Funker Junior recently received some help from Kool & The Gang's horn section for a track on the singer's forthcoming album... Earth, Wind & Fire is producing vocalist Madonna for her upcoming album "Like A Virgin"... Carlos "El Clasho" Beñitez — who recently remedied the 12-inch of "Confess" for The Who — has signed a contract with CBS

ZE BOTTOM LINE — John Cale recently performed at New York's Bottom Line in support of his "Music For A New Society" LP. (LP/CDs/Paintings) In the background are the words "John Cale, Michael Stipe, Debbie Harry, Paul Simon, Billy Joel, David Byrne, and the NIN"

Froelich Returns To Corporate Duties At MCA

LOS ANGELES — Gene Froelich, a vice president of MCA, Inc., will return to his other corporate duties as a member of the executive staff, having completed his assignment as president of the MCA Records Group. Robert Siner, president of MCA Records, and Al Bergamo, president of MCA Distributing, Inc., will now report directly to Froelich.

Kajagoogoo, Naked Eyes Signed By EMI A

LOS ANGELES — Recording groups Kajagoogoo and Naked Eyes have been signed for North America by EMI America Records. Kajagoogoo's "Too Shy" single, produced by Duran Duran's Nick Rhodes and John Fong, is currently the Top 10 in England. An LP will be released in May. Naked Eyes' first single, "Always on My Mind," has sold over 500,000 copies in the US and has been released and has been chosen as this week's Top New & Developing act single by Cash Box. An LP will follow March 11.

TWO HIP-STERS — KLOS/Los Angeles morning DJ "cool paced" commander Frank Miller recently filled in for Hollywood record producer Kim Fowley cavort around the station's studio following the taping of an interview with Les Brown.
*NEW VIDEO SOFTWARE RELEASES*

This listing of new video cassettes and software software releases is designed to keep home video retailers and distributors abreast of the latest products available and can be used for ordering and ordering on behalf of customers. The following list includes title, catalog number, and price. Some products listed may not have been assigned a catalog number or price at press time.

**COMING BACK TO THE FIVE AND DIME:**

**JIMMY DEAN, JIMMY DEAN**
Cassette — Embassy 1333 ... $95.95

**AMITYVILLE II: THE POSSESSION**
Cassette — Embassy 1709 ... $95.95

**JAZZ IN AMERICA**
Cassette — Embassy 1221 ... $95.95

**KING OF THE MOUNTAIN**
Cassette — Embassy 1320 ... $95.95

**AN EVENING WITH RONNIE WILLIAMS**
Cassette — Paramount 2319 ... $39.95

**IT CAME FROM HOLLWOOD**
Cassette — Paramount 1421 ... $39.95

**THE SEND**
Cassette — Paramount 1537 ... $39.95

**JEKYLL AND HYDE TOGETHER AGAIN**
Cassette — Paramount 1326 ... $39.95

**EL DORADO**
Cassette — Paramount 6625 ... $49.95

**SONS OF KATZEL EDER**
Cassette — Paramount 6729 ... $49.95

**GODZILLA VS. MOTHRA**
Cassette — Paramount 2301D ... $37.95

**FUNNY GIRL**
Cassette — RCA/Columbia 2012 ... $79.95

**1776**
Cassette — RCA/Columbia 10479 ... $64.95

**PROVIDENCE**
Cassette — RCA/Columbia 3172 ... $59.95

**LA VIE CONTINUE**
Cassette — RCA/Columbia 10356 ... $59.95

**HARD TIMES**
Cassette — RCA/Columbia 10296 ... $59.95

**FREDDY'S NIGHTMARE**
Cassette — RCA/Columbia 10295 ... $59.95

**KING RATT**
Cassette — RCA/Columbia 10166 ... $59.95

**FLEETWOOD MAC IN CONCERT**
Cassette — RCA/Columbia 10544 ... $29.95

**TEX**
Cassette — Walt Disney Home Video 14314 ... $69.95

**THE OCTAGON**
Cassette — Media Home Entertainment M2415 ... $59.95

**TERROR ON TOUR**
Cassette — Media Home Entertainment M2416 ... $59.95

**SHOGUN'S NINJA**
Cassette — Media Home Entertainment M2417 ... $49.95

**AMERICAN NIGHTMARE**
Cassette — Media Home Entertainment M2418 ... $49.95

***April Release***

**THEATRE OWNERS POOH POOH PIRATES PAY-PER-VIEW** — The reaction of theatre owners to the Feb. 18 pay-per-view showing of Universal's screened version of Pirates of Penzance was not, surprisingly, chilly, to say the least. In suburban Boston, a theater that featured the longest theatrical run for the film, Stillers and others gloated that Universal's reluctance to give out advance figures on the number of households signed up for the screening and sale date pay TV movie premiere indicated that the studio is planning a retail release. Said Paul R. Silver, general sales manager of the WCVB general TV pay TV, "They (the figures) are not going to be released simply because, with the type of event this is, subscribers can order for the motion picture right up to the day it will be shown," noted Feen, adding that they would be issued after the telecast. As for the reports of displeased theatre owners referring to Pirates, Feen predicted that Universal would be "in at least one theatre in every major city or nearby suburb where it will also be shown on pay TV" with the limited initial release. Feen added that, as of a little more than a week ago, at least 40 theaters had agreed to play the movie and that figure could be 150 or more by now. "In light of 20th's hype for the Who concert pay-per-view and the feeling that Universal probably still as the FRITZ, it's probably wise that Universal declined predicting the size of the Pirates PPV business (ever in the complete different events), even some of cinema owners interpreted it as admission of a failure ... Stillers and Meher hosted the satellite premieres of Pirates at Joint Base Andrews, the Public Theater (in P.O. Box 82300, a couple of weeks earlier) and the Broadway show that premiered the film and the version of the Gilbert and Sullivan comic operetta. Stated to be interviewed prior to the start of the movie were stars Linda Ronstadt, Kirk Douglas, Steve Martin, and George Segal. Interviewed at the interviews were behind-the-scenes footage on the making of the film. Pay systems that participated in the pay-per-view showing were ATC Premiere in Cleveland and Boston; Select Media Inc., 162 W. Liberty St., Ann Arbor, Michigan; Studio Video; Vestron Video; Beta Disc Video; and Audio Video. According to Paramount's An Evening With Robin Williams, which drew a low turnout from just about anyone who stopped by Paramount's booth long enough to watch it on a monitor. Well, that "test" was one of the reasons convincing Paramount to put the program out at $39.95. According to Paramount Home Video vice president and executive vice president Roy Chadwick, "We think it's more collectible than rentable, so we decided to put it out at a collector's price." Word among video retailers and distributors, however, was that Paramount is using Robin Williams to prove that a home video title can sell without having been pre-sold, such as a smash movie with the benefit of heavy advertising ... a known quantity, in other words: "There's a little more to it than that," explained Chadwick. "An Evening With Robin Williams, which was released in the stores March 2, the show has been hosted on Home Office as an HBO Special. So you might say that we're testing the sales for a cable or pay TV program with day and date release to the home video market." VIDEO SOFTWARE NOTES — In addition to An Evening With Robin Williams, Paramount has given the HBO number of new tapes set for March, including Cooking with the Stars: More Cooking with Stars; Hollywood: Jakkyl and Hyde Together Again; El Dorado, Godzilla Versus Mothra; and The Sons Of Katie Elder, the release of which had been postponed until now. From Uskup, comes the hopefully-stated Robin Williams' Something's Goin' On Back To The Five And Dime, Jimmy Dean, Jimmy Dean, which received kudos for the acting performance of Cher in one of the featured roles: Amyville II: The Possession, the sequel to The Amyville Horror; Jazz in America; and King Of The Mountain. Comming from RCA/Columbia Pictures Home Video is Funny Girl, starring Barbra Streisand, 1776; Providence; La Vie Continue; Hard Times; Fast Break; Barabba; King Rat; and Firewood Mac in Concert. ... For April, Walt Disney Home Video will be releasing Fox, starring Matt Dillon. In both cassette and disc. In support of new, VHS will be including 6-inch x 10-inch fan cards of the teen heartthrob which include a biography on the back. Continuing in the cowboy mode, Disney will also be providing posters, featuring Williams with a cowboy hat on, and the actual cowboy hats themselves to dealers with each cassette or disc purchased. This follows Disney's last promotional item, a wall clock. Coming from Media Home Entertainment the same month is Tex: The Octagon, a western starring Chuck Norris. Texas: The Octagon, murder/suspense film focusing on a Kings-like rock band that has a stage show featuring "raptic, billowing theatrics." Shogun's Ninja, a Japanese film with Sonny Chiba, among others, about an ancient rivalry between two clans; and American Nightmares, a film about a young man's search for the clues to his nightmares. ON THE TUBE — As an addendum to the story last week, "New Music Programming Up In Wake Of MTV's Success" (Cash Box, Feb. 19), it should be noted that a new late night rock television show, Rock 'n Roll Tonight, is set to premiere the second of April and is reportedly a couple of months back, the show (which was then known as In The Midnight Hour) will be carried for 26 weeks on four NBC-TV owned-and-operated stations — NBCW/New York, KNBC/Los Angeles, WMGM/Philadelphia, and WTVN/Columbus, O.C. Other stations also due to broadcast Rock 'n Roll Tonight include Storer's WVGB/Boston (ABC), WTAE/Pittsburgh (CBS), WJAR/Providence (NBC) and KMBC/Kansas City (ABC), According to a spokesman for the show, Rock 'n Roll Tonight has been cleared in more than 300 of the top 50 markets, with distributors, Alive/Marshall Arts Prods., are hoping that it will be simulcast in each market. Right now, they're setting the initial roster of guest artists to host the show.

michael gilroy
This listing of records outside the national Top 30 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.
MOTOWN RETURNS — Motown acts DeBarge and Deniece Williams should enjoy an overflow in-store at Detroit’s Kingsway Department store, where nearly 5,000 fans attended. Pictured at the autograph table are DeBarge and Bunny DeBarge.

REGIONAL PICK — “Every Corner Dance” — By Spooner, Mountain Railroad Records (8005). Gary Sohmers, proprietor of the Macedy Music Exchange record store in Madison, Wis., and a long-time Madcity Music scene instigator, says that he and other local dealers can’t keep this one in stock, which is only fitting since the commodity band has backed its five hometown boys with quite awhile. Sohmers notes, however, that the band’s debut LP is also making good outside of town, spurred both by word-of-mouth and a flood of regional and national press raves. “Their melodic danceable pop rock is simple but solid and slides right into the格式,” declares Sohmers. “And with so many out of state University of Wisconsin students spreading the word back home, all that’s needed is getting the record into the stores.” — Jim Emsaw

MERCHANTISING

WHAT’S IN-STORE

CAMELOT CLASSICS — A major effort to get Stark/Camelot store clerks to play more classical music in-store finds the chain devoting a series of in-store tapes. According to classical buyer Frank Trace, each side of the tape will feature selections from several albums on a specific label, interspersed with dialogue limited to titles, performers, and labels. Tapes will be issued every few weeks and will be numbered so that they can be kept in order for future, permanent use. Trace, a former store manager for the chain, feels that the tapes will help bring out the great potential he sees in classical product sales. “Classical music is my pet area,” he explains, “and I’ve felt that no matter what this decision that is always neglected, I know that you can play classical music in-store and get young customers to come up to the counter and ask what you’re playing, especially if it’s something that they’re familiar with. But you can’t get many promo classical albums, and getting a sales clerk to open an entire classical record can be a real feat. So we think that the in-store tapes should help educate the clerk in terms of appreciating classical music and its salesability.” Last week’s release of the first in-store display tape came up during S/C’s annual membership drive and it attracted 20,000 of the club’s 130,000 members, or 15% of the members to classics.

PLAYLIST

MUSIC TELEVISION

HEAVY

ARTIST CLIP LABEL
Men At Work Be Good Johnny Columbia
Night Ranger Don’t Tell Me Headwalk
Golden Earring Twilight Zone 21/PolGram
Predators Back On The Chain Going Fire
Red Rider Light/Human Race Capitol
Phil Collins I Don’t Care Anymore Atlantic
Grog Knob Band Jeopardy Rosircon/Elektora
Leppard Photograph Mercury/PolGram
Slyx Mister Robolo A&M

MEDIUM

ARTIST CLIP LABEL
Toto Africa Columbia
Vendringberg Bumping Heart Alco
Psychotic Furs Love My Way Mercury/PolyGram
Dexys Midnight Runners Come On Elvis Virgin/Epic
Culture Club Off The Wall Virgin/Arista
Modern English Do You Really Want To Hurt Me MCA
Heaven 17 I Feel Really Good Now RCA
Duran Duran Let Me Go MCA
Joe Jackson Mothers Of The New Church MCA
Total Recall Breakin’ Us Two Chrysalis/CBS
INXS Iods
Triumph
Daryl Hall & John Oates Ricky
Flux
Thompson Twins
Sanny Hagar
Flints
Shon & Hammer
Bryan Adams
Jefferson Starship

LIGHT

ARTIST CLIP LABEL
Paul Collins Beat Kids Are The Same Columbia
Tina Turner Betcha by Golly Wow Arista
Buck Dharma Born To Rock Elektra
Motley Crue Love My Way RCA
Huey, Funky Lizard Feels Like I’m in Love Network
Utopia Can’t Get Enough Of Me Again Elektra
Linda Ronstadt I Love To Be Loved By You EMI America
Thief The Cure Light & Shade Columbia
Raiders The One Thing A&M
Kate Bush Heartbeat RCA
Kenny Loggins That’s What Love Is All About MCA
The Look
Ultravox
Quick
Noah’s Eyes
Tygers Of Pan Tang
Tony Basil
Simple Ruttle Theory

ADD'S

ARTIST CLIP LABEL
Ric Ocasek Something To Grab For Hetty Mexico/Pol Gram
Billy Squale She’s A Runnner Warner Bros.
Donald Fagen New Frontier Chrysalis/CBS
Divinyls Boy’s In Town Elektra
Randy Newman Love Potion No. 9 Elektra
English Beat I Don’t Care About Anna
Devo That’s Good
Chris DeLa Hey You Don’t Make The Man Front Of The Pool
Kim Carnes Promise You A Miracle Elektra
Dire Straits That’s That’s Good
Trio
Iam North
Simple Minds
Fran Cour

Cash Box/February 26, 1983
FCC Invites Bids For 13 RKO Radio Station Licenses

NEW YORK — The Federal Communications Commission (FCC) has issued an order inviting competing applications for the 13 RKO Radio stations in New York City and vicinity. The FCC decided to cancel the RKO General's license for these stations, which was granted by the Radio Corporation of America (RKO) in 1936, following a hearing in which the commission received evidence that the company was not operating the stations in a manner consistent with the public interest.

The FCC will consider applications for the licenses for the next 30 days, and the winning bidder will be announced after the closing date.

In the meantime, the commission has also announced that the RKO stations will continue to operate as usual, and that the public can continue to enjoy their programs and services.

TELEPHONIC JOURNEY — Neal Schon, guitarist for Columbia recording group Journey, and Jonathan Cain (not pictured), the recently visited KLOS/Los Angeles to appear on McNulty’s afternoon show. In addition to discussing their LP “Frontiers” and Syndrome, the group also handled the prizes in the pair of three-hour radio quizzes.

SYNDICATION INDICATIONS — Westwood One has acquired Earth News Radio, the youth-oriented lifestyle and news feature that runs on 20 stations in California and 400 worldwide. AER stations KSHE/St. Louis, WRBN/Macon, GA, WXZR/Phoenix, WMAR/Baltimore, and WHBQ-TV/Clinton, Illinois, have signed on to carry the weekly show. For information, contact Westwood One at (213) 808-8500.

STATION TO STATION — A recent NBC Radio Network newscast about the American Civil War. The story was based on interviews with former soldiers and veterans, and portrayed the daily life of the soldiers. The broadcast was well-received, and was repeated several times on local radio stations.

NETWORK NEWS — CBS Radio News’ plans to broadcast 100 hours of musical programs on its network in 1983. The network is offering music trivia specials, a six-hour tribute to the greatest rock artists of all time, a superconcert, updated editions of two of last year’s music specials and a three-hour weekly countdown slated to begin in July. Shows returning from 1982 include the Great American Songbook, “The Best of Rock ‘n Roll,” a six-hour music and interview countdown show produced by Creative Factory. On July 8, the net’s countdown show, produced by Broadcast International, will premiere “The Best of Rock ‘n Roll.”

In addition, Memory Makers, the web’s three-hour music trivia quiz, will make its debut there. Over Labor Day weekend, Radio News plans to air a three-hour Super Concert. On Feb. 27, at a concert in Chicago’s 700-seat hall, Billie Holiday will perform, and the Web’s April 19, Atlantic recording artist Phil Collins will perform. RCA group The Jefferson Starship is set for May 7. Tom Straw, former director of KMPC/Los Angeles and KSN/Phoenix, brings his experience to the fending California Radio Network as operations manager.

The group is touring 107 cities in support of its LP, “H.O.” under Canada Dry’s sponsorship. Star fleet/Blair, which produces the show for the web, is also coordinating some of the concerts.

In the meantime, the FCC has announced that the RKO stations will continue to operate as usual, and that the public can continue to enjoy their programs and services.

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122 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M
ADDS: None. HOTS: WMMS, KSHE, WSKS, KSJO. MEDIUMS: KEZY, WOUR, WYE, WKL, KNX, WBAB. KMST-PREFERRED TRACKS: Title.
SALES: Moderate in all regions; strongest in Midwest.

7 PAT BENATAR • GET NERVOUS • CHRYSALIS
ADDS: None. HOTS: KEZY, WYE, WSBS, WBAB, KSJO. MEDIUMS: WMMS, KSHE, KMET. PREFERRED TRACKS: None.
SALES: Good to moderate in all regions.

9 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC
ADDS: None. HOTS: KEZY, WOUR, WMMS, KNAC, WKL, WKS, KSJO. MEDIUMS: KEZY, WYE, WKL, WNW, KNX, WMMS, KSJO, KMET. PREFERRED TRACKS: None.
SALES: Good to moderate in all regions.

16 DEF LEPPARD • PYROMANIA • MERCURY
ADDS: None. HOTS: WMMS, WYSE, KSHE, KREL, WSKS, WKL, KMET. MEDIUMS: WMMS, WYSE, KNX, WNW, KNX, WMMS, KSJO, KMET. PREFERRED TRACKS: None.
SALES: Good to moderate in all regions.

19 DURAN DURAN • RIO • HARVEST
ADDS: None. HOTS: WMMS, KNAC, LSHE, KNX, KBAB, WNW, KSJO. MEDIUMS: WMMS, WYSE. PREFERRED TRACKS: Hungry.
SALES: Moderate in all regions.

104 DEXYS MIDNIGHT RUNNERS • TOO-RYE-AI • MERCURY
SALES: Moderate in all regions.

144 FIXX • SHUTTERED • MCA
ADDS: WMMS, KMBS, MEDIUMS: KJOL, WYSE, KNX, WNW, KSJO, KMET. PREFERRED TRACKS: Stand.
SALES: Fair in West and South.

12 JOURNEY • FRONTIERS • COLUMBIA
ADDS: None. HOTS: KEZY, WOUR, WMMS, WYSE, KSHE, KREL, WKL, KNX, WNW, KNX, KSJO, KMET. PREFERRED TRACKS: Separate.
SALES: Moderate to fair in all regions.

24 SAGA • WORLDS APART • PORTRAIT
ADDS: None. HOTS: KSHE, KNX, KNX, KNAC, WMMS, WYSE, WMMS, WNW, KSJO, KMET. MEDIUMS: WYSE, KNX, WNW, KMET. PREFERRED TRACKS: Loose.
SALES: Moderate in all regions.

28 TRUMP • NEVER SURRENDER • RCA
ADDS: None. HOTS: WMMS, WYSE, KSHE, WKL, WNW, KNX, WNW, KNX, WNW, KNX, KMET, MEDIUMS: WMMS, WYSE, WSBS, WNW, KNX, WNW, KNX, KMET. PREFERRED TRACKS: Never.
SALES: Moderate to fair in all regions.
Nashville Publishers Increase Emphasis On Songwriter/Artists

by Andrew Roblin

NASHVILLE — In a move that bridges the gap between aspiring artists and the record labels, publishers in Music City are signing and developing songwriters/artists (as opposed to strictly songwriters) on a greater scale than ever before. Accompanying this shift is a stronger emphasis on complex, multi-track demos intended to sell the artist as well as the song, rendering the once-standard guitar-or piano-vocal demo an endangered species.

Stated general manager Hill, "We want to establish more of these deals with producers around town. The growth potential here is incredible, ideally, developing producers who could work with our artists on a continuing basis. We're initiating development, and exploitation. "We're really going at it from the songwriter's point of view," elaborated that Dick James, which does not operate an in-house production facility, is, nonetheless, using full-scale production facilities. "They are thinking about that 24-track demo will suffice in presenting the song. Publishers are understandably hesitant to incur the additional expenses that large-scale production requires. Michael Heany of the Cedarwood Music Publishing Co., said: "We always do whatever the song calls for.""

Personal View

CBS Songs' Judy Harris similarly opined, "Our personal point-of-view is it depends on the song and if a little work tape will suffice. CBS Songs' does, however, serve as冶炼 in connecting up-and-coming writer/artists with producers. Two of its staff members are Bodie Scribner and Andrew Roblin, and a large segment of the other staff writers has aspirations in the same direction."

Although some resistance to the extra complexities and expense involved in producing quality, multi-track demos is there, both halves of the writer/artists' abilities to be encountered in the leadership of Nashville's publishing community, there is also the encouragement of increased earning potential for those who do successfully develop writer/artists and obtain recording contracts for them. Within the context of this balance, publishers are pursuing writer/artistic development when their finances and judgment dictate that the monetary rewards outweigh the risks.

Country Radio Seminar Draws 700

NASHVILLE — An estimated 700 members of the music and radio industries descended on Nashville Feb. 17 for the 14th annual Country Radio Seminar at the Opryland Hotel, making it the most successful opening of the yearly gathering to date. Following up on the seminar's "Growth Through Sharing" motto to the hit, registrants looked forward to a diverse line-up of informative panels that would reflect the issues and concerns of the radio industry while focusing on the specific needs of programmers in the widespread country format.

Among the topics: "Radio and Music: Past, Present, and Future" by Chris Brown, "Country Seminar: The Best of Both Worlds" by Jimmy Capps, "Emphasis on the Recording Industry" by Joe Blandon, "Country...The First 100 Years" by Don Large, "Cedarwood: 100 Years in the Making" by Joni Newberry, and "Country Music: The Last 100 Years" by Joni Newberry.

New Owners Acquire Sound Emporium Studio

NASHVILLE — Following a purchase agreement involving four separate parties, the Sound Emporium recording facility has changed hands, with co-owner Roy Clark retaining a share of the interest in the studio. Studio president Jim Williamson and CAC Investments acquired ownership, with Clark remaining as a co-owner and Barry Butler relinquishing his interests in the property.

Two Annual Spring Tourneys Scheduled

NASHVILLE — Preparations are being made for the 1982 annual Metro Celebrity Invitational and the 1982 Acuff-Rose Golf Tournament. The former event, slated for April 29-May 1, will be conducted at Lakeside Farms Ranch in Franklin, Tenn. The Acuff-Rose tournament is scheduled for May 9-10 at the Henry Horton State Park in Chapel Hill, Tenn.

Three of the original founders of the tennis tournament — Helen Farmer, Country Music Assn. (CMA), Nashville's first golf tournament, and the annual Acuff-Rose Invitational have been named as tournament coordinators.

Funds from the $80-per-player entry will benefit the CMA, CMA, and the Nashville Chamber of Commerce. The tournament will be played at the Lakepointe Golf Club in Franklin, Tenn., with three categories of doubles entrants from within and outside of the music industry eligible. Last year's tournament netted $12,000 for Nashville Memorial Hospital.

The Acuff-Rose golf tournament has been conducted in conjunction with a Nashville Country Music Festival, and last year's awards banquet was capped by a performance by the late Marty Robbins.
**COUNTRY RADIO**

**THE COUNTRY MIKE**

**SPOTLIGHT ON NEW REPORTERS** — Each week for the next several weeks Cash Box will spotlight one of the five new country reporting stations. This week we would like to introduce KVOX-FM/Moorhead, Minn. (K100). KVOX's 100,000-watt full-time country FM with a 440-foot tower located just south of Moorhead. The station follows a "more music" type of format with five to eight minutes of news per hour. Howard Hansen serves as general manager, Eric Clendenin, program director, and Brandy Lee is currently being trained to take over as music director. At this time, KVOX is involved in an album giveaway promotion designed to recycle the audience from day-part to day-part. The station line-up goes as follows: 6 to 10 a.m. is Ken Donovan, Brad Davis follows the midday shift from noon to 4 p.m., Joe Warren works the afternoon drive from 4 to 8 p.m., Lauren Michaels goes from 8 p.m. to midnight, and from midnight to 6 a.m. is Pete Miller. KVOX-FM is a member of the Freedom Broadcasting Communications Corporation of Wausau, Wis.

**BREAKFAST IS SERVED** — WWVA/Wheeling is serving the fourth annual Free Breakfast Feb. 28 at the Ohio Valley Mall from 8 to 11 a.m. Over 8,700 people attended the breakfast in 1982, and WWVA sales manager Fred Gardini is hoping to have over 10,000 this year. During the previous years, the station's staff has prepared and served the food, but this year Restaurant sponsors are participating, enabling the radio staff to serve a greater number of people. Ed Lee covers the promotions, and will assist in serving as well as cleaning up.

**MY FIRST TASTE OF KOKO** — Ed Bruce recently appeared in Austin as the first artist in KOKO-FM's "Four-in-a-row Concert Series." Touring in support of his current "My First Taste Of Texas" single, Bruce performed at the Double Eagle Club as part of the station's promotion push behind its "four-in-a-row" programming efforts. Picture the stage as its (id-Tim Williams, KOKE, Bruce; and David Anderson, KOKE. This will also be made easier by the Oklahoma City Jaycoves who have volunteered their services and will assist in serving as well as cleaning up. WWVA air personnel serves as band director, Braxton Lacy is the music director, Ken Donovan acts as broadcast live over WWVA. Food and other essentials are being supplied by various sponsors.

**MA'S PARTY BENEFIT** — KWEN/Tulsa, KOTV-TV and Dukes Country Club are promoting a party in honor of the last M'A'S'H episode. Guests will be dressed in typical army attire, and contest prizes will be awarded to the male and female chosen as the best dressed. The party is scheduled for Feb. 28, and all proceeds will go to the Children's Medical Center.

**STATION CHANGES** — Art Greenburg has been named to the position of national sales manager for WHK/Cleveland. Greenburg will be responsible for developing and coordinating all national spot and sport activity, as well as overseeing all local sport sales. He joined WHK in 1978 as an account executive, was then promoted to local sales manager and later appointed to his most recent position as national sports coordinator. Also at WHK, Robert Stern will be taking over the position of regional sales manager. Stern will be responsible for all station regional sales as well as helping to direct select segments of local and political sales. Stern has been with WHK since 1978. Previously he had been account executive and media director for various Cleveland-area stations. And was responsible for the advertising and promotion of local radio stations. He became operations manager in 1979 and assumed his most recent position as station manager in 1981. Steve Dunn has been named general manager of KTOM/Saltina, previously Dunn held the position of general manager and corporate sales manager for KGA/St. Cloud. Dunn has been the key account executive and was appointed program director of the station. He became operations manager in 1979 and assumed his most recent position as station manager in 1981.

**THE YOUNGER BROTHERS (MCA MCA-52183)**

**NEW AND DEVELOPING**

- **JOHN CONLEE (MCA 5178)**
  - Common Man (2:37) (Lowry Music Inc./Legends Music/Captain Crystal Music Inc. — BMI) (S. Johns) (Producer: B. Logan)
  - It's Over (Epic 34-032) (Shade Tree Music Inc. — BMI) (L. Williams) (Producers: M. Huggard, R. Baker)
  - WILLIE NELSON (Columbia 38-03874)

- **CLAYTON CLAXTON (Cinema cc101)

- **WAYNE CARSON (EMIH 0017)
  - 1 Yr 2 Mos 11 Days (2:50) (Shady Dell Music — BMI) (W. Carson, R. Reno) (Producer: O. Prods.)

- **ROY CLARK (Churchill CR 94017)
  - 1 Time Hack (Epic/Mississippi Harbor Inc. — BMI/Cross Keys — ASCAP) (R. Lane, J. Johnson, J. Jones) (Producers: R. Clark, J. B. Barnhill)

- **EDDY ARNOLD (RCA PB-13452)

**PROGRAMMERS PICKS**

- **David Haley**
  - WJAS/Jackson
  - Oh No Not My Baby — Taffy McEvoy — MCA

- **Paula Hooper**
  - WMC/Memphis
  - American Made — Oak Ridge Boys — MCA

- **Paul Thorne**
  - KUGN/Eugene
  - Jose Cuervo — Shelly West — Warner/Viva

- **Larry Byers**
  - KPYO/Lubbock
  - Tenderness Place — Karen Taylor — Good — Mesa

- **Bill Payne**
  - WKOT/West Plains
  - This Cowboy's Hat — Porter Wagoner — Warner/Viva

- **Andy Witt**
  - WTSO/Madison
  - Joe Cuervo — Shelly West — Warner/Viva

- **Marc Hahn**
  - KTM/Salinas
  - Fooled — Johnny Rodriguez — Epic

- **Stan Davis**
  - KVAM/Altoona
  - American Made — Oak Ridge Boys — MCA

- **Rhubarb Jones**
  - WLWI/Montgomery
  - It's Written All Over You're Face — Ronnie Dunn — Churchill

- **Lee Manning**
  - WCMS/Norfolk
  - Touch Me — Tom Jones — Mercury

- **Mike Buchel**
  - KBMY/Billings
  - American Made — Oak Ridge Boys — MCA

**ALBUM REVIEWS**

- **TOUGHER THAN LEATHER** — Willie Nelson — Columbia QC 38248 — Producers: Willie Nelson, Bee Spears — List: None — Bar Coded

  Nelson's skills have changed from blue to cloudy in this simply arranged concept LP that reflects his current experimentation with country rock textures that make the band's sound larger than life and widely respected with its audience. While strong vocal harmonies and low-keyed guitars are the primary vehicles for the duo's moving rendition, the melody is the strongest one that the Youngers have had to work with yet, effectively showcasing a voice and polish that are uncommonly well-developed for a new act.

**SINGLES REVIEWS**

**OUT OF THE BOX**

- **ROSANNE CASH (Columbia 38-03705)
  - It Happened Yr (3:19) (Beg Music/Bill Publishing — BMI) (J. Hiat) (Producer: R. Crowell)

  This third song from her impressive "Pre-Show In The Andy's" LP finds Rosanne Cash rambling through a spunky, spunky piece of infectious blues backed with a touch of Motown-influenced horns. Uninterested in an ex, Cash takes on a feeling of brush and indecision in her in this tune through a display of raw energy captured by husband-producer Rodney Crowell.

**FEATURE PICKS**

- **THE YOUNGER BROTHERS (MCA MCA-52183)**

  James and Michael Younger have concocted a single that holds the same smooth, easy gracefulness as Poco, upholding the country-rock textures that made that band the longstanding force. They're widely respected with what has become a strong vocal harmonies and low-keyed guitars are the primary vehicles for the duo's moving rendition, the melody is the strongest one that the Youngers have had to work with yet, effectively showcasing a voice and polish that are uncommonly well-developed for a new act.

Cash Box/February 26, 1983
Major Record Labels Sue 130 Retailers For Illegal Tape Sales

(continued from page 6)

munications, Inc. (WCI). Acts whose records were all illegal also included several interfered and sold included Foreigner, the Gap Band, Van Halen, Kenny Rogers, Diana Ross, Alicia Myers and Eddie Rab- these tapes were found at small retail outlets in 20 counties.

“All the record companies came to us and asked us where the worst tape piracy area was, and we told them it was around New York. It was North Carolina,” said RIAA anti-piracy special counsel Joel Schoenfeld.

Company executives want to do something, but it was Warner Communications who gave the strongest push. So far this year, at least 12 companies, including some from other areas, in North Carolina and had them go to small mom & pop stores, department stores and chains, and then over 100 cease and desist orders to ones selling pirated and counterfeited tape.” Ones who did not comply were named in the suit.

The RIAA reportedly concentrated its efforts in North Carolina because that state was the center of harbor tape counterfeiters and pirates. “Since 1970, we have constantly had more problems with tape in North Carolina than in any other country,” said Schoenfeld. “I couldn’t really tell you why it happened there more than any other place.

Retail outlets were targeted by the RIAA this time because various agencies of the federal government could not cope with them. The FBI has been concentrating its efforts at the manufacturers and major distributors and told us that they did not have manpower to work on the cases we went after them,” said Schoenfeld. “The FBI and the IRS are concentrating their efforts in North Carolina, and of course, being a RIAA member, and the worst areas for distribution and manufacturing.”

Defendants in the North Carolina case include Tom Jordan and Mrs. Allison, Western Photo Arts & Crafts, Choreokee, James and Peggy Joe Parton, Qualla Super & 810, Choreokee, Kenneth Cuthbertson and Melanie Sneed, Tee Pee Twin, Choreokee; Jerry Gibby, Drexel Tex- Convenience, Morganton; Morris, Parker, Parker’s Grocery, Lumberton; Jerry McCullom and James Dean; L&M Sound Center, Red Springs; Danny Moore and Gladys, Support; the Rev. Ralph Sanford; Fuquay Varina; Mildred Grooms, 401 Mobil, Laurinburg; Jimmy Roland, Mid-
diereck 7-11; Raleigh; James & Phyllis Gibson, C.J. 7-11, Lumberton; Ned Barringer, Beverage Outlets, Inc., Ned’s Outlet, Laurinburg; Ken Thomas, Thomas Mini Mart, Fuquay-Varina; John Web, B&W Food Mart, Rawdon; David and Jeff Yount, Pappy’s Market, Granite Falls; Jerry Carter, Raeford; Howard Fields, B&B TV Center, Maxton; Henry Wilson, Wilson’s TV, Fuquay Varina; John Goff Grocer, Pineywoods, P.J.’s Grocery, Lumberton, James Lewis Verner, Pine St. Pawn Shop, Rockingham; James E. and Mrs. Jones, The St. Pauls Record, St. Pauls; John P. Clifton, The Best, Paul’s Lit Market, Warsaw; Ronnie Jarman, Jarman Oil Co, Beaufort; Ray Barnes, Barnes Market, Beaufort; Joe W. Hayes, Smithfield Pawn Shop, Smithfield; Bill Parrish, Zodiac Pawn Shop, Smithfield, Thomas Goodson and Barbara Currim, 7-11, Creedmoor; John and Sam Thorpe, Thorpe’s Main St. Music, Oxford; A.W. Taylor, Missing Link Exxon; Oxford, Earl Gooch and Curtis Brogdon, Steverson’s Grocery, Creedmoor; Roy Parrott, Parrott Foodmart, Oxford; Roy Vann and Richard F. Sauls, 2nd Discount Electronics, Selma; Ralph and Sanfra Boydin, Cookie’s Ice Cream, Zebulon; Red Sam and Shirley Pickwick’s Texaco, Bailey, Ernest and Bill Privette, Zebulon Auto Parts, Inc., Zebulon; Dennis Taylor, privately held, Littleton; Larry Coggins, Horton’s Grocery, Furniture; Julius Rose and Wendy Bates, Tape City, Rocky Mount; Ken Collins and Jerry B. Shaw, Ken’s Quick Market, Rocky Mount; Randolph Bland, Ken’s Quick Market #1; Gib- sonville; Joe Rhen and Dorris, Clyde; Floyd and Connie, Skipper’s, Lumberton; and William Leigh, Leigh’s Stop and Shop, Elon College; Osborn and Timmy Coward, Pocketlockers Food Center, Rocky Mount; Carl Harris, Triangle Variety, Jacksonville; W.E. Hughes, Hawk’s TV, New Bern; Durwood Pypad, Wades Phones Center, Jacksonville; Bob Fisher,Reality Foods, Lumberton; Joe McN- wean, Beach Grove Mini Mart, New Bern; and Kenneth Cuthbertson, Little Cubs, Cherokee.

Busch Boycott

(continued from page 12)

He maintained that if there was more “unanimity” in support for the boycott, there would clearly be more people openly supporting it. The Busch Boycott effort didn’t go unnoticed.

However, NABOB’s executive director Jim Winston said that the 115-member group voted to support Jordan’s efforts during its annual convention held last Sep-
tember and that it planned to show support by airing public service messages about the issues involved and urge public sup-
port of boycott efforts.

This task might prove difficult given that some radio and TV syndicators do receive Anheuser-Busch ads, such as the Los Angeles Syndicate, which is owned by the (RCA) with second delivery spotted to black stations, the more than 30 stations participating in the Budweiser Talent Showdown and stations which program syndicate Westbrook One’s Special Edition sequence hosted by Sid McCoy and sponsored by Anheuser- Busch.

“All he asked our stations to do was to air programming concerning his boycott,” said Tom Jordan. “We didn’t tell this advertiser on black radio, we doubt very much that it would give any programming to stations that support the boycott and we have not addressed this issue, whether we would boycott specific shows sponsored by Budweiser.”

Syndicators and owner Bob Dockery does not express much enthusiasm for boycotting Budweiser.

Copyright Law Review Set For Spring in Canada
by Kirk LaPointe

OTTAWA — A significant step toward revising copyright law in Canada is about to be made and new laws may be before the House of Commons for consideration this spring. Communications Department officials say that a move in both the Commons and Senate is expected to begin the legislative process.

Communication Minister Francis Fox and Consumer and Corporate Affairs Minister Lawrence Grossman, the two Cabinet ministers with responsibilities in the copyright field, were expected late last week to iron out "the final two or three" of minor differences between their staffs' studies on the matter, an aide in Fox's office said.

Vid Rentals Plan Set For April
Debut In Japan
by Kozo Otsuka

TOKYO — In an effort to control the unauthorized rental of compact discs and videocassettes, the Japanese Video Software Association will begin a formalized nationwide system in April. A special committee made up of manufacturers and retailers will be set up to run the program, which will involve a coordinated effort by software manufacturers and retailers.

Under the new plan, the association's Rental System Committee will serve a clearinghouse role. At a minimum, the association's members and related wanting to enter the rental market will receive a regular report on the rental market. The manufacturers and retailers will be required to submit a list of the titles to be available, and retailers will be required to certify the committee by the formal, receiving permission from the association to enter the rental business.

Permits for the association formalized in a contract, will also include the following requirements:

- Rental of video software will be permitted for private use in the home.
- The rental period shall not exceed one year.
- Any duplication of copying screen images, which are rented, and re-rental or re-sales, alteration of titles, or any other modifications are prohibited.

The new system was developed, according to association president Takuro Shimizu, to help promote the orderly and fair rental of a rental market alongside the already existing one for sales. In addition, Shimizu added, the system will also protect the copyright owners and the manufacturers whose product is currently being rented without permission.

Draft legislation was expected to take four to six weeks. But introduction of the bill will wait until the next Commons session. That should take place after the House adjourns for the Christmas break. The new session will begin with the traditional speech from the throne. Among the items in the speech, according to communications officials, copyright intention in the coming session, will be copyright revision, broadcast and recording and permission of foreign works.

The new copyright bill, other sources say, is expected to toughen penalties for copyright theft, including piracy, counterfeiting and damaging software. The record industry has been urging substantial revisions to the 1924 Copyright Act for several years.

Under existing laws, counterfeiters can be fined $200 per unit to a maximum of $200. A jail sentence is possible, but rarely imposed.

Despite recent vigilance by the Canadian Recording Industry Assn. (CRIA) and its members, sales of blank tapes and discs are a laughing stock internationally, and Canada has become the undisputed hub of illegal copying. The record industry has been urging substantial revisions to the 1924 Copyright Act for several years.

Innovo Certification
NEW YORK — Several CBS Records International (CRI) albums have received a certification abroad. "To Toi," by Toto, has sold over one million units abroad and has achieved platinum status in Canada. At the same time, Canada, West Germany, Italy, the Netherlands, Belgium, Sweden and Switzerland, have awarded the group's fourth album gold status.
Fender Mapped Out Pro Sound Strategy

Fender Musical Instruments is the brand name of several companies that manufacture musical instruments and accessories. The company is known for its line of guitars, basses, and amplifiers, and has been a major player in the music industry since its inception.

The company's strategy is focused on creating innovative and high-quality products that meet the needs of musicians worldwide. Fender is committed to delivering superior customer service and support, and is known for its loyal customer base.

In addition to its line of musical instruments and accessories, Fender also offers a range of software and apps that help musicians create and record their music. Whether you're a professional musician or just starting out, Fender has something for you.

Fender's commitment to quality, customer service, and innovation makes it a leader in the music industry. From guitars and amplifiers to software and apps, Fender offers a comprehensive range of products that meet the needs of musicians of all levels.

Cortez

Cortez was a popular brand of guitars manufactured by Fender. The company's commitment to quality and innovation has made it a driving force in the music industry, and Cortez guitars have been a favorite among musicians for years.

Cortez guitars are known for their high-quality craftsmanship and exceptional sound. The company's dedication to innovation and customer satisfaction has helped it remain at the forefront of the music industry.

Whether you're looking for a high-quality guitar or a top-of-the-line amplifier, Fender has something for you. From Cortez to other popular brands, Fender offers a range of products that meet the needs of musicians of all levels.

Record Merchants Dig Out From Mid-Atlantic Blizzard

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Record Merchants Dig Out From Mid-Atlantic Blizzard...
THE RHYTHM, SECTION

A SHOCK — Al Perkins, manager of recording acts such as One Way, Al Hudson, Alicia Myers and Oliver, was found shot to death Feb. 13 in his Detroit offices. Perkins 51, was killed by a single shot to his chest-abdomen area. Because there was no force entry to the office, Detroit police are speculating that the manager may have been shot by someone he knows. According to some reports, there are several locks on the office door, and none were forced open. Perkins had a permit to carry a gun, but the firearm was reportedly in the glove compartment of his car at the time of the shooting.

RETURN OF THE NATIVE — in celebration of his 50th birthday, much-lauded producer Quincy Jones will return to his Seattie, Wash., hometown for a pair of special concerts aimed at raising funds for local schools. Saturday, March 12, Jones will appear with the Seattle Symphony and special guests Patti Austin, James Ingram and Ernie Watts during a show at the Paramount Theatre, a black tie affair to raise funds for his alma mater, Garfield High School, and the Seattle Central Community College. While tickets for the fund-raising affair will go for $250 a pop, another concert by Jones will be held at the Seattle Arena at prices for the masses. Washington Gov. John Spellman and other dignitaries during a larger gala dinner in April 11 and will proclaim March 14 (the artist’s B-Day)”Quincy Jones Day” in Washington.

ENSHRINED — B.B. King, Bobby Bland and Memphis Slim are slated to help the Smithsonian Institution celebrate “The Memphis Blues Tradition,” April 29-May 1 at the National Museum of American History in an all-star concert that will include in-dition to the concerts by that mentioned venerable line-up, discussions and films will highlight other activity, including a tribute to the upcoming black radio broadcast host Nat D. Williams, famous for his Amstur. Night at Beale Street’s Palcos Theater in Memphis. The event is part of the Smithsonian performing arts Program in Black American Culture. The Beale Street Jug Band with Laura Dukes, Hammix Nixen and Von Zula Hunt will also perform each concert night. Film and taped performances of Memphis artists like Gus Cannon, Sleepy John Estes, Furry Lewis and Bukka White will also be shown.

YBPC UPDATE — The Young Black Programmers (YBPC), in its recent newsletter, reported that WHUR, the Howard University commercial radio station, has launched a national syndication program. The syndicated shows, which are received via cassette by more than 50 stations, include: Lifestyle ’82, a show on leisure living; Hot Ticket, a program about black music of the airwaves; D.C., a show on the D.C. scene; You Know, a series of interesting facts about young people; and Investor’s Guide, a program dealing with investment possibilities for the black family. The YBPC newsletter also noted that the next meeting of the coalition would be April 9-10 at the Jackson Sheraton, Jackson, Miss. The YBPC, headed by president Randy Sterling of KGBC/Galveston, held its annual national meeting last November in Houston, Texas.

“ATOMIC DOG” VICTOR SET — Well, George Clinton could never do anything simply. So the upcoming promotional video clip for his “Atomic Dog” 45 on Capitol Records, will feature the head funkateer performing his craft in the setting of an “Atomic Dog” video game, which is actually being developed along with the promo clip. To be produced by the staff at Homer & Assoc., pioneers of video animated graphics, the clip is scheduled to begin shooting Feb. 23 at the Sunset Gower studios in Hollywood, Calif., where a full-blown production of the “Atomic Dog” will be shot featuring Clinton, dancing girls and “giggles.” As Homer & Assoc. spokesperson Claudia Becker put it, “The theme of the video clip is centered around the video game theme, which is for the Atomic Dog to chase the proverbial cat, and believe me you can take that as many ways as you want.” With George Clinton there’s only one way to take it, funky. Homer & Assoc. was approached to do the video by Capitol, which has used the company on Steve Miller’s “Abracadabra” promotional video and on the latest by hard rocker Billy Squier.

SUNNY EXCURSION — He’s from Nigeria, a place not known as a hot seed-bed of international commercial music. But King Sunny Ade and the African Beads have had U.S. audiences chanting for more despite limited exposure of his music in the States through radio, TV or print. Here to promote his latest LP, “Jujju Music” on Mango Records, King Sunny left crowds in awe following dates in New York, Washington D.C., and Boston, stops he and the band made as part of their 25-city tour. The Nigerian troupe is to play Berkeley’s Zellerbach Hall Feb. 25 and will also play Hollywood’s Palladium while on the West Coast. King Sunny, actually a prince in the traditional ruling family of Nigeria’s Ondo State, is set to release two albums this year, second Mango LP, during April. He has released more than 40 albums during his career.

SHORT CUTS — “Return of the Funky Girls” is the name of the Gumba A Break segment on NBC-TV that will feature RCA recording trio the Pointer Sisters. The sisters play long-time friends of screen star Neil Crawford, who they visit after 15 years to make amends for an emotional rift. The segment was written by J. Stanford Parker and directed by Jim Drake.
Black Radio Highlights

V103 — ATLANTA: SCOTTY ANDREWS, PD — #1 DeBARGE
<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Number</th>
<th>Distributor</th>
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<tr>
<td>1</td>
<td>THRILLER</td>
<td>MICHAEL JACKSON</td>
<td>(Virgin/Epic 06385-1)</td>
<td>CBS</td>
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<td>2</td>
<td>BUSINESS AS USUAL</td>
<td>MIKE MANN</td>
<td>(Capitol ST-12245)</td>
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<td>THE DISTANCE</td>
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<td>H2O</td>
<td>DARYL HALL &amp; JOHN OATES</td>
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<td>BUILT FOR SPEED</td>
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<td>LIONEL RICHIE</td>
<td>PAT BENATAR</td>
<td>(Motown 8007 ML)</td>
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<td>GET NEVROUS</td>
<td>JOURNEY</td>
<td>(Chrysalis FC-38041)</td>
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<td>RIO</td>
<td>DURAN DURAN</td>
<td>(Virgin/Epic 06385-1)</td>
<td>CBS</td>
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<td>IV</td>
<td>TOTO</td>
<td>(Capitol FC-38150)</td>
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<td>SAMMY HAGAR</td>
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<td>(Bravos/Epic AR-38480)</td>
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<td>THE YOUTH OF TODAY</td>
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<td>OLIVIA NEWTON-JOHN</td>
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<td>RIC OCASEK</td>
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<td>LEXICON OF LOVE</td>
<td>ABC</td>
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R&B, Country Tributes, Early Footage Mark 25th Grammys

NOTES (continued from page 6)

In this year’s Grammy Awards show, NARAS “changed the very strict rule that only nominated songs can be performed.”

Load With Talent

As a result, there is quite a diversity of talent lined up. As previously announced, guests for the event, hosted by John Denver, include Count Basie, Ray Charles, Jerry Lee Lewis, Lena Horne, Eddie Murphy, Elton John, Bill Monroe, The Spinners, Rickie Skaggs, and Kenny Rogers, while numbered among the presenters are:

Fender Ships New Sound Equipment

Ralph Cox was named to oversee R&D at Fender’s Fullerton, Calif. plant. A 16-year veteran of the industry, Cox has held a number of top posts, including vice president and general manager at A&F Industries; director of marketing at A&F and director of development for Gibson, in addition to years in consulting of design, manufacturing and marketing for a number of other major speaker and amplifier companies.

Fender veteran Bob Haigler was placed in the position of engineering manager and electronics designer, coordinating the activities of both the in-house engineering team and outside consultants. Haigler heads the effort to compile and analyze competitive hardware, as well as research new developments in electronics, to make recommendations for Fender’s own products.

Rounding out the team is manager of audio products design Cal Perkins. A highly regarded design specialist, Perkins was most recently engaged in the design of 10 amplifier modules while with Marantz, and he built the Perkins Box) family of loudspeaker enclosures. Perkins is also currently involved with Northwest Sound and Anchor in product and system design, and was most recently an engineering manager at Biamio Systems.

Woolfley indicated that dealers will be given their own specific tailored presentation, with the first phase to be store- and store-location-based. The second phase will be network-based, for a total of approximately 300.

We’re going to support the (products) with all the manuals and applications notes,” said Woolfley, “to give as much help and information from the factory as possible.

An ad campaign will be “coordinated with the release of product.”
AROUND THE ROUTE
by Camille Compasio

A proposed video tax bill, currently before the Tennessee state legislature, has area operators very concerned. The exact specifications of the bill are a bit unclear but the interpretation is that its passage would place a substantial financial burden on Tennessee operators, hitting them with a license fee as well as a per machine assessment. As explained by Tom Jackson, executive director of the Amusement & Music Operators of Tennessee, an annual state tax would cost an operator a straight $1,000 license fee plus $200 per machine annually, which could add up to a very tidy sum depending upon the number of machines on the route. This particular tax, he added, would not be limited to video games but would include all coin-operated music and games equipment. As he further pointed out, Tennessee is faced with financial problems (similar to those of numerous other states) and is seeking a source of revenue. What hasn't helped matters, he said, is the false impression many have about the earning power of amusement machines. AMOT has been monitoring the situation and will continue to do so. A series of regional meetings were set up during the month of February to map out (continued on page 33)

THE CHAMP — Pictured is Bob Frommelt, 16, at the Williams’ "Robotron" video game he played for 48 hours straight to achieve a final score of 200,119,025. He completed his marathon on Dec. 30, 1982 at the "Go Bananas" arcade, (Cash Box, Jan. 15), which is located at 1798 Central Ave. in Dubuque, Iowa. Arcade owner Dale Winter, who was among those who witnessed the feat, noted that Frommelt is an avid video fan and one of the top players in the area, having some time back established a regional record of 42 hours on Atari’s "Asteroids." The December 30 achievement, however, is his most significant to date, and was rewarded by the arcade with a commemorative trophy.

Bally Posts Record Earnings Despite Fourth Quarter Dip

CHICAGO — Bally Manufacturing Corp. posted record earnings for the year ended Dec. 31, 1982, despite a 50% drop in fourth quarter profits.

For the year, earnings increased 11% to a record $91 million, or $3.20 a share, from $81.7 million, or $3.03 a share, in 1981. Revenues rose 45% from $1.29 billion from $864.9 million.

The company blamed the weakening market for coin-operated video games for its first quarterly decline in earnings since the first quarter of 1980. For the last three months of 1982, earnings fell to $9.2 million, or 35 cents a share, from $18.3 million, or 68 cents a share, in the similar period of 1981. Revenues rose 13% to $244.8 million from $217.4 million.

Commenting on the fourth quarter results, Bally Chairman Robert E. Mullane said, "All segments of the company’s operations in the coin-operated video games industry were impacted by weakening market conditions that commenced early in the third quarter. As a result, shipments of new games, both at the manufacturing and the distribution levels, were reduced from the previous year."

In a statement, Mullane went on to say that Bally’s distribution operations “took action to reduce inventory levels to be more in line with current demand, thus depressing margins in that part of our business.”

Nevertheless, Mullane said the company is (continued on page 33)
INDUSTRY NEWS

Centuri Reports Net Loss For '82

CHICAGO — Centuri, Inc. reported operating results for the fiscal year ended Oct. 31, 1982. Simultaneously, the Hialeah, Fla.-based manufacturer of high technology video games and distributor of sporting goods, announced its plans to change its fiscal year (ending Oct. 31) to a calendar year ending Dec. 31.

Revenues for fiscal 1982 were $37,590,705, with a net loss of $2,933,222, or 29 cents per share. This compares with revenues of $61,449,366, a net loss of $3,475,274, or 36 cents per share for the fiscal year ended Oct. 31, 1981.

Revenues for the fourth quarter ended Oct. 31, 1982 were $24,006,267, with a net loss of $1,549,161, or 16 cents per share. This compares to revenues of $23,901,717, with a net profit of $2,297,941, or 26 cents per share for the comparable period in 1981.

Unaudited revenues for the two-month period ended Dec. 31, 1982 were $20,656,365, with unaudited net income of $922,767.

Positive Acquisition

“The most recent operating results demonstrate the positive effects of our acquisition of Outdoor Sports Headquarters, Inc.,” said Milton Koffman, board chairman of Centuri.

“The video game industry remains difficult, however, we are encouraged by the acceptance of our newest product, Time Pilot.

“Additionally, the months of January, February and March have traditionally been productive for Outdoor Sports Headquarters, Inc.,” Koffman continued. “These factors give us reason to be cautiously optimistic about our quarter ending March 31, 1983.”

Outdoor Sports Headquarters, Inc., which is involved in the wholesale distribution of sporting goods, is headquartered in Dayton, Ohio.

UCLA To Sponsor Game Symposium

LOS ANGELES — UCLA Extension plans to hold a JUNE 11-13, 1983 symposium called “Video Games and the Graphic Designer” on March 4-5 at the Ambassador Hotel here. The two-day event will include talks by industry experts, an exhibit of innovative hardware items and play-time experience with the latest video games. Representatives from the video game trade will discuss issues such as the psychology of game playing, designing games for female arcades, the economics of the business, technical issues facing game graphic designers and a historical perspective of the electronic amusement field.

Among the various speakers expected to deliver speeches to the conference attendees are Jay Smith III, president of L.A.’s Western Technologies, Inc.; Michael Becker, graphics supervisor for Los Gatos, Calif.-based Imagic; Lane T. Hauck, director of game development at San Diego’s Sega Electronics, Inc.; Arnie Katz, co-publisher and editor of the consumer magazine, Electronic Games; and Chris Crawford, the head of game design research at Sunnyvale-headquartered Atari, Inc.

The fee for the full program is $185 and passes for a single day are $125, with fees covering food, entertainment, parking, materials, coffee breaks, admission to the hardware exhibit and play-time. The exhibit will also be open to the general public Friday from 9 a.m. to 5 p.m. and Saturday from 9 a.m. to 1 p.m. for a $7 admission charge. For further information about the conference, write to the Graphic Design Program, The Arts, UCLA Extension, P.O. Box 24901, Los Angeles, CA 90024 or call (213) 206-8503.

Bally To Acquire Health & Tennis Corp. Of America

CHICAGO — Bally Manufacturing Corporation and the principle shareholders of Health & Tennis Corporation of America announced that they have reached agreement in principle for the purchase by Bally of the capital stock of HTCA. It is also Bally’s intention to acquire shares held by third persons in HTCA’s subsidiaries, other than the publicly held shares of an HTCA subsidiary and shares of certain recently acquired subsidiaries. HTCA operates about 280 health and fitness centers in 20 states across the country, the District of Columbia and Windsor, Ontario, and is the largest organization of its kind in the world, with over 1,000,000 members. Its revenues during its last fiscal year, ended July 31, 1982, were approximately $140,000,000.

The purchase price in the transaction, which is scheduled to close in the first quarter of 1983, will be a maximum of approximately $140,000,000, reduced to the extent that Bally purchases less than all of the capital stock of the HTCA subsidiaries. Terms call for payment of approximately $80,000,000 at the closing and an earn-out of up to $60,000,000 payable over the next five years. The transaction is subject to the execution of a definitive agreement, approval of the Board of Directors of Bally and compliance with other customary conditions and regulatory requirements.

Bally, through its chairman and chief executive of Bally, stated, “HTCA is an excellent fit with our other amusement and health maintenance service and equipment operation in the field of physical fitness and recreation. We believe there are significant growth opportunities in this field, both for Bally and for the highly qualified management and employees of HTCA.”

World Wide Opens Missouri Branch

CHICAGO — Fred Skor, president of Chicago-based World Wide Distributors, announced the recent opening of the firm’s third branch office, which is located at 2715 Olive St., St. Louis, Mo. 63103. The telephone number is (314) 652-1155.

A grand opening will be held on March 15, with company executives as well as manufacturers’ representatives in attendance to greet customers and celebrate the occasion.

The new branch, headed by manager Jerry Womble, is housed in a 13,400 square foot facility that is conveniently located off a main road to provide ample parking and loading dock, a spacious showroom, a complete parts department and a large stock of equipment.

Manager Jerry Womble brings to his post 15 years of experience.

SCHOOL IN SESSION — Northwest Sales Company of Seattle, Wash. sponsored a two-day Bally Midway service school this past December, focussing on the factory’s video and pinball products. An average of 60 students, composed of operators and service personnel, were present at each of the two sessions, which encompassed all aspects of service, repair and maintenance. Instructors were Andy Ducey, whose presentation dealt exclusively with Bally Midway video games, and Ed Schmidt, who covered the factory’s pinball machines. Summing up the response to the program Northwest’s Steven Levy commented, “As in past years, we are receiving a lot of grateful comments from our customers extolling the many benefits derived from the Bally Midway service school.”

Bogus ‘Pac-Man’ & ‘Ms. Pac-Man’ Video Games Seized In New York

CHICAGO — More than 70 counterfeit “Pac-Man” and “Ms. Pac-Man” coin-operated video games were seized recently from various locations in Manhattan, Brooklyn, Queens, Westchester, Long Island and the Bronx in New York. Bally Midway Mfg. Co., the U.S. manufacturer of the “Pac-Man” and “Ms. Pac-Man” games, announced that it had obtained the seizure orders from the federal court in Brooklyn. This is the third time that Bally Midway has obtained court orders authorizing seizures of counterfeit “Pac-Man” video games in New York since last August.

The complaint filed with the court charges the owners of the alleged counterfeit games, “Pac-Man” and “Ms. Pac-Man” games by operating the counterfeit games for profit. The complaint also charges various “John Does,” owners of the counterfeit games at the locations. According to affidavits on file with the court, the owners of the locations from which the counterfeit games were sold were probably not the owners of the counterfeit games, although the locations owners profited from the deposit of coins in the games. The unknown owners of the counterfeit games are believed to split the proceeds from the games with the location owners, according to Bally Midway.

Different Names

As Bally Midway reported further, some of the seized games had different names than the Bally Midway games, such as Pac-3, Pac-4, Ms. Pac 10, Mrs. Pac-Man, Puckman, Bite Monster, Gobbler, Astro Fighter, Video Entertainment and Piranhas. According to the factory, in other cases courts have ordered the seizure of games called Cruncher, Buccanear, Barracuda, Mighty Mouth, Popeye, Popman, Euger Eater and Munch Man. All of these games look and play substantially like Bally Midway’s Pac-Man game, although the cabinets of the counterfeit games are usually quite different.

A spokesman for Bally Midway said that the company intends to identify the owners of the counterfeit games, so formally serve them with the complaint in the pending action, and to vigorously prosecute the case. The spokesman also said that Bally Midway intends to continue to enforce its right in the Pac-Man and Ms. Pac-Man copyrights and trademarks against other infringers.

D.W.I. Data Formed

CHICAGO — Harry Monette, chief executive officer of H M Industries (St. Louis, Mo.), manufacturers and distributors of coin-operated equipment, announced the formation of D.W.I. Data Corporation. D.W.I. Data Corporation will develop, manufacture and distribute a coin-operated breath analysis device designed to warn intoxicated drivers of any alcohol content in their system.

Feb. 20-22: St. Carolina Coin Operators Assn.; state convention; Holiday Inn/ City Center; Columbia.

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

April 7-10: Florida Amusement Vending Assn.; state convention; Curtis Hilton Hall; Tampa.

April 8-10: North Dakota Coin Machine Operators Assn.; state convention; Kirkwood Motor Inn; Bismarck.

April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif.

April 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif.

April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.

May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Kennesaw Lake, N.Y.


June 9-12: Amusement & Music Operators of Tennessee; state convention; The Peabody; Memphis.

June 16-18: Ohio Music & Amusement Assn.; annual exposition; Hyatt Regency Columbus; Columbus.


Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.
New Equipment

Jumps," its newest video game that offers a high challenge driving theme where the player controls a Super Car. An 8-way joystick allows for full control of the car.

A fast-paced obstacle course further enhances the challenges of the game and underscores its name, since jump and jump is exactly what takes place as the player’s car bumps enemy cars off the road into side walls, gaining points according to which type of car is hit. There’s the Master Racer on the right, the Oil Sticker Thrower on the left, the two Hot Cars up ahead and more. The enemy cars move at random to keep the player constantly on guard. If all of these cars can be avoided on a given course, 50,000 bonus points are gained. When the player has effectively run the course, he then refills, collects his bonus points and goes on to the next screen.

Adding another dimension to the game is the jump button. By jumping, all large obstacles can be cleared at a single bound, and these include all spills, rocks, rivers, lakes, road barriers and other cars. The jump can only be made, however, when the car reaches 100 mph or more.

Devious Device

At its recent gathering of distributors in Northern California, Atari presented its latest coin-op machine, "Xevious," licensed from Japan’s Namo Ltd. game company. A fantasy/adventure game featuring exquisite graphics and a special computer which activates higher levels of play depending on the arcade’s personal skills, Xevious pits customers against an evil empire which once populated the earth (a la Erich Von Daniken’s Chariots of the Gods) and now come back to reclaim it.

Players use eight-position joystick to guide an advanced aircraft known as the Solvalou, which is on a search-and-destroy mission to wipe out the alien Xevious forces. A Zapper button is capable of hitting air targets, while a blaster button is utilized for striking enemy vehicles on land. While searching for the enemy, the Solvalou cruises over forests, rivers, deserts, oceans and landing strips and meets over 50 different adversary targets. Dastardy futuristic foes include the Toroid Patrol fleet, Torkan scout ships, Zosh death squad machines, a flotilla of flying mirrored monoliths known as Bascula resistor shields, and much more. After fighting garrison upon garrison of the evil Xevious forces, the player confronts the Andor Genesis Mother Ship, which can only be disabled by a direct hit to the central reactor.

Points are given for each of the enemy targets destroyed during the mission, with bonus lives granted at 20,000 points and every 60,000 points thereafter. Operator options include game difficulty, number of lives and bonus levels. Besides its dynamic visual display and smooth response, players should enjoy the challenge of discovering the "secret ending" of the battle for the planet which is on a revealed to the advanced Solvalou pilot.

Wild Ride

Data East, Inc. of Santa Clara, Calif. announced the release of "Blump ‘N’ Turnaround," its most popular video game that offers a high challenge driving theme where the player controls a Super Car. An 8-way joystick allows for full control of the car.

A fast-paced obstacle course further enhances the challenges of the game and underscores its name, since bump and jump is exactly what takes place as the player’s car bumps enemy cars off the road into side walls, gaining points according to which type of car is hit. There’s the Master Racer on the right, the Oil Sticker Thrower on the left, the two Hot Cars up ahead and more. The enemy cars move at random to keep the player constantly on guard. If all of these cars can be avoided on a given course, 50,000 bonus points are gained. When the player has effectively run the course, he then refills, collects his bonus points and goes on to the next screen.

Adding another dimension to the game is the jump button. By jumping, all large obstacles can be cleared at a single bound, and these include all spills, rocks, rivers, lakes, road barriers and other cars. The jump can only be made, however, when the car reaches 100 mph or more.

Newlander Joins Atari Sales Staff

MILPITAS, Calif. — James P. (Jim) Newlander, 36, is the newest member of the sales team at Atari, Inc.’s coin video games division. A 23-year veteran of the coin machine industry, Newlander has been appointed eastern regional sales manager for the division. He will be in charge of Atari’s eastern, N.J. facility, according to its president, Alan LaRoux.

Prior to joining Atari, Newlander was a regional sales manager with D. Gottlieb & Co. He also served as vice president of Coffee-Mat, a coffee and snack vending machine manufacturer, and as vice president of marketing for Rowe International.

"Jim Newlander’s wealth of experience in this business coupled with the talents of our existing sales team makes for a winning combination," commented Jerry Marcus, executive vice president of sales for the division. "With Atari’s 1983 product lineup already in the spotlight, we’re looking ahead to even greater successes in the coming year."

Newlander received his Bachelor of Science degree in Economics from the University of Wisconsin. In addition, he graduated from the Institute for Organization Management at Michigan State University. He and his wife, Jean, live in Chester, N.J.

D.W.I. Data Formed

(continued from page 30)

lated persons not to drive. Production is scheduled to begin in February of this year.

Officers of the new firm are Harry Mineefer, president and Harvey Zeln, vice president. All N Industries will market the D.W.I. Breath Analysis machine nationally and internationally, H M presently has over 400 distributors in North America, according to the company.

Further information may be obtained by contacting H M Industries, 11780 Lackland, St. Louis, Mo. 63141 or phoning (314) 991-4644.

Bally Earnings Up

(continued from page 31)

satisfied with the overall results for 1982 and expects a turnaround in the coin-operated amusement business later this year.

"Bally’s management was most satisfied with the results of the year as a whole where the company produced an increase in earnings of 5.6% over 1981, which was itself a record year," he said. "The weakness in the coin-operated amusement business continues in the first quarter of 1983, but we believe that, with an improving economic picture unfolding, it should gather strength during the latter part of 1983."

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### POP

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<tr>
<th>Song Title</th>
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<th>Label/Release Info</th>
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<td>&quot;Stray Cat Strut&quot;</td>
<td>Stray Cats (EMI America B-8122)</td>
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<td>&quot;Do You Really Want to Hurt Me&quot;</td>
<td>Culture Club (Epic 34-03068)</td>
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<td>&quot;Baby, Come to Me&quot;</td>
<td>Patti Austin (Cream/Warner Bros. 0605036)</td>
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<td>&quot;Back on the Chain Gang&quot;</td>
<td>Pretenders (Sire 7-02940)</td>
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<td>&quot;Hungry Like the Wolf&quot;</td>
<td>Duran Duran (Capitol B-1155)</td>
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<td>&quot;Goody Two Shoes&quot;</td>
<td>Adam Ant (Epic 34-03071)</td>
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<td>&quot;All Right&quot;</td>
<td>Christopher Cross (Warner Bros. 7-29442)</td>
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<td>&quot;We've Got Tonight&quot;</td>
<td>Kenny Rogers and Sheena Easton (Liberty B-1482)</td>
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<td>&quot;Shame on the Moon&quot;</td>
<td>Daryl Hall &amp; John Oates (RCA PB-13421)</td>
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<td>&quot;Billie Jean&quot;</td>
<td>Michael Jackson (Epic 34-03090)</td>
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<td>&quot;Africa&quot;</td>
<td>Toto (Columbia 36-03036)</td>
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<td>Musical Youth (MCA-42149)</td>
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<td>&quot;Down Under&quot;</td>
<td>Men at Work (Columbia 36-03030)</td>
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<td>&quot;My Kind of Lady&quot;</td>
<td>Supertramp (A&amp;M 2517)</td>
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<td>&quot;I'm Alive&quot;</td>
<td>Neil Diamond (Columbia 36-03050)</td>
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<td>&quot;Breaking Up in Two&quot;</td>
<td>Joe Jackson (A&amp;M 2510)</td>
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<td>&quot;Tied Up&quot;</td>
<td>Olivia Newton-John (MCA-5118)</td>
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<td>&quot;The Other Guy&quot;</td>
<td>Little River Band (Capitol B-5185)</td>
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<td>&quot;Separate Ways (Worlds Apart)&quot;</td>
<td>Journey (Columbia 36-03013)</td>
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<td>&quot;I've Got a Rock 'n' Roll Heart&quot;</td>
<td>Eric Clapton (Warner Bros. 7-29706)</td>
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<td>&quot;Your Love Is Driving Me Crazy&quot;</td>
<td>Sam &amp; Dave (Geffen 7-26944)</td>
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<td>&quot;Heart to Heart&quot;</td>
<td>Kenny Loggins (Columbia 36-03077)</td>
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<td>&quot;Don't Tell Me You Love Me&quot;</td>
<td>Night Ranger (Polydor 87-1071-7)</td>
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<td>&quot;Mr. Roboto&quot;</td>
<td>Styx (A&amp;M 2525)</td>
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<td>&quot;Jeopardy&quot;</td>
<td>Greg Kihn Band (Columbia/Elektra 7-29448)</td>
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<td>&quot;Allevantion&quot;</td>
<td>Billy Joel (Columbia 36-03043)</td>
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<td>&quot;I Don't Care Anymore&quot;</td>
<td>Phil Collins (Atlantic 7-89977)</td>
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### COUNTRY

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<td>&quot;Last Thing I Needed First Thing This Morning&quot;</td>
<td>Willie Nelson (Columbia 38-03085)</td>
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<td>&quot;Everything's Beautiful&quot;</td>
<td>Dolly Parton/Willie Nelson (Monument WSD 04360)</td>
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<td>&quot;If Hollywood Don't Need You&quot;</td>
<td>Don Williams (MCA-52152)</td>
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<td>&quot;Still Taking Chances&quot;</td>
<td>Michael Murphey (Liberty B-1486)</td>
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<td>&quot;C.C. Waterback&quot;</td>
<td>George Jones/Herb Haggard (Epic 34-02400)</td>
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<td>&quot;Till I Gain Control Again&quot;</td>
<td>Crystal Gayle (Elektra 7-69895)</td>
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<td>&quot;Why Wouldn't I Change You If I Could&quot;</td>
<td>Roky Skaggs (Epic 35-02401)</td>
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<td>&quot;The Rose&quot;</td>
<td>Conway Twitty (Elektra 7-69854)</td>
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<td>&quot;Bayou Baby&quot;</td>
<td>Charley Pride (RCA PB-13977)</td>
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<td>Kenny Rogers and Sheena Easton (Liberty B-1490)</td>
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<td>Merle Haggard/Willie Nelson (Epic 34-02490)</td>
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<td>&quot;Honkytonk Man&quot;</td>
<td>Marty Robbins (Warner/11-29467)</td>
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<td>&quot;Swingin' &quot;</td>
<td>John Anderson (Warner Bros. 7-29783)</td>
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<td>&quot;Gonna Go Huntin' Tonight&quot;</td>
<td>Hank Williams, Jr. (Elektra/Curb 7-69861)</td>
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<td>&quot;Inside&quot;</td>
<td>Ronnie Milsap (RCA PB-1330)</td>
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<td>George Jones (Epic 34-02480)</td>
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<td>&quot;Down on the Corner&quot;</td>
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<td>&quot;You Don't Know Love&quot;</td>
<td>Janie Fricke (Columbia 36-04831)</td>
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<td>&quot;Aint No Trick&quot;</td>
<td>Loretta Lynn (MCA-52155)</td>
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<td>&quot;Dixieland Delight&quot;</td>
<td>Alabama (RCA PB-13446)</td>
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<td>&quot;When I'm Away from You&quot;</td>
<td>The Bellamy Brothers (Elektra/Curb 7-69050)</td>
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<td>&quot;I've Had You, Girl&quot;</td>
<td>Earl Thomas Conley (RCA PB-12414)</td>
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<td>&quot;Faking Love&quot;</td>
<td>T.G. Sheppard and Karen Brooks (Warner/Curb 7-69845)</td>
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<td>&quot;Breaking It&quot;</td>
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<td>&quot;American Made*&quot;</td>
<td>Oak Ridge Boys (MCA-52215)</td>
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<td>&quot;Somebody's Always Saying Goodbye&quot;</td>
<td>Anne Murray (Capitol 5-5193)</td>
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<td>&quot;Feels Right&quot;</td>
<td>Tanya Tucker (Atlantic 7-6877)</td>
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<td>&quot;You're the First Time I've Thought About Leaving&quot;</td>
<td>Reba McEntire (Mercury/Polysum 810 338-7)</td>
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<td>&quot;Shadows of My Mind&quot;</td>
<td>Leon Everette (Capitol PB-13261)</td>
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<td>&quot;Talk to Me&quot;</td>
<td>Mickey Gilley (Epic 34-03031)</td>
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<td>&quot;Billie Jean&quot;</td>
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<td>&quot;You Are&quot;</td>
<td>Lionel Richie (Motown 1657 MF)</td>
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<td>&quot;Fall in Love With Me&quot;</td>
<td>Earth, Wind &amp; Fire (Columbia 36-03075)</td>
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<td>&quot;I've Made Love to You a Thousand Times&quot;</td>
<td>Smokey Robinson (Tamla/Motown 1656 TF)</td>
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<td>&quot;Heartbeats&quot;</td>
<td>Yardbirds &amp; People (Total Experience/Polygram TE504)</td>
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<td>DeBarge (Motown 1645)</td>
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<td>&quot;Bad Boy&quot;</td>
<td>Ray Parker, Jr. (Atlantic AS 1030)</td>
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<td>&quot;Knockout&quot;</td>
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<td>Dazz Band (Motown 16508)</td>
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<td>&quot;The Beat Goes On&quot;</td>
<td>OnBeat (Quality/RFC 7082)</td>
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<td>Indeeq (Sound of New York, S.Y. 5102)</td>
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<td>&quot;Outstanding&quot;</td>
<td>The Gap Band (Total Experience/Polygram TE805)</td>
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<td>&quot;Mind Up Tonight&quot;</td>
<td>Melba Moore (Epic 5-15180)</td>
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<td>&quot;Too Tough&quot;</td>
<td>Angela Bofill (Atlantic AS 1031)</td>
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<td>&quot;Baby Come to Me&quot;</td>
<td>Patti Austin (Columbia/Warner Bros. 060506)</td>
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<td>&quot;Atomic Dog&quot;</td>
<td>George Clinton (Capitol B-5201)</td>
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<td>&quot;The Best Is Yet to Come&quot;</td>
<td>Grover Washington, Jr. with Hit &amp; Run Labelle (Elektra 7-69067)</td>
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<td>&quot;Got to Find My Way Back to You&quot;</td>
<td>Tavares (RCA PB-13445)</td>
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<td>&quot;You and I&quot;</td>
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<td>&quot;Are You Serious&quot;</td>
<td>Tyronne Davis (Highlife/SH 2005)</td>
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<td>Marvin Gaye (Columbia 36-03050)</td>
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<td>&quot;Got to Be There&quot;</td>
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<td>&quot;Ms. Got-the-Body*&quot;</td>
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<td><strong>BALLY</strong></td>
<td>Ms. Pac-Man Mini-Myte (2/82)</td>
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<td><strong>GOTTLIEB</strong></td>
<td>Bucko (2/82)</td>
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<tr>
<td><strong>Williams</strong></td>
<td>Solar Man (2/82)</td>
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A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

**PHONOGRAPHS**

Centurion 2001
Artists Deluxe Consul Classic
Lowen-NMS Prestige ES-2
Lowen-NMS Festival
Lowen-NMS 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rowe R-85 (10/82)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Phoenix (12/80)
Seeburg DaVinci (7/81)
Stereo/Seeburg VMC (11/81)
VM Startime Video Jukebox

**POOL TABLES & FOOSBALL**

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynoma Model 37
Dynama-The Tournament football (5/82)
TS Tournament Eight Ball
U.S. Bilardin

**Cocktail Tables**

**AMSTAR**

Phoenix

**ATARI**

Asteroids Deluxe (4/81)
Centipede (6/81)
Pac-Man (6/81)
Pong (4/82)
Space Invaders (6/81)
Taito (8/82)

**SEGAR GREMLIN**

Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (8/81)
Elminator (12/81)
Turbo (1/82)

**BALLY MIDWAY**

Reel-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)
Galaga (11/81)
Kick-Man (1/82)
Ms. Pac-Man (2/82)
Bosconian (2/82)
Tron (8/82)
Solar Fox (8/82)
Blueprint (11/82)

**CENTURY**

Route 16 (4/81)
Paddles (7/81)
Swimmer (10/82)

**ELCON**

Diversions booth size (9/81)

**GAMETECHNICS**

Tri-Pool (1/82)

**GDI**

The Thief (4/82)
Silther (8/82)

**GOTTLIEB**

New York, New York (3/81)

**SEGA/GREMLIN**

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)
Zaxxon (5/82)
Pongo (1/83)

**STERN**

The End (1/81)
Wintlab (2/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungle (2/82)
Frenzy (5/82)
Tazz-Mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)

**TAITO AMERICA**

Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zaxxon (5/81)
Zaxxon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (6/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)
Space Dungeon (7/82)
Jungle King (9/82)
Jungle Hunt (11/82)
Front Line (12/82)

**THOMAS AUTOMATICS**

Triple Punch (6/82)
Oli Boo Chu (7/82)

**WILLIAMS**

Defender (4/81)

**AMSTAR**

Laser Biss (7/81)

**BALLY MIDWAY**

Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)
Galaga (11/81)
Kick-Man (1/82)
Ms. Pac-Man (2/82)
Bosconian (2/82)
Tron (8/82)
Solar Fox (8/82)
Blueprint (11/82)

**CENTURY**

Route 16 (4/81)
Paddles (7/81)
Swimmer (10/82)

**ELCON**

Diversions booth size (9/81)

**GAMEPLAN**

Shark Attack (5/81)

**GAMETECHNICS**

Tri-Pool (1/82)

**GDI**

The Thief (4/82)
Silther (8/82)

**GOTTLIEB**

New York, New York (3/81)

**SEGA/GREMLIN**

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)
Zaxxon (5/82)
Pongo (1/83)

**STERN**

The End (1/81)
Wintlab (2/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungle (2/82)
Frenzy (5/82)
Tazz-Mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)

**TAITO AMERICA**

Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zaxxon (5/81)
Zaxxon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (6/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)
Space Dungeon (7/82)
Jungle King (9/82)
Jungle Hunt (11/82)
Front Line (12/82)

**THOMAS AUTOMATICS**

Triple Punch (6/82)
Oli Boo Chu (7/82)

**WILLIAMS**

Defender (4/81)

**PHONOGRAPHS**

Centurion 2001
Artists Deluxe Consul Classic
Lowen-NMS Prestige ES-2
Lowen-NMS Festival
Lowen-NMS 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rowe R-85 (10/82)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Phoenix (12/80)
Seeburg DaVinci (7/81)
Stereo/Seeburg VMC (11/81)
VM Startime Video Jukebox
Wurliet Caberina
Wurliet Takor
Wurliet Atlanta
Wurliet Silhouette

**POOL TABLES & FOOSBALL**

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynoma Model 37
Dynama-The Tournament football (5/82)
TS Tournament Eight Ball
U.S. Bilardin
Valley Cougar
Valley Tiger Cat bumper pool (6/82)
Valley Cougar Cheyenne (8/82)
THE NEW TONY CAREY SOLO LP RSR0001
TONY CAREY—I WON'T BE HOME TONIGHT
Produced by Peter Hauke
for ROCSHIRE RECORDS

SUZY ANDREWS LP XR0002
DER KOMMISSAR 12" SINGLE
SHIPPED 2/10/83
Produced by Ingeborg
for X RECORDS