CASH BOX Salutes RFC RECORDS August 1983
CASH BOX  
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EDITORIAL

The news this week was the most startling in a long time. First of all, there was word that Warner Communications, Inc. (WCI) was in negotiations to merge PolyGram Records with its own record group, which already includes the Warner Bros., Elektra/Asylum, Atlantic and Geffen labels. Then, equally significant, Motown will leave the ranks of the indies in favor of branch distribution by MCA.

Both developments indicate the seriousness of the shake-out now taking place in the distribution arena. If the WCI-PolyGram merger is carried out, the industry will lose one of its branch operations — the very same one that only a few short years ago carried the two best-selling albums of all time, the soundtracks to Saturday Night Fever and Grease. The speculation that the recession has caused such a drop in unit volume that a major branch would have to fold may soon come to pass.

Even more serious in its implications for the industry is the Motown-MCA plan. The last remaining major independent label, Motown now appears pinched by circumstance. With the recent demise of Pickwick, Motown was forced to assume some distribution responsibilities and rearrange others at a time when its 25th Anniversary albums and the good publicity generated by its recent TV special made its product particularly hot.

However, how will the independent distributors continue to exist? A few years ago, the ranks of indie-distributed labels included A&M, Casablanca, RSO, Chrysalis, Arista and Motown; but with this new deal, the last of these will have gone to the branches. Then what?

Cash Box certainly does not intend to cast blame about, but the implications of these actions are clear — the record industry is about to undergo a very significant change. Let's hope that it will end up as something we can all still live with.

CONTENTS

DEPARTMENTS
Black Contemporary ........................................ 23
Classical. .................................................. 18
Country .................................................... 16
Gospel ...................................................... 9
International .............................................. 27
Jazz .......................................................... 12
Merchandising ............................................. 14
Radio ........................................................ 15
Video ....................................................... 13

FEATURES

Coast To Coast ........................................... 11
Editorial ................................................... 9
Executives On The Move ............................... 8
Faces To Watch ......................................... 7

CHARTS

Top 100 Singles ........................................... 4
Top 200 Albums ......................................... 28,29
Black Contemporary Albums ......................... 23
Black Contemporary Singles .......................... 24
Country Albums .......................................... 19
Country Singles ......................................... 20
Gospel Albums .......................................... 22
International Albums, Singles ........................ 22
Jazz Albums .............................................. 12
Jazz Singles .............................................. 10
Jazz Vocalists ............................................ 14
Rock Album Radio Report ........................... 17
Top 15 Singles .......................................... 15
Top 30 Videocassettes ................................. 13
Top 15 Music Videos .................................... 5

REVIEWS

Albums .................................................... 6
Singles .................................................... 10

ON THE COVER

MCA recording group The Fixx took up the new music-conscious American teens last year with the intoxicatingly dreamy single "Stand Or Fall," from its debut album, "Shuttered Room." The song clung tenaciously to AOR lists throughout the country, growing like a vine, until it pulled other tracks as "Red Skies (At Night)" with it. The result was that "Shuttered Room" became a certifiable new rock sleeper, hanging on the charts for the better part of this year, until the English band came out with the follow-up, "Reach The Beach."

It "Shuttered Room" served notice that The Fixx was a force to be reckoned with, the success of "Reach The Beach" clearly indicates that the band has arrived. After seven weeks, the first single, "Saved By Zero," stands at #23 bullet on the Cash Box Top 100 Singles chart, while the LP has moved to exactly the same position on the Top 100 Albums chart. As The Fixx — Cy Curnin, Adam Wood, Jamie West-Dram and Rupert Greenall — say on the opening track from "Reach The Beach," "One thing leads to another."

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POP ALBUM

THILLER  
Michael Jackson  
Epic

B/C ALBUM

THILLER  
Michael Jackson  
Epic

GOSSIP

JESUS I LOVE CALLING YOUR NAME  
Shirley Caesar  
Myrical
WCI And PolyGram Examine Possible Worldwide Merger

by Fred Goodman

NEW YORK — Warner Communications Inc. (WCI) and the PolyGram Group last week revealed that they are discussing a restructuring that would seal their again the controlling interest in PolyGram Records. The proposed deal would create two companies: a Warner/PolyGram company for territories outside the U.S., where WCI would own 50%, and a U.S. company, of which WCI would own 80%.

Neither company would comment before a brief printed statement released by WCI last Wednesday, June 29, and a WCI spokesman declined to suggest a possible timetable for completion of a deal. With the PolyGram group presently owned jointly by N.V. Phillips of The Netherlands and Siemens of West Germany, the proposed merger would see Siemens taking a decreasing role in the record business.

Among the largest changes inherent in the proposal are the replacement of WEA international by the new Warner/PolyGram outside the U.S., and the distribution of PolyGram here in the U.S. by WEA Distribution Corp. PolyGram presently maintains 10 sales offices around the country.

Motown Leaves Ranks Of Indies, Signs U.S. Disturb Pact With MCA

LOS ANGELES — Following a swirl of speculation, Motown Records last week entered into a U.S. distribution deal with MCA Records Group. The deal, which takes the last of the major independent labels to the branch system, was signed 1 a.m., Friday, July 1.

Motown’s decision to go to branch distribution — which effectively removes the last high-volume label from the ranks of the indie followers on the heels of similar moves by Chrysalis (to CBS) and Arista (to RCA) and could be a devastating blow to the independent distributors. (The loss of the Chrysalis and Arista accounts was acknowledged as the final blow that caused the demise of the Pickwick independent distribution operation.)

No timetable was given for the actual switch from its independent distributors to MCA, nor were there any announcements on arrangements for returns. However, it is believed that Motown’s move to MCA’s merger would affect PolyGram’s classics division, which has its own sales staff, or that PolyGram itself would seek a national presently has its own exclusive import arrangement with Jim Records for domestic sale of foreign titles.

The Warner/PolyGram Records U.S. will maintain its identity as a self-contained record company, with Guenter Hensle, PolyGram’s vice president and chief executive officer.

The Warner/PolyGram company will also succeed WEA International as the home video distributor in most countries outside the United States of the film libraries controlled by WCI.

Although a WCI spokesman would not single out any overbearing factor in that company’s decision to acquire a controlling interest in PolyGram, the proposed merger would affect Warner’s control of Deep Hole, and the company’s ties to MCA, which could mean an even tighter relationship with that company.

PolyGram To Ship CDs At $11-$12 Wholesale

by Michael Glynn

LOS ANGELES — On Aug. 1, PolyGram Records will ship between 40,000 and 50,000 digital Compact Discs (CDs) into its account base in Chicago, officially beginning its CD launch here in the U.S., according to Emiel Petrone, PolyGram vice president, marketing, West Coast, and U.S. Compact Disc coordinator. As previously announced, PolyGram is making available 100 CD titles from its Casablanca, Deutsche Grammophon, Mercury London, Philips, Polydor, RSO and Wea labels as part of the August debut (Cash Box, June 18).

In a Cash Box interview last week, Petrone revealed further details regarding PolyGram’s CD roll-out, such as wholesale pricing, packaging, merchandising, sales and distribution.

First on the latter, he expanded on the plans for the establishment of 200 “flagship” outlets across the country to preview PolyGram CD product.

“We are presently in the process of taking to retailers through our sales force a presentation on PolyGram CDs,” said Petrone. “An extensive mailing will then go out to all 8000+ subscribers of Record World magazine to inform them of PolyGram’s new CD product.

Retailers Foresee Continued Upturn, If Not Turnaround

by Jim Bessman

NEW YORK — On the eve of the third quarter, retailers contacted by Cash Box see a resurgence of interest in recorded music fueled by such factors as aging hit product, exposure of new music via TV and radio, a slack off in video games sales, the increased availability of compact disks and a general upturn in the economy. And while few dealers were willing to go on a limb and predict a real turnaround at the brink of a full-fledged turnaround, all felt that the recent pickup in business goes far beyond the mega-hit strength of a few titles.

“They are getting turned on again,” declared Howard Appelbaum, vice president of the Kemil Mill Records chain based in Batelvisle, Md. He joined practically everyone in marveling at the huge success of such hits as “Thriller,” and also noted that lesser hits were showing greater strength than before. “Thriller” is the biggest record ever for us, double the biggest one before. But even though the gap between that and our #2 record is big, when you look at the Top 20 for us, even #20 sells X amount plus 50% more from the #20 last year.’

At Budget Tapes & Records headquarters in Denver, chain head Evan Lasky observed a significant change in the normal sales pattern where the top-selling album far outsold its immediate competition, and called it a good sign. “Interestingly enough, the difference between the #1, #2 and #3 is pretty big historically, but look at the board: The Police and Def Leppard are tied. If we can have Def Leppard, which has been out a long time, doing as well as a new Police album, that’s a really healthy situation.”

Lasky went on to note a fairly even spread in his list of top sellers between brand new releases like “Synchronicity” and Loverboy’s “Keep It Up,” and more picture faves such as “Thriller,” the Flashdance soundtrack, and ZZ Top’s “Eliminator.”

Those are the kind of things that mean unit sales are up,” said Lasky. “When you see the same #1 for 20 weeks, you know that unit sales are dropping. In an economy and price situation where you are dealing with single unit sales, a stagnant Top Five shows that people are coming in in smaller increments every week.”

Norman Hunter, buyer for the 146-store Record Bar chain, also noted a decreasing gap between the top-selling album and the one below it in his chain’s case, the nearly 6,000 “Thriller’s sold last week bettered Def Leppard’s “Pyromania” by only 95 titles.

“The current picture is more than a one-record turnaround,” continued Hunter. “For example, the new Men At Work album dropped two spaces this week for us, but not because it’s slowing down, but because other records are speeding up.”

Other merchants have witnessed a similar phenomenon. Bob Sturgess, who heads Coconuts Tapes & Records stores in Jacksonville, Fla. and Atlanta, reported increased sales across the board. “There’s no rise in sales on our #1 or Top 10,” he said. “A lot more artists are being bought.”

At Milwaukee’s Radio Doctors, however, (continued on page 26)

Senate Approves Bill Regulating Record Rentals

WASHINGTON, D.C. -- Legislation giving copyright owners of audio recordings and underlying musical works the right to authorize commercial rentals was unanimously approved Wednesday by the Senate June 28. It had previously passed without opposition through the full Senate Judiciary Committee on June 16 and, prior to that, by the Senate Judiciary Subcommittee on Patents, Copyrights and Trademarks on May 26.

S-32, the Record Rental Amendment, was sponsored by Sen. Charles Mathias (R-Md.). Mathias is also one of the sponsors of a similar bill, still pending in the House, which would revise the first sale doctrine for videocassettes and videodiscs. Unlike the Record Rental Amendment, though, which faced little or no resistance since there are only an estimated 250 record outlets publishing in the U.S., the S-32 has been the subject of a hard-fought struggle between video dealers and manufacturers,
BUSINESS NOTES

AFM Concludes Biennial Confab

LOS ANGELES — More than 750 delegates representing over 400 locals gathered in Phoenix recently to address resolutions and recommendations aimed at improving services of the American Federation of Musicians (AFM), including a measure that would give the union's international board jurisdiction over traveling musicians.

The traveling artists was a key topic according to Victor Fuentesalba, who was re-elected president of the AFM, and was entered as recommendation by the union's International Executive Board. The measure was approved overwhelmingly.

Another key issue was annual meetings. A resolution that the AFM delegates gathering be held annually was resoundingly defeated.

New officers of the AFM include Thomas Kenny, vice president; Bob Manners, president of Local 47 in Los Angeles, and Sam Folio, an official in the union's Clarksburg, W.Va. office, were also elected to the executive committee during the convention, which was held June 27-29.

UJA To Honor Streisand Oct. 29 In N.Y.

NEW YORK — Barbra Streisand will be honored by the Music Industry Division of the United Jewish Appeal-Federation Campaign at the organization's 18th annual dinner-dance on Oct. 29 at the Sheraton Centre in New York. She will be the first artist ever to be so honored by the group, which traditionally tributes business leaders in the music industry.

Walter Yenikoff will be executive chairman of the function, and Phil Kahl will be dinner chairman. Dinner co-chairman(s) are Bob Aitschuler, Bob Austin, Ellis Kern and Theodora Zavlin. Morris Levy is chairman emeritus.

The UJA-Federation Campaign provides basic support to four million persons in Israel, over 30 other countries, and Greater New York.

Clapton Wins U.K. Silver Clef Award

LONDON — A grand luncheon for the Silver Clef awards was held at the InterContinental Hotel. The proceedings were organized by the charity Nordoff-Robbins Music Therapy. Princess Michael of Kent presented this year's Silver Clef award to Eric Clapton for outstanding achievement in the British music business.

Previous holders of this award have included Cliff Richard, Pink Floyd, The Who, Genesis, Elton John and The Rolling Stones.

This year's luncheon raised 35,000 pounds ($52,000).

Bob Dickins, chairman of WEA Records U.K. was successful in his election to the new council of the British Phonographic Industry (BPI). Another new member representing the independent labels was Lain McNay, head of Cherry Red Records.

McNay, who is calling for tighter control of chart hyping, told Cash Box: "I want to see much heavier fines for hyping the charts. I think fines of 20,000 pounds ($30,000) would be appropriate. I would also like to see the BPI made more attractive to independent labels. For instance, a lot of labels that are not members do not know they can get government grants for taking out a stand at MIDEM."

MMG PACTS CELLULOID FOR U.S. DISTRIBUTION — The Moss Music Group has signed an agreement with the French Celluloid label for distribution here. First titles under the new agreement are three 12-inch releases — "Change The Beat" by Fab & Freddie; "The Wildstyle" by Time Zone; and "Grand Mixer Cuts It Up!" by Infinity and Grand Mixer D. St. Aside from titles on Celluloid, the new deal also covers OAO Records, a new music and experimental label whose roster includes the group Material. Pictured at the MMG offices are (l-r): Tom Divita, vice president, sales, MMG; Ira Moss, president, MMG; Jean Karakos, president, Celluloid; and Sonny Kirshen, pop A&M and promotion, MMG. (See East Coastings, page 11).

A&M To Release Debut CD Titles in September

LOS ANGELES — The new hit album by The Police, "Synchronicity," will head the debut digital Compact Disc (CD) release from A&M Records, due in September. The initial A&M CD release will also include Quincy Jones' "The Dude," Bryan Adams' "Cuts Like A Knife," Cat Stevens' "Greatest Hits" and Joe Jackson's "Night And Day."

According to A&M vice president of sales, David Steffen, the five titles represent the first of a projected three to four CD releases this year from the label.

Steffen added that while A&M's CDs will not carry a suggested list price, they are expected to be priced competitively with other manufacturers' CD product. All A&M CD releases will have a special prefix to differentiate them from their vinyl, analog counterparts.

It is also expected that A&M CD product will be packaged in the 6x12-Inch configuration that has already been adopted by a number of other labels, including PolyGram and Warner Bros.

NMFA Names Board

NEW YORK — Results of the election of the new National Music Publishers' Assn. (NMFA) board of directors were made known at the organization's annual meeting in New York's last week.


(Continued on page 28)

It's the biggest, maddest cassette promotion in history!

This summer from CBS!
Vacation. As you would expect, the music is impressionistic, full of the in mind randomness that has made Zappa a rock legend. Conducted by Kent Nagano, The London Symphony is challenged to bring an element of classicism to this range, often ambitious work. But the high tech pressing should intrigue Zappa fans and aficionados of the classics alike. Don’t look for a hit at all.

C'EST C'EST — Carline Carter — Epic SFE 38663 — Producer: Roger Behrman — List: None — Bar Coded

Carline Carter remains a wonderful puzzle on "C'EST C'EST." She never loses the throaty yet supple country quality she gained in her early teen years singing gospels and country. The tracks, which was found on a sampler of unsigned San Diego rock bands, sucked "em in with its catchy Stone/like quality. It proved to be the springboard for the bizarre garage, Douglas and David (hence DXF2), to this MCA mini LP debut. Its basically garage rock, little more than a garage rock. A "Buck" Steele (check out "Something's Always Happening").


Thought A.P.B. stood for All Points Bulletin? Gotcha. A.P.B. is the Artimus Pyle Band, Pyle being the former drummer for Lynyrd Skynyrd. Like the Rossington Collins Band, the last Skynyrd offshoot, A.P.B. features the sexy maniac lead by a throaty blues rock voice. Karen Blackmon isn't quite as gritty as RGB's Dale Krantz (she leans more to Pyle's Raitt), but then A.P.B. is going for more the middle-of-the-road audience — the Quartzfjord crowd. There are cookiecutter here, to be sure, much of them advisors, but this debut is dominated by mid-tempo pop/rockers.

HAND OF KINDNESS — Richard Thompson — Hannibal HNL 1313 — Producer: Richard Thompson

To the critics and aficionados of traditional electric music, a.k.a. folk rock, Richard Thompson is a man who needs no introduction. A founding member of Fairpoint Convention, he contributed such classics as "Meet On The Bridge" before embarking on a solo career that began auspiciously in 1972 with "Henry The Human Fly." Last year's "Shoot Out The Lights," with his ex-wife, Linda Thompson, received much deserved acclaim and set the stage for "Hand Of Kindness." Like that LP, "Hand..." reflects much of Thompson's penchant for acoustic instruments. (The title song is a REAL "guitar西北")

BLACK CONTEMPORARY

LONDON STYLE — Bill Summers & Sumner — Warner Bros — Warner Bros — Producers: Bill Summers, Steve Roberts and others — List: 8.98 — Bar Coded

The title of this LP is quite apt as Summers & co. take their always-emergent, "Jazz/Funk" sound onto a more traditional plateau a la the techno-pop sound that has filled the transcontinental pipeline of new music. This LP, as its title wax is titled "Tech No Bop," a highly syncopated dancier that combines the funk counterpoint Summers is known for with horns, strings and sophisticated electronic grooves. Other tops here include the high-tech romp "City Boy Lover," the reggae/ska juiced "It's Over," the lilting ballad "London Town" and the Prince/Time-inflected "Privacy."

Queen Ida

When Ida Guillory walked on stage at the Shrine Auditorium in Los Angeles to accept a Grammy Award back in February, it was the culmination of a most improbable success story. A 25-year-old housewife from Daly City outside of San Francisco, Queen Ida, along with her Bon Temps Zydeco Band, had gone from playing at private parties and dances to the stage of the Shrine (and later the US Festival) — all because she kept the music of her Louisiana heritage alive as a hobby while she raised her children.

Her award-winning LP was entitled "Queen Ida And The Bon Temps Zydeco Band On Tour," and the music was a unique blend of a variety of styles and influences from the bayou country of Louisiana. "The roots of zydeco music come from the French-Indo"/faa of the area, "Nova Scotia, to be exact. The music was brought into Louisiana by the Acadianas ("cajun") when they were forced into exile.

"What we have done is take the basic cajun music and build from there. We've kept a little rhythm, a little country, a little Caribbean influence, a little reggae, some country & western, a little rock and roll."

And the result has been an infectious brand of very lively, danceable music that defies categorization. The lead into the full album is Queen Ida's signature song — that she picked up as a child growing up in Lake Charles, La. "I've been playing professionally for about eight years now," she explains, "but I've been around the music since my teens. Back then, though, it was more of a hobby, just something to do."

"The music was passed from one generation to the next, and on and on. That's how it's kept alive. We're trying to update it a little — that transition from folk music to something a little more on the commercial side."

And by all accounts, Queen Ida has been very successful at that. She and the band have kept busy since the Grammy nomination, and their best European audience is in Scandinavia, where they also have a long tradition of accordion music) and an appearance at the country-oriented recent US Festival — and now a new LP, "Queen Ida And Her Zydeco Band In San Francisco," her fifth for the GNP/Crescendo label, is ready for release.

In addition, she and the band will appear in the soon-to-be-released film "Rumble Fish" — a job they got while playing at a party that happened to be hosted by the film's director, Francis Ford Coppola.

"I have been kept so busy that I haven't actually gotten together with myself on being a music "star yet," Ida remarks of everything that has happened to her since the beginning of the year. "I'm not really "over" yet, I'm really overjoyed, but I've been so busy that I just haven't had a chance to sit down and have a cup of coffee and a cigarette and say, 'Wow! Here's My Grammy.'"

For now, though, Queen Ida and her Bon Temps Zydeco Band — consisting of her brother Wilbur on keyboard, (the only member of the band with a Louisiana heritage like Ida), Peter Allen on fiddle and guitar, Dennis Galloway on bass guitar, Gregory Depew on drums and Douglas Drayson on guitar — will remain busy with more of the music that caused San Francisco Chronicle columnist Peter Levine to dub Queen Ida — "Queen of the Mardi Gras" at the beginning of her career.

LOVE STEW — Cher — 21/2PolyGram T1-1-9005 — Producers: Geraldine Hunt and Peter Dowse — List: 8.98

Dance radio and club spinners will eat and gnaw at this with a vengeance. "Love Stew" From the bittersweet, but successful, "Murphy's Law" single of a year ago to "Working Girl," the comedy duos first single, Cher is growing up and this LP should take them forward in leaps and bounds. In the hands of producers Geraldine Hunt and Peter Dowse, the sidemen lay down a red velvet, seamless carpet of syncopation and texture for these little darlings to trample through several moods. In addition to "Working Girl," the cynical "Small Town Lover" and new wavy title track should gain a lot of airplay.

LOST IN SPACE — Jonzun Crew — Tommy Boy TBL 1001 — Producers: Mike Jonzun, Tom Silverman and Maurice Starr — List: 8.98

The first LP, wax from burgeoning 12" mega label Tommy Boy is a well-to-wall electro-funk dancer. The mixin' here is sizzlin' enough to make an artichoke man do a little break dance. Mike Jonzun, with Tommy Boy chief Tom Silverman and collaborators Maurice Starr, records a truly endless groove affair utilizing every manner of clicking, clapping and squawking elec

(continued on page 8)
Music's own "Fonz" has already made his mark as back-up tiler for Chic, Luther Vandross and Roxy Music, even lending his vocal presence to the latter's recent tour, but Thornton comes into the forefront with this track off his debut solo RCA LP, "The Leader." His grace-with-strength vocal is given support, of course, with a well-arranged background chorus. With the track's mid-tempo dance/urban/pop accent, his former employers may be given stiff competition.

QUADRANT SIX (Atlantic/RFC 7-89860) The Lone Wolf (4:50) Innocent/Indulgent Music — BMI (J. Robie) (Producer: J. Robie)

"Planet Rock" co-producer John Robie is really on the prowl with this first-rate effort for Q-S. A threatening keyboard figure is repeated throughout the song, while vocalist Kenny Simmons howls out the need to "feed my heart." Other voices dart in and out, with a drum track and sax growl the only other musical parts.


The members of Chic are gracing us with their well-deserved solo efforts, and bassist Edwards' outing is a smooth, lean funk track from a forthcoming LP, "Glad To Be Here." The guitar riff recalls Sly's "Call Me" from last summer and thankfully manages to avoid the recycling of Chic's own "Good Times," which so many young bands seem to insist on. Edwards keeps it simple and lets the groove glide.

12-INCH SINGLES

THE JONZUN CREW (Tommy Boy TB 834) We Are The Jonzun Crew (5:56) (T-Boy/Boston Int. — ASCAP) (M. Jonzun, M. Starr) (Producer: M. Jonzun)

The Jonzun Crew once again prove why it's a B-Boy's best friend with this scratch rhythm pilldriver. Slightly more elaborate than "Pac Jam," but hardly a departure. Guaranteed to put a little bit of the Bronx in your living room.

LEE PRENTISS (MSB 12-182) Love This Way (6:34) (Produced: J. Shear) (Producers: M. & N. Garvin)

Newcomer Lee Prentiss is sure to score with this hard-hitting dance track. Prentiss' strong, youthful voice will doubtless draw comparisons to Stephanie Mills and Evelyn King, and if "Love This Way" is any indication, we'll be hearing from Prentiss often.

JULES SHEAR (EMI America P-8-8163) Whispering Your Name (3:43) (Funzalo Music Co/Julers Music Co — BMI) (J. Shear) (Producer: T. Rundgren)

Jules Shear's Polar Bears were a clever pop-rock group that never were able to catch on with the mainstream. His solo single, alded by Rundgren's shimmering production, has a better chance. The melody and vocal start out dramatically like Orbison's "Crying," but payday splashes in the keyboards to strengthen the falsetto chorus.

6.98 — Bar Coded

Each song on this LP has a personality of its own. And under the capable production guidance of Talking Head David Byrne, who uses everything from polka violin to bar-room piano to synth flourishes, each tune closes in on its potential. From the dance/rocky but ethereal cover of the Go-Go's "Our Lips Are Sealed" to the European/folk melodies of "The Tuned Of Love," the lyric content remains insightful, to the forlorn tone of "The Things We Do." Since this trio's departure as the frontline of British 2-Tone Group The Specials, these guys have been living up to their moniker.
Folks

Jurman

Wilson

Goldstone

Folks Appointed At E/P/A — Scott Folks has been appointed associate director, east coast product management for Epic/Portraits/CBS Associated Labels. Prior to this appointment, he was assistant to the president of CBS Records. Prior to joining CBS in 1976 as an intern in the Columbia Records Product Management Department, later that year he became a CBS Records college representative at Purdue University, where he received a B.S. in Mass Communications/Marketing. He held the position of Merchandiser for the Detroit branch for a year and one-half prior to joining E/P/A in 1979.

Arista Appoints Jurman — Arista Records has named David Jurman, director, modern music promotion. He has been with Arista since 1979 and most recently was local marketing manager in Los Angeles, and will now be based in New York.

Wilson Promoted — Walt Wilson has been promoted to branch manager of the Chicago branch of the distributing Corporation. Most recently he was a sales representative in Cincinnati.

Slootner Named At Capitol — Michael Slootner has joined Capitol Records Inc. as creative director, merchandising. Prior to his present position, he served as a producer on a variety of motion picture and television projects for the National Lampoon.

Prestige Named At PolyGram — Laura-Jean Prestige was named manager, corporate administration, at PolyGram Records. She first joined PolyGram in 1976 and spent the last few years with Chrysalis and recently was appointed as manager of artist development.

Changes At WB — Warner Brothers Music has announced the promotion of Michael Sandoval as director of professional activities. He formerly was professional manager. Also named were Rachelle Fields and George Guim as professional managers. Prior to joining Warner Bros. Music, Fields was West Coast professional manager for Chrysalis Music, and Guim was associated with Cavallo, Rufatto & Fargnoli Management.

Fair Leaves RCA — Ron Fair, most recently with the West Coast A&R staff at RCA Records, has left the company. He can be reached at 2121 Rodney D., Los Feliz, Calif. 90027. He can be reached by phone at (213) 663-4517.

John Leaves CBS — David H. Johnson, formerly director of business affairs for CBS Cable and Telesight in Manhattan, New York, has left the company. In his new position, he has become associated with the New York entertainment law firm of Mayer, Nussbaum, Katz & Baker.

Changes Announced — Valley J. Kountze has been appointed director of marketing for RCA/Columbia Pictures Home Video. She was recently vice president and marketing director for Mainstreet Communications, Inc. Mitchell P. Wallis, formerly account manager, has been named to senior account manager. Before joining RCA/Columbia Pictures, he was with Scott, Marshall, Sands & McGlinn, Inc., and with ON-TV and KTTV in Los Angeles. Jody Katz has joined the company as accounts manager, filling the spot vacated by Mitchell Wallis. Prior to her appointment, Katz was coordinator of marketing for CBS Home Video.

Changes At Bestways/AA — Jack O'Donnell has been promoted to executive vice president of operations at Bestway Products, Inc. Alvin Berger has been named senior vice president at AA Records Inc. In his new position, Berger will handle acquisitions, new product development and new marketing and distribution agreements for AA Records.

Dunavan Moves — Woodland Sound Studio has announced the addition of Terry Dunavan as its new production manager. Dunavan previously worked with Elektra/Asylum as director of studios and quality control and Columbia Records as assistant supervisor of engineering.

Ayeroff Tapped At Warner Bros. — LOS ANGELES — Jeff Ayeroff has been named to the post of vice president, creative marketing, at Warner Bros. Records. Ayeroff's appointment is effective immediately.

Prior to his new post at Warner Bros., Ayeroff held an equivalent position at A&M Records. He joined A&M in 1974 as assistant to the president. A year later, he assumed the post of director of operations and promotional services, at A&M. In 1978, he was promoted to vice president, creative marketing, at the label, the position he held before moving to Warners Bros.

Commenting on his new position, Ayeroff said, “In my years in the music business, working with the amazing talent at the record labels at A&M, there really only one other collection of artists and executives with whom I would ever wish to be associated; the Warner Bros. family. I'm thrilled at the prospects here; it's a creative goldmine.”

Pellegrino Named VP At Chrysalis

NEW YORK — Vince Pellegrino has been appointed vice president of merchandising/sales, at Chrysalis Records in a major expansion of the label's marketing staff. The former RCA vice president of merchandising will remain in New York and will report directly to Jack Cralgo, president of Chrysalis. He will be in charge of all merchandising activities and will also work with CBS Records Branch distribution in coordinating national marketing plans with the branch operations.

In addition to Pellegrino's appointment, Ken Baumstein has been named director of East Coast merchandising, and Fran Musso has been named director of West Coast merchandising. Baumstein also joins Chrysalis from a previous stint at RCA, where he was product manager. He will be in New York and will report to Pellegrino. He will handle all East Coast merchandising and artist development activities.

Musso has been with Chrysalis for six years, most recently as assistant to the director of the label's merchandising. He is based in Los Angeles and will report to Pellegrino. He will supervise West Coast merchandising and artist development. He will be in charge of sourcing all new personnel, further include press, which will he coordinate together with publicity manager Robert Finch.

According to Craigo, the appointment of Pellegrino and the expansion of the marketing staff completes the restructuring of Chrysalis as a fully independent label. "These moves, in combination with other recent expansion activities in the promotion and new music marketing areas, will allow us to do everything necessary to give support to each of our releases."

RCA Spain Taps Lara Gen'l Mgr.

NEW YORK — Luis Lara has been named general manager of RCA S.A. (Spain). In that capacity, he will be the primary link between RCA S.A. (Spain) and RCA Records' New York headquarters. He will report to Adolfo Pino, vice president, Latin America—Spain, RCA Records, Madrid.

Edson, Rudin, Cataldo Promoted In Executive Changes At PolyGram

LOS ANGELES — Bob Edson and Shelly Rudin have been named senior vice presidents and Bill Cataldo has been promoted to vice president at PolyGram Records.

Edson, formerly vice president, promotion, at the label, was named senior vice president, promotion; and Rudin, formerly vice president, sales, was promoted to senior vice president, sales. Cataldo, formerly director of promotion, was named vice president, promotion, filling the spot previously held by Edson.

Commenting on the promotions, Jack Kiernan, executive vice president of the label, said, "These promotions represent a continued, solid belief in the talents and track records of Bob Edson, Shelly Rudin and Bill Cataldo. Especially in the last year, Edson and Cataldo have fine-tuned PolyGram's promotion department, thereby strengthening the image and stature of the company as a whole. Likewise, Shelly Rudin has made the sales department into one of the most respected in the business. All three have been crucial in bringing home the hits for PolyGram artists, such as, most recently, Def Leppard, Deuxy Midnight Runners and ABC, not to mention the Flashdance phenomenon. We look forward to even more fine achievements from these very worthy people."

Seymour Gartenberg

Gartenberg Named CBS Senior VP

NEW YORK — In a restructuring of the CBS/Entertainment Group, Seymour Gartenberg has been appointed senior vice president, operations, Masterworks and administration, CBS/Records Group. Reporting to Gartenberg will be Walter Dean, executive vice president, CBS/Records Group, who is in charge of domestic operations; Joseph D. Dash, senior vice president and general manager, CBS Masterworks; Ted Bache, vice president, finance, CBS/Records Group; CBS/Records Group's Video Enterprises unit, which involves the manufacturing of videodiscs and the commercial exploitation of audio-visual programming, will also report to Gartenberg.

Gartenberg has been senior vice president, finance and administration, CBS/Records Group since 1979. He joined CBS in 1958 as budget and controls manager of the Columbia Records Club and was appointed vice president, operations, planning and financial administration, for the club in 1963. He was appointed vice president, finance, Columbia Records division in 1965, and in 1966 was appointed vice president and assistant to the president, operations and development activities of CBS/Records Group. Additionally, he will now act as chief financial officer of the Group's Video Enterprises unit.

Ayeroff Named VP At RCA/Columbia

NEW YORK — Robert Blattner III has been named president of RCA/Columbia Pictures Home Video, a joint venture between RCA Corp and Columbia Pictures Industries. Blattner had been vice president and general manager since June 1982.

In making the announcement, Herbert Schlinder, executive vice president of RCA, said, "Since the formation of RCA/Columbia Pictures a year ago, Blattner has shown outstanding executive leadership in a highly competitive field as vice president and general manager. We are confident he will continue to bring our venture ahead as the home video market expands."

Jonathan Dolgen, president of Columbia Pictures Pay-Cable and Home Entertainment Group, added, "It is most satisfying to be able to promote from within our own ranks. Rob's all-around knowledge of every facet of home video makes him more than qualified for the promotion."
Supertramp Sets U.S., Canadian Tour Itinerary

L.A. SPORTS ARENA — During U2's reverential set at the US Festival less than a month prior to the island recording group's triumphant return appearance, the Irish band's densely energetic lead singer Bono stated emphatically that the Irish quartet was "not an English fashion band." If anyone, however, the Sports Arena audience needed a reminder, Bono again made the point clear when he said: "This is not Duran Duran."

Indeed, U2 is far from the clump of preening synth pop bands running America and Europe as you could possibly have thought a few months ago. Among the encompassing label, "new music," Aside from the obvious musical differences (U2 is a more rounded band, with Innocence and experience still in the mix, while Beach Boys-influenced noodling and pre-programmed disco rhythms), there is more earnestness and conviction in a single lyric from U2's several uplifting anthems than in most of their contemporaries' entire repertoire.

That conviction is born of easy depth, a record that has the group's members (three of the four are avowed Christians). Yet U2 never preach or proselytize; religious commitments is more than not expressed simply in terms of a life-affirming idealism, as opposed to the "Get me a big most beautiful lady" approach more prevalent in punk and new wave. That may make U2 seem naive in the eyes of critical hipsters, but it's precisely that positivism which gives the life music such undeniable force on record and in concert.

At the Sports Arena, Bonorister The Edge's bluesy, horn-blowing rawness was as strong as Larry Mullen put on a truly passionate performance, the sort that could only be pulled off by a band that honestly believes in the redeeming power of rock. Because it is still young, exuberance at times won out over the band's ingenuity, but the spirit of Bonor's grand, but nevertheless sincere, gestures. At the US Festival, the singer scaled the dangerously high stage and propelled himself, with the band's wildly success white flag of peace from the edge of the canopy. Here, he ran through the Arena’s second tier with the flag before an overenergetic fan ripped it from the staff, then tattered along the narrow rim of the logo before dropping into the awaiting arms of the group's audience.

It was an exciting moment, to be sure, but it's doubtful whether the largely teenagersaw it as much more than a window-dressing test of the act of trust that Bono intended it to be.

In fact, it wasn't the only time that the bond may have enjoyed the fatigue and adoration with its audience here was broken. As has become increasingly more common at punk and new wave shows, kids were continually rushing onstage to show their affection for Bono and the group or merely to grab a few minutes in the spotlight. At one point or another, a couple of them even tried returning the kisses and hug sof a few girls or, in one case, hoisting one of the younger stage crawlers on his shoulders during a tune.

Mostly, though, such antics were merely disturbing. The group's own shaming was as "Sunday Bloody Sunday," a song inspired by Ireland's internal strife, Bono halted the number after some knucklehead tried invading in front of him and started flailing about.

While U2 was visibly agitated by a few incidents, it was clear that the group could be expected and delivered a stunned set, highlighted by "New Year's Day," "I Will Follow," "Sunday," as well as "Sunday."

GREEK THEATRE, L.A. — Open air funk concerts had their successes. The early Kool Klaxx shows and the Budweiser Bikes Purse of 1979 have been augmented with large stadiums in a house party way. At the recent Greek Theatre appearance of two formidable bands — Cameo and The Dazz Band — funk was in the air, but not nearly as many people had to be impressed.

The outdoor venue seemed cavernous, as many of the 4,000 plus seats were sparsely empty, but Dazz and Cameo managed to fill the air with a professional, if not exuberant display of black pop music.

Headliner Cameo fared the best at the tastefully and tastefully decorated stage with an energy level normally reserved for sold-out screaming, foot-stomping audiences. But the Larry Blackmon-led, Atlanta-based group exhorted the audience to "Just Be Yourself," to let the hair down and not worry about sweating in the chilly night air.

Cameo's smart mixture of moonshine—barrel-funk and rock, a compelling force throughout the set, and the perpetual motion that has become the band's trademark understated its deterrent power with some showmanship.

Blackmon, with core members Tim Jenkins, Nathan LeFartn and Charlie Singleton are a galvanizing quartet that could very well lead Cameo into more adventurous bookings with any rock bands using funk and R&B as a base of expression. Even though the band can drop to the slow-dance floor with ballads like the current single, "I Can't Help Falling in Love With You." Cameo's musician's rise to stardom is more than not imagined surprise among enterprising rock/pop fans.

That is not to say that the Dazz Band, with its sultry vocals, mellow instrumentals, playing keyboard and guitar with just a hint of funk and guitar, were not a good opener. But Dazz, more than Cameo, suffered from audience apathy as an opening act. Closing with the Grammy-nominated "Let It Whip," the group saved its best for last.

Greek Theatre, L.A. — The Ultra-Live was more than a continuation of the group's impressive performance at the Greek Theatre, L.A. last week. With all the personnel of the club's usual performance, the Ultra-Live was a pure, raw demonstration of the band's power.

The band's opening set was a potent mix of rock, funk and soul, with the group's members showcasing their individual talents. The lead singer's powerful voice and the band's tight, energetic delivery kept the audience on the edge of their seats.

The Ultra-Live was a testament to the band's hard work and dedication. They have honed their craft to perfection, and their talent shines through in every performance. The Ultra-Live was a fitting end to their Greek Theatre performance, and it left the audience wanting more.
EAST COASTINGS — While the industry waits 'n shakes over mammoth deals both confirmed and rumored, New York's Moss Music Group and France's Celluloid Records pacted an intriguing little agreement here that has the classical marketing maverick moving into 12-inch dance and experimental music. Moss, which pioneered a sad chicken cassette and handles the Danish Storvyle Jazz label here — makes its first move into street music with three Celluloid 12-inches by Fab 5 Freddy, Infinity and Grand Master D.St. and the Afrika Bambaataa-produced Time Zone. Not underextravagating, and only serve to whet the appetite for other projects under the deal, which includes albums on the OAO label, an independent sister to Celluloid owned by Celluloid head Jean Karakos. New York manager Roger Trilling, recording engineer Martin Bliz and Material members Bill Laswell and Martin Belhun. First five albums from OAO are expected in the next two weeks and include hits by Massacre of featuring Fred Frith, Fred Maher and Bill Laswell; The Golden Palominos with Anton Fier, Arto Lindsay, John Zorn, Mark Miller, David Moss and Jamaaladeen Tacuma; percussionist Daniel Ponce with Onrulo Puntilla and Paquito Oviedo; guitarists Derek Alper with George Lewis and Zorn and violinist Billy Bang with a large ensemble conducted by Butch Morris and featuring David Murray, Charles Tyler, Sonny Murray and Wilbur Morris. Label managers believe that only the Massacre LP has been released before, and only in France, however, has a strong track record in deep catalog. "We realize OAO isn't going to sweep AOR, that's The Schizophonia, and we feel it is appropriate to offer this kind of music with a long-term shell life," ... Former RCA vp Joe Mansfield said to be forming a management company. ... Alan Wolmark has inked his job as a regional promo man at Atlantic to work national album promotion at RCA. ... The raiding party continues: Elektra, which has been attempting a transition to the market by changing off smaller labels, has just picked up "You Bought The Sunshine" by The Clark Sisters.

POUNTS WEST — It's getting mighty crowded on the comeback black. Among the many reforming groups and rejuvenated artists swelling in recent months are The Hollies, Mitch Ryder and The Animals. New words come word that Canada's Guess Who With Burton Cummings ("These Eyes," "Laughing," "American Woman," etc.) is back on the road in Vancouver, whilst KROQ's Rodney Bingenheimer rumors that The Byrds are also considering some sort of reunion. That may depend on David Crosby's uh, legal status, however. While we're on the subject, Angophiles, particularly those with yen for '70s progressive rock, might be interested to know that Atomic Rooster is regrouping under founder/leader Vincent Crane. Cane was a member of The Crazy World of Arthur Brown ("Fire") before forming Atomic Rooster in 1970 with drummer Carl Palmer, who, co-founder of Emerson Lake and Palmer and, currently, Asia. The new Rooster LP, "Headline News," on the Jem-distributed Chrysalis label, features Paul Hammond, who played on all of the band's U.K. hits; former Gillian guitarists Ronnie Toms, and Pink Floyd's David Gilmour produced the tracks. Points West ran into another former ELF member, Keith Emerson, at the Village L.A.'s record store in Los Angeles, where he was working on the soundtrack for the forthcoming Lorimar film, Playing For Keeps. Emerson informed us that he was doing overdubs at the Village using the Fairlight emulator, which he used extensively on the Night Hawks soundtrack. Emerson sticking in keyboards, he explained to us the relative serenity of the studio, working mostly by himself, although he admitted that the PVC labels on his bandmate's handwritten boxes were vague to us. At the end of the week, he was still talking about it, as he had been doing the song for the movie. So I kept it for my own record," Carline, who has been sharing an apartment in L.A. with Go-Go Kathy Valentine (previously in N.Y.C. working on the band's new record), says she misses her honey Nick and children but is staying busy with such tasks as shooting videos. Meanwhile, Lowe is back in England, having just finished producing John Hall's new LP and getting ready to do his second Fabulous Thunderbirds disc. ... "Every Day I Write The Book" is tentatively set as the first single from Elvis Costello's new LP, "Punch The Clock." Due out at the end of July, "Pills And Soo," the U.K. import single released by Costello under the name The Impostors, will also be on the record ... Bassist Annette Zillianskas has left the other L.A.'s band The Bangles. Her replacement will be Michael Steele, who has played with Slow Children and Toni and the Movers. In case you're wondering, Michael's a

BMI HONORS TV, FILM MUSIC — Broadcast Music, Inc. (BMI) recently honored its members at the annual BMI Film-TV Dinner, June 15, at the Beverley Wilshire Hotel in Los Angeles. Pictured in the top row are [l-r]: John Pate, Guy Hemric and Barry De Vor would-resent conservatoires and composer Richard Sherman, Annette Funicello Glardi and Oscar-winning composer Robert Sherman. Pictured in the bottom row are [l-r]: BMI vice president Ron Anton, Emmy-winning composer Lawrence Clark, Emmy-winning composer Patrick Williams, Oscar, Winning composer Will Jennings and Gavin.

First Case Using Stronger Copyright Laws Comes With 11 Convolutions

NEW YORK — "Operation Copy Cat," the first tape piracy actions falling within the new increased penalties amendments to the Copyright Law, ended last week with the sentencing of Robert Earl Hill in Wilmington, N.C., to three years imprisonment and a $10,000 fine for his conviction of criminal copyright infringement and trafficking in counterfeit labels for phonorecords. Hill became the 11th North Carolinian to be sentenced as a result of the undercover investigation jointly conducted by the U.S. Attorney for the Eastern District of North Carolina and the North Carolina Field Division of the FBI.

The other 10 who were indicted with Hill on April 1 had been convicted and sentenced previously within the past month. They are Julian Clark Tutt, of Kinston, who was sentenced to three years imprisonment for his conviction of criminal copyright infringement; Charles Edward Smith, of Monroe, who was sentenced to three years imprisonment and a $25,000 fine for his conviction of criminal copyright infringement; John L. Reed, of Gastonia, who was sentenced to six months imprisonment and three years probation for his conviction of criminal copyright infringement; Kenneth Wayne Rogers, of Wilmington, who was sentenced to a three-year suspended sentence, four years of probation and a $25,000 fine for his conviction of criminal copyright infringement; Robert L. Funicello, of Wilmington, who was sentenced to one year suspended sentence, two years of probation and a $15,000 fine for his conviction of criminal copyright infringement; Amanda Hill, of Kinston, who was sentenced to $1,000 fine and three years of probation including 10 hours a month in community service for her conviction of criminal copyright infringement; Robin Rogers, of Kinston, who was sentenced to one year of probation including 10 hours a month in community service for her conviction of criminal copyright infringement; Robin Stroud, of Kinston, who was sentenced to six months in jail and five years probation for his conviction of criminal copyright infringement; Vallen Wright, of Franklin, who was sentenced to probation and a $3,000 fine for his conviction of conspiracy to commit criminal copyright infringement; and Johnny Stroud, of Kinston, who was sentenced to one year of probation including 10 hours a month in community service for his conviction of aiding and abetting criminal copyright infringement. All of the defendants pleaded guilty to felony counts except for Amanda Hill, Robin Rogers and Johnny Stroud, who pleaded guilty to misdemeanor counts.

The anti-piracy operation climax of raids on five locations in the Kinston area on June 22, 1982 and an additional on June 22, 1982. The June 22 raids were on three premises and one vehicle owned or controlled by Robert Earl Hill and one location owned by Tutt, and netted vast quantities of raw materials, manufacturing equipment, masters, finished product and business records. The operation included a distribution of alleged counterfeit and pirate 8-tracks, cassettes and video cassette sets.

Lots Of Contraband

The Oct. 22 raid at the premises of Kenneth Wayne Rogers and Sylvia Shaw Rogers took in approximately 4,477 audio cassettes, 463 reel-to-reel tapes and 489 video cassettes, which were identified as being used as masters for duplication purposes. Wayne Rogers had reportedly operated a record and cassette mail order company for over nine years. Shortly after which he mailed allegedly bootleg product throughout the U.S. and abroad.

Under the new Piracy and Counterfeiting Amendments Act of 1982, which was signed by President Reagan on May 24, 1982, sound recording, motion picture and audiovisual pirates and counterfeiters can be sentenced for up to five years imprisonment and/or fines up to $250,000. Samuel T. Currin, the U.S. Attorney for the Eastern District of North Carolina, hoped that the sentences in "Operation Copy Cat" would have a deterrent effect on future piracy activities. "I am pleased that we could bring the first prosecution under the Piracy and Counterfeiting Amendments Act of 1982 in the Eastern District of North Carolina, where sound recording piracy has been a serious problem," he said.
In their eyes
George Benson
(44) 82:24:44

Travels
Fat Metheny Group
(44) 82:24:44

Jarreau
(44) 82:24:13

The genie
The Muppets Present: The Wizard of Oz TV series

Low ride
Earl Klugh

Star people
Miles Davis

Friends
Larry Carlton

Hunter
Joe Sample

Mirage a troio
The Yellow Jackets

Journey to a rainbow
Dennis Chambers

Think of one
Toni Washington

Dream of tomorrow
Lonnie Liston Smith

The best is yet to come
George Duke

Steps ahead
Miles Davis

French fleurs
Ramsay Lewis

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1. "In Their Eyes" - George Benson
2. "Travels" - Fat Metheny Group
3. "Jarreau" - Miles Davis
5. "Low Ride" - Earl Klugh
6. "Star People" - Miles Davis
7. "Friends" - Larry Carlton
8. "Hunter" - Joe Sample
9. "Mirage a Troio" - The Yellow Jackets
10. "Journey to a Rainbow" - Dennis Chambers
11. "Think of One" - Toni Washington
12. "Dream of Tomorrow" - Lonnie Liston Smith
14. "Steps Ahead" - Miles Davis
15. "French Fleurs" - Ramsay Lewis

Miles Davis, "Bop City" - The Jazz Holiday

Top 3 Albums

On Jazz

ASCAP scores at Yankee Stadium - The American Society of Composers, Authors and Publishers (ASCAP) recently saluted the song "Take Me Out to the Ball Game" with a special night at Yankee Stadium. Highlights of the evening included presentation of the song's sheet music to Gene McIarl, president of the Yankees, in a pre-game ceremony attended by Yankee owner George Steinbrenner, former Yankee manager Bobby Murcer, who recently released his first single on Columbia. ASCAP members Nicholas Ashford and Valerie Simpson were also on hand and performed the National Anthem. Pictured in the top row are (l-r): David; Murcer; David; McIarl, comedian David Brenner; and Yanks current manager Mel Stottlemyre. Pictured in the bottom row are (l-r) announcer Al Ritz; David; Gloria Messinger, managing director, ASCAP; McIarl; Simpson; David; McIarl and Ashford.

Sam Moore: Return of a Soul Man From Obscurity, Drugs

by Michael Martinez

Los Angeles — "I had almost given up — I was just living from day to day," recalls Sam Moore, from the original Sam & Dave R&B duo, of his bout with drug addiction that lasted more than a decade. "I didn't care that much about performing, but I'd get numb enough to go on stage to get money to get some more of the stuff." For the last few years, Moore has been concentrating on his energies in alcohol, not his health rather than rejuvenating his career, which has languished since the final split with long-time partner Dave Prater in the mid-70s.

Having tried a spectrum of treatment for his drug problem which plagued him since the height of his career with the then new classic "Soul Man" single, it wasn't until November 1981 that Moore began his trek back through detoxification. After leaving Turkey, methadone and other chemical treatments failed to do. Naltrexone, a little-known drug that is essentially experimental, started a nearly two-year process of detoxification.

The non-addictive drug blocks the effects of all opiates and methadone, unlike methadone, does not have the nauseating side effects. Those who have been on opiate drugs and have failed on methadone or codeine, and even cocaine, before starting treatment must go through a seven-day detoxification period using either Darvon-N or Valium.

"I take care of myself now," Moore said. "I eat well and have gone from 120 lbs. to 200 lbs. and now I'm down to about 183. "I exercise every day," he continued, "and now I have a chance for recommitment to my craft."

But work, in Moore's words, "has been all too infrequent," and his trip back to the studio has been one fraught with obstacles. Partner Dave is back on the road with another Sam and has been playing R&B clubs nationwide under the old Sam & Dave moniker, thus his bookings have been sparse.

Another factor is the addict image that he is now trying to shed. "A lot of people were surprised to discover I had a habit," Moore recounts, noting "that word of mouth in the industry became a powerful weapon against me. But you think you'll be there (on top) all your life."

Looking back on that perspective, Moore's voice became distant as he reflected on years of small club gigging leading to little gain and a growing rift between himself and partner Dave.

After recording a string of hits for Roulette, Stax and later Atlantic Records through the late '50s to the late 60s, including "You Don't Know Like I Know," "Take What I Want," "Hold On I'm Coming," "Soul Man" and "When Something Is Wrong With My Baby," the duo hit a drought, creatively and commercially, leading to the first break-up.

"It was during that slow period, which scared me to death," Moore said, "that I realized how easy it was to be vulnerable in this business."

"I started getting numb on alcohol and drugs," he continued. "I wanted to be accepted by the fans and the industry, just to be with the boys."

And although Moore joined Prater for a second incarnation of the Sam & Dave duo in 1971, the title was gone and the vocal magic that had made them soul men legends was a figment of history.

(continued on page 26)
PolyGram to Ship 40,000-50,000 CDs In Launch, Sets $11.75-12.75 Wholesale

(continued from page 5)

organization to find the outlets among the various major in the major markets which have the highest store traffic and the most affluent customers," said Petrone. "Those will be our 'flagship stores.'" ... In many of those locations, there will be a number of flagship stores in certain cities, such as New York, Chicago and Los Angeles. For instance, in L.A., we've got a Top (store), a Licorice Pizza, a Music Plus, and a Wharehouse. We're in touch with the Russ Sorolomons and Lou Fogelmans to determine which locations would be best suited and we're looking to have those 'flagship stores' set by the third week of August."

Petrone explained, "But that number may change according to such factors as demand and the number of players produced and produced in the coordination between the hardware and software manufacturers. We realize this, which is why we're going through 'flagship' stores. We think if they do the best, they'll be able to most effectively cross-promote and cross-merchandise software and hardware."

He added that the job of "effecting this relationship between CD software and hardware manufacturers" falls upon the recently-formed Compact Disc Group, under Recording Industry Assn. of America (RIAA) vice president and executive director Stephen Tralman, who is provided with a copy of the CD to be used as a CGD coor-

As PolyGram's senior director, Compact Disc Project, Hans Gout indicated during the June 16 announcement at the Consumer Electronics Show in Chicago, "flagship stores" will be supplied with an array of point-of-sale displays. Among these will be silk banners, posters and a nine-minute audio/visual presentation, providing a description of the digital process and a brief overview of available PolyGram titles. Petrone pointed out that "PolyGram branches in 14 major retail groups will be equipped with the a/v presentation."

PolyGram will be packaging its CD titles in a 6x12-inch clear plastic, heat-sealed container, which Petron said would be color-coded by label. The clear pack will allow customers to see the opened jewel box, which serves as the permanent housing for the disc, in addition to a hand-colored illustration, information about the recording and a two-color, generic message summarizing the digital CD technology.

"The 6x12 clear plastic packaging, we believe, has a number of advantages," Petrone stated, holding up a sample. "First, it allows the consumer to see the disc in which is attractive and sexy-looking in itself. Second, the 6x12 size tells the dealer he doesn't have to put under lock and key the units comfortably side by side in existing racks... Or individual racks or display modules can be created by the retailer to create a unique layout of the store. It's pretty versatile."

Packaging had been the subject of controversy and debate among consultants to the industry, Martini, of PolyGram's executive vice president, noted, "but generally was that 6x12-inch configuration should be the industry standard."

"We had to be sensitive to the middle retailer who wants something pillar-proof, that fit into established fixtures," Petrone explained. "Each of the packages, (from the various labels) will be different. For example, we've got a plastic pack while Warner Bros. is using a paper box. Both, however, the size will be standard."

Previously, PolyGram projected that the consumer price range for the CD in the U.S. would be between $17 and $20. Petrone stated that this way of thinking is the anticipated markup of $5 to $7 over PolyGram's wholesale price of $11.75 for contemporary pop and rock titles and $12.75 for classical recordings.

(Eighty of PolyGram's initial 100 titles are classic, which means that the bulk of PolyGram's premiere Compact Discs will be wholesale priced at $12.75.)

Looking toward the future, Petrone concluded, "Hopefully, by mid-'84, we will simultaneously release albums in the CD, LP and cassette configurations. Quite a bit depends on the number of players sold but we remain very optimistic. By the end of 1983, 650,000 players are expected to be sold just in Europe and Japan... in the U.S., we're looking at sales of between 22 and 30,000,000 by the end of this year. WeA, CBS, A&M and others will all have CD out this year, totaling approximately 450 titles, 200 of which will be PolyGram."

"The Compact Disc Group is talking about exhibits for the Winter CES in Las Vegas and generic merchandising materials for the CD and the CDG will be meeting in August and October to plan those and other things. Everyone has been very responsive. Now we're actually moving into gear."

Second Vision Bows

NEW YORK — Bruce Kirkland and Tara Dennison, both formerly of Stiff Records, have formed Second Vision, an independent promotion company specializing in music videos. According to Kirkland, the company is the first of its kind and addresses the increased significance of the music video.

"It's just accepted that video is an important selling tool," said Kirkland. "Labels, however, face a dilemma. They must do something to protect their large investment in the video, but most are loath to embark on an overhead expansion when the industry is still feeling its way out of the recession. We've a different solution."

Second Vision will aid record companies video departments in creating national and regional promotions including video club, press, radio and contests via local cable companies.

Dennison can be reached at (212) 334-9260 for additional information.

Get into video, cowboys — Mem-
bers of the Bellamy Brothers get back "during a video shoot for their current single, "Love Her Mind." Pictured here are (r-l): Howard Kamper, co-producer of the vid, John Krohn, director; Howard Bellamy; Karen Bee, actress; and David Bellamy.

NEW VIDEO SOFTWARE RELEASES

This listing of new videocassettes and video software releases is designed to keep home video retailers and dealers abreast of the latest product availability and can be used as an ordering aid. Product information is divided into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listings may not have been assigned either a catalog number or price.

ONE SINGS, THE OTHER DOESN'T

Cassette—RCA/Columbia Pictures
3160 $59.95

JOSPEH

Cassette—RCA/Columbia Pictures
10344 $59.95

LOVE AND DEATH

Cassette—RCA/Columbia Pictures
10355 $59.95

MOTHR

Cassette—RCA/Columbia Pictures
10413 $59.95

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### TOP 15 VIDEO GAMES

<table>
<thead>
<tr>
<th>No.</th>
<th>Game</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ENDURO Activation AX 026</td>
<td>3</td>
</tr>
<tr>
<td>2</td>
<td>MS. PAC-MAN Atari CX2875</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>CENTIPEDE Atari CX2876</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>KEYSTONE KAPERS Activation AX025</td>
<td>1</td>
</tr>
<tr>
<td>5</td>
<td>PITFALL! Activation AX108</td>
<td>8</td>
</tr>
<tr>
<td>6</td>
<td>DONKEY KONG JR. Coleco 2001</td>
<td>5</td>
</tr>
<tr>
<td>7</td>
<td>FROGGER Parker Bros. 5300</td>
<td>4</td>
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<td>8</td>
<td>RIVER RAID Activation AX020</td>
<td>8</td>
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<tr>
<td>9</td>
<td>ZAXxon Coleco 2435</td>
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<td>10</td>
<td>VENTURE Coleco 2457</td>
<td>3</td>
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<td>11</td>
<td>DOLPHIN Activation AX024</td>
<td>7</td>
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<tr>
<td>12</td>
<td>PHOENIX Atari CX2873</td>
<td>1</td>
</tr>
<tr>
<td>13</td>
<td>VANGUARD Atari CX2669</td>
<td>7</td>
</tr>
<tr>
<td>14</td>
<td>OINK! Activation AX023</td>
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</tr>
<tr>
<td>15</td>
<td>GOWF Coleco 2499</td>
<td>2</td>
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**Compiled From:**
- Alfa - Phoenix • Disc-O-Mat - New York City • Sound Video, Urbana • Chicago • MusiExec - St. Louis • Everbody's - Portland • Licorice Pizza - Los Angeles • New England Home Video - Boston • Movies To Go - St. Louis • Sound Warehouse - San Antonio • Spec's - Miami • American Tape & Video - Atlanta • Nicklebox - Los Angeles • Store Industries - National • Tower - Sacramento • Seattle • Crazy Eddie - New York City • Video Store - Cincinnati • Turtles - Atlanta • Radio EET - Bala Cynwyd • Wonderful World of Video - Charlotte • Entertainment Systems - Phoenix • Lockheed • Kansas City • Oly Aby • Denver • Cavities • Buffalo • Tower - Sacramento, Seattle • Wherehouse - Los Angeles • Carmel • Kansas City, Dayton, Cincinnati • St. Louis, Chicago, Indianapolis.

### TOP 15 MIDLINES

<table>
<thead>
<tr>
<th>No.</th>
<th>Game</th>
<th>Weeks On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>THE RISE AND FALL OF ZIGGY STARDUST AND THE SPIDERS FROM MARS David Bowie (RCA AYL-1-3843)</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>LED ZEPPELIN (IV) (Atlantic SD 19129)</td>
<td>11</td>
</tr>
<tr>
<td>3</td>
<td>TAPESTRY Carole King (Epic PE 34946)</td>
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<tr>
<td>4</td>
<td>PRETENDERS (Sire SRK 6063)</td>
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<td>5</td>
<td>FLEETWOOD MAC (Reprise MSK 2281)</td>
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<td>6</td>
<td>THE CARS (Elektra GE 135)</td>
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<tr>
<td>7</td>
<td>LOOK SHARP! Joe Jackson (A&amp;M SP-4919)</td>
<td>42</td>
</tr>
<tr>
<td>8</td>
<td>HIT$ Box Scaggs (Columbia FC 36841)</td>
<td>3</td>
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<tr>
<td>9</td>
<td>SUPER HITS Marvin Gaye (Motown 301)</td>
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<tr>
<td>10</td>
<td>MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)</td>
<td>23</td>
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<td>11</td>
<td>PIANO MAN Billy Joel (Columbia PC 32455)</td>
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<td>12</td>
<td>THE DOORS (Elektra EKS 74007)</td>
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<td>13</td>
<td>WHO ARE YOU? The Who (MCA 3050)</td>
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<td>14</td>
<td>DIAMOND DOGS David Bowie (RCA AYL-1-3889)</td>
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<tr>
<td>15</td>
<td>LET THERE BE ROCK AC/DC (Atco SD-36151)</td>
<td>7</td>
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</tbody>
</table>

**Compiled From:**
- Lickie Pizza - Los Angeles • Chart - Buffalo • Can Jay Music - Denver • Musiicord - St. Louis • Kramz - Indianapolis • Peachtree Records - Cincinnati • Columbia • Chart - Phoenix • Gary's - Virgin • Sound Video, Urbana • Chicago • Record Theatre - Cincinnati • Tower Records - Sacramento, San Diego • Seattle • Disc-O-Mat - New York City • Massachusetts One-Stop - Boston.

### REGIONS ANALYSIS

#### NORTHEAST

1. TALKING HEADS
2. KINKS
3. MTUME
4. DURAN DURAN
5. JOAN JETT

#### SOUTHEAST

1. DURAN DURAN
2. ROD STEWART
3. MTUME
4. KINKS
5. MERLE HAGGARD & WILLIE NELSON

#### MIDWEST

1. RICKIE LEE JONES
2. TALKING HEADS
3. KINKS
4. JOE WALSH
5. QUIET RIOT
6. DURAN DURAN
7. IRON MAIDEN
8. CROSBY, STILLS & NASH
9. PETER GABRIEL

#### NORTH CENTRAL

1. DURAN DURAN
2. MOTOWN'S #1 HITS
3. IRON MAIDEN
4. ROD STEWART
5. SERGIO MENDES
6. TALKING HEADS
7. FIXX
8. MERLE HAGGARD & WILLIE NELSON
9. RICKIE LEE JONES
10. PETER GABRIEL

#### BALTIMORE/WASHINGTON

1. TALKING HEADS
2. HUMAN LEAGUE
3. QUARTERFLASH
4. PHILLY HYMAN
5. ELYTHMICS
6. IRON MAIDEN
7. MARSHALL CRENshaw
8. MTUME
9. FIXX
10. KROKUS

#### WEST

1. TALKING HEADS
2. RICKIE LEE JONES
3. DURAN DURAN
4. HUMAN LEAGUE
5. FIXX
6. ROD STEWART
7. IRON MAIDEN
8. JOAN JETT
9. KINKS
10. QUARTERFLASH

#### DENVER/PHOENIX

1. IRON MAIDEN
2. QUIET RIOT
3. TALKING HEADS
4. RICKIE LEE JONES
5. QUARTERFLASH
6. JOAN JETT
7. FIXX
8. ROD STEWART
9. JAZZBUG
10. LITTLE RIVER BAND

#### SOUTH CENTRAL

1. FIXX
2. IRON MAIDEN
3. KINKS
4. MERLE HAGGARD & WILLIE NELSON
5. DURAN DURAN
6. KROKUS
7. MTUME
8. TALKING HEADS
9. RICKIE LEE JONES
10. ROD STEWART

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

Cash Box: July 9, 1983
Talk Continues To Dominate Top Markets In Spring Abs

(continued from page 3)

4.9 from 5.2, WRKS (KISS-FM), without the services of a regular morning man for the book, managed to increase to 4.5 from Winter's 4.0. Beautiful Music outlet WRFM recently began airing occasional A/C-styled tracks mixed in with the muzak and jumped to 4.9 from last book's equally uninteresting 2.9. A/C station WNYK was flat, 4.7 to 4.6, but up-and-comer WPIX continued to gain with 3.3 to 3.6 increase. In the AOR derby, the three stations were down slightly, WPLJ took the lead once again with a 4.1 down, from 4.5, and was also #1 in teens. WAPP had a 2.9 to 2.8 downturn, while Abrams' N.Y. experiment, WNEW-FM, went from a 2.2 to 2.1. Both country stations had a small but encouraging increase. Format leader WKN was up 2.1 to 2.4, while WKKJ went from 1.6 to 1.9. The baby of the talk

Sabo Exits ABC
To Consult RKO

NEW YORK — Walter Sabo, vice president of the ABC Radio Networks, resigned his post this week as ABC's top AOR executive, and has joined the RKO Radio Division as consultant to the RKO-owned-and-operated radio stations.

Just two months ago, Sabo was promoted to the top post of ABC Radio Networks. From 1975-78, Sabo was at ABC as director of the FM network.

In other ABC Network developments, Rick Devin has been appointed to the newly created position of vice president and director of the ABC Talkradio, Bob Chambers, currently vice president, market development, for ABC Radio Networks, had been handling the management of Talkradio in addition to his responsibilities for the network's 1984 Olympics coverage. Devin's appointment apparently solidifies ABC's corporate commitment to the talk format in the wake of the overall Talkradio project falling behind network expectations.

The network had also been unhappy with the performance of its talk outlet in San Francisco, KFGM-FM, and will sell the station as rumored, ABC, Inc. reached agreement with KLOR Radio, a limited partnership of the Donnis Fowler Corp, and the Weaver Broadcasting Co., for the sale of KFGM-FM and three KFGM-FM booster stations. The sale is pending approval by the FCC, as well as the ABC board of directors; Davis Fowler and Weaver own and operate five radio stations in Orange County, Fresno and San Jose.

HELLO AGAIN — In case you've forgotten, long before the 70s music radio battles were drawn, one could hear all sorts of wonderful hit music side by side in a format dubbed 'fold and reorient.' One top 40, Lotta hot rock and electronic love (lulu) ballads, too, each could stand on its own if it wanted to, but the rush was knowing that someone somewhere was singing along at the top of their lungs to the exact same record. And you didn't have to change tilters every dial. The success of the Motown 25th anniversary TV show was no surprise, it was just one example of an already existing, continuing love for great pop music, black or white, NBC-TV, and A/C radio for that matter, didn't discover this just last month. Yes, there are listeners dying for this stuff...and there are no more stations than the last report. The dial. The new Spring Book shows hit music stations are up. Urban, contemporarly, and the whole lot of them in markets (think of that when black artists can't seem to "cross over"). Los Angeles is out of toppers in the Spring Book, and the Cards' home town. With KISS-FM's ratings success and Ed Lipnicki now installed at KHJ, the fight is on. A similar situation is brewing 3,000 miles east in the Big Apple. As has been true for the past 4 1/2 years in New York, ABC, CBS and NBC have been fighting for radio dominance.

Shannon from Florida, Gary Fisher, on the streets since the recent WABC "blue wall" house-cleaning, will be the station's general sales manager. New York has been awaiting for an energetic radio station for years, and at the very least, the expected format should stimulate some nervous, healthy competition. Rumors did last week that sturdy AOR leader WPLJ was taking the Top 40 plunge. A quick flip of the dial revealed the AOR formula holding firm, but, yes, they do sound different: lots of, good, heavy news."New music" Station PD Larry Silverman is most recently anorm- erously successful in Boston, Chicago, and St. Louis. The new L.A.P.D (no pun intended) hinges on the latter city — Ed Segal's WAPP at #1, and the well-known and well-loved WKBW. New York last week to contemporary hit radio and will file new, undecided call letters with the FCC. For example, the ABC network sales manager Bob Nelson says they'll go with the CBS-FM national version. Segal's WAPP, however, is now a very successful in Boston, Chicago, and St. Louis. The new L.A.P.D (no pun intended) hinges on the latter city — Ed Segal's WAPP at #1, and the ABC network sales manager Bob Nelson says they'll go with the CBS-FM national version. Segal's WAPP, however, is now a very successful

THE FEELING'S MUTUAL — Talk radio wonder (1) was saluted this past July 4 weekend on the Mutual Broadcasting System with an interview by Dick Clark (1), included an exclusive inter- view with Wonder, as well as comenta- rions from Wonder's friends throughout the year. Wonder, of course, is still in the Cards' home town. With KISS-FM's ratings success and Ed Lipnicki now installed at KHJ, the fight is on. A similar situation is brewing 3,000 miles east in the Big Apple. As has been true for the past 4 1/2 years in New York, ABC, CBS and NBC have been fighting for radio dominance. Shannon from Florida, Gary Fisher, on the streets since the recent WABC "blue wall" house-cleaning, will be the station's general sales manager. New York has been awaiting for an energetic radio station for years, and at the very least, the expected format should stimulate some nervous, healthy competition. Rumors did last week that sturdy AOR leader WPLJ was taking the Top 40 plunge. A quick flip of the dial revealed the AOR formula holding firm, but, yes, they do sound different: lots of, good, heavy news. "New music" Station PD Larry Silverman is most recently anorm- erously successful in Boston, Chicago, and St. Louis. The new L.A.P.D (no pun intended) hinges on the latter city — Ed Segal's WAPP at #1, and the well-known and well-loved WKBW. New York last week to contemporary hit radio and will file new, undecided call letters with the FCC. For example, the ABC network sales manager Bob Nelson says they'll go with the CBS-FM national version. Segal's WAPP, however, is now a very successful

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### Most Added

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<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Label</th>
<th>Track Codes</th>
<th>Mediabase Rating</th>
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</thead>
<tbody>
<tr>
<td><strong>JOAN JETT &amp; THE BLACKHEARTS</strong> • ALBUM • BLACKHEART/MCA <strong>ADDs:</strong> WMMS, WKLS, WCCC, KNAC, WPLR, WBLM, WSN, WNEW, WYFE, HOTS</td>
<td>5</td>
<td>MCA</td>
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<td>**EURYTHMICS • SWEET DREAMS • RCA <strong>ADDs:</strong> WPLR, HOTS</td>
<td>6</td>
<td>RCA</td>
<td></td>
<td>Moderate</td>
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<td>**FASTWAY • COLUMBIA <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KNAC, WPLR, WBLM, WSN, WNEW, WYFE, HOTS, KNAC, WYFE</td>
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<td>RCA</td>
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<td>**THE FIX • REACH THE BEACH • MCA <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KNAC, WPLR, WBLM, WSN, WNEW, WYFE</td>
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<td>MCA</td>
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<td>**A FLOCK OF SEAGULLS • LISTEN • JIVE/ANISTA <strong>ADDs:</strong> None, HOTS, WKLS, KNAC, KNK, KBPI, MED</td>
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<td>**GOANNA BAND • SPIRIT OF PLACE • ATCO <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KEZY, WPLR, WBLM, WSN, KBPI, KBPI</td>
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<td>**INXS • SHABBOO SHOOAH • ATCO <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KNAC, WOIR, KEZY, WSN, KBPI, KBPI</td>
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<td>**IRON MAIDEN • PIECE OF MIND • CAPITOL <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KNAC, WPLR, WBLM, KBM, KBM, KBM</td>
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<td>**THE KINKS • STATE OF CONFUSION • ARISTA <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, WMS, KNAC, WYFE, WBLM, WSN, KBPI, KBPI</td>
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<td>**LOVERBOY • KEEP IT UP • COLUMBIA <strong>ADDs:</strong> None, HOTS, WMMS, WKLS, KBM, KBM, KBM</td>
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<td>ATCO</td>
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<td>Moderate</td>
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### Most Active

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<th>Label</th>
<th>Track Codes</th>
<th>Mediabase Rating</th>
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<td>**POLICE • SYNCHRONICITY • A&amp;M <strong>ADDs:</strong> None, HOTS, KBPI</td>
<td>4</td>
<td>A&amp;M</td>
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<td>**STEVE NICKS • THE WILD HEART • MODERN <strong>ADDs:</strong> None, HOTS, WMMS, KBPI</td>
<td>11</td>
<td>A&amp;M</td>
<td></td>
<td>Good</td>
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<td>**ROCKERS • GOOD AS GOLD • COLUMBIA <strong>ADDs:</strong> None, HOTS, WMMS, WCCC, KNAC, WYFE</td>
<td>144</td>
<td>A&amp;M</td>
<td></td>
<td>Good</td>
</tr>
<tr>
<td>**SHOOTING STAR • BURNING • VIRGIN <strong>ADDs:</strong> WMMS, WCCC, WSN</td>
<td>170</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
</tr>
<tr>
<td>**TALKING HEADS • SPEAKING IN TONGUES • SIRE <strong>ADDs:</strong> None, HOTS, WMMS, KBPI</td>
<td>27</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
</tr>
<tr>
<td>**U2 • WAR • ISLAND <strong>ADDs:</strong> WMMS, WCCC, KNAC, WBLM</td>
<td>15</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
</tr>
<tr>
<td>**JOE WALSH • YOU BOUGHT IT • YOU NAME IT • FULL MOON <strong>ADDs:</strong> WMMS, KNAC</td>
<td>96</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
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<tr>
<td>**ZZ TOP • ELIMINATOR • WARNER BROS. <strong>ADDs:</strong> WMMS</td>
<td>17</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
</tr>
<tr>
<td>**ZEBRA • ATLANTIC <strong>ADDs:</strong> WMMS, KBPI, KBM, KBM</td>
<td>104</td>
<td>ATCO</td>
<td></td>
<td>Good</td>
</tr>
</tbody>
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DeFord Bailey Day’ Declared To Honor Late Opry Pioneer

by Lee Stevens
NASHVILLE — Thursday, June 23, was declared “DeFord Bailey Day” by Nashville Mayor Richard Fulton to honor the memory of one of the Grand Ole Opry’s earliest popular performers. Highlights of the day were the presentation of a commemorative plaque to the I.W. Gernert Homes, a memorial ceremony at Greenwood Cemetery and a reception at the Country Music Hall of Fame.

The commemorative plaque was presented to the high-rise home for the elderly where Bailey lived from 1971 until his death on July 2, 1982. From the I.W. Gernert building, Bailey could look down on the empty lot where he had maintained a shoe-shine shop during his years of pop-

ularity on the Opry and after his Opry af-

fillation ended (1941) until the building housing the shop was demolished in 1971.

For the memorial gathering at Greenwood Cemetery, several Opry performers who had worked with Bailey during his years on the Opry (1925-1941) made

marks and played. David Morton, now with the Dallas Housing Authority and a historian who befriended Bailey during his last 10 years, told the sparse crowd the purpose of the day was not to bury

someone, but to celebrate the achieve-

ments of an artist. Musical selections reflected the sound of the early Opry with the Crooks Brothers (“Sugar and the Gourd”) and “Grey Eagle.” Bill Monroe ("EVENING PRAYER BLUES"). James Taylor (“JOHN HENRY”) and Herman Crook (“Amazing Grace”). In addition to the performers honored guests included Roy Acuff, Jerry Strobel and Hal Durham of the Grand Ole Opry. Kirk McGee, Zeke Clems, Uncle Dave Macon’s grandson, Jack Kaluki of Hohner Harmonicas, state senator Douglas Henry and state representa-

tive Mansfield Douglas.

In his remarks, Acuff explained why he had asked Bailey to be a part of his traveling show in the late 1930s. Bailey had already been a mainstay on the Opry for 10 years when Acuff joined. Acuff, as a "new act," needed a name that would draw an audience to the show. Bailey was that "well-known, name act." Commented Acuff, "I never introduced him to an audience that didn’t enjoy him." Concerning a possible drive to

have Bailey inducted into the Hall of Fame, Acuff reiterated that Bailey "deserved it as much as anyone as far as musicianship is concerned." Although the thought Bailey

lacked the criterion of the furthering of country music. "If his name is ever on the

Hall of Fame, he’ll have one (vote) from Roy Acuff.”

Mayor Fulton, Monroe and Acuff unveiled the tombstone that had been the final request Bailey had made of his friend Morton. It was this request that led Morton to pursue "DeFord Bailey Day" as a project since the musician’s death a year ago. The stone, donated by Mr. and Mrs. Villa Simpson of Elverton, Ga., was designed by Rodney Dotson.

Items Donated

A motorcade led participants from the cemetery to the Hall of Fame, where Bill Ivey, president of Country Music (CMF), accepted personal effects donated to the Hall by Bailey’s children, Deford Bailey Jr., Deford Bailey Sr. and Dezoil Bailey Thomas. The items are three hats, a framed business card that had hung on Bailey’s shoe-shine stand, shoes, a folding cane chair and two megaphone, designed by Bailey in the ’30s especially for his harmonica.

The top hat, held for invited guests in the CMF library, featured rare recordings of "the Harmonica Wizard" and a seven-minute film of Bailey’s performance from the late ’60s. A series of Bailey photographs by Nashville photographer Dennis Wise decorated the area.

Bailey was born in Clay City, Ky., in 1899. Bailey learned to play the harmonica while bedridden with infantile paralysis during the Spanish flu epidemic. This early skill was the key factor in making music more than a mere pastime for a child left stunted and disabled. The young Bailey spent most of his time learning music and mimicking the rural sounds surrounding him.

In 1918, he moved to Nashville, working odd jobs and playing his harmonica whenever and wherever possible. When the manager of Nashville’s first commercial radio station, WDAD, heard him play, he was invited to perform soon after when the station went on the air in September 1925.

Mandrell/Twitty Softball Tourney Benefits Charity

NASHVILLE — The Barbara Man-

drell/Conway Twitty Celebrity Softball Classic was held June 22 at Nashville’s Greer Stadium featuring country music entertainers, TV personalities and professional athletes playing to benefit a local humane society.

A crowd of over 24,000 people, largest in the stadium’s history, attended the game, which was taped by the Nashville Network for airing on cable television the week of July 4. The game, in which the Twitty Birds defeated Mandrell’s Do-Rites 14-10, was also covered by a variety of national media, including Entertainment Tonight and ABC’s 20/20 and Good Morning America television shows.

In addition to Mandrell and Twitty, country music personalities included Mel Tillis, Little Jimmy Dickens, Lee Greenwood, Richard Sterban and Joe Bonsall of the Oak Ridge Boys, Charlie McCoy, the Gatlin Brothers, David Frizzell, Sylvia, Bill Anderson, Roy Acuff, Minnie Pearl, Brenda Lee, Dottie West, Stella Wariner and Bobby Wright.

Personalities from sports included professional football players Danny White, Vinnie Testa, Danny Christian, John Plangola, Bernard Wilson, Dennis Harrison and Terry Bradshaw, and basketball players Rick Robey and Kyle Macy.

Television stars Morgan Fairchild of Flamingo Road and Michael Warren of Hill Street Blues also played in the game, officiated by Gov. Lamar Alexander and Nashville Mayor Richard Fulton.

Famous Music Expands Its Nashville Offices

LOS ANGELES — Famous Music Publishing, an affiliate of Paramount Pictures, is expanding its Nashville office. The new location is 1706 Grand Ave. Judi Grotter is the head of the Famous Nashville office and Bill Holmes is the creative direc-

Murphey Hits The Road

LOS ANGELES — Liberty recording artist Michael Murphey has begun some touring in anticipation of his next album, due in August. Among his dates are July 4 in Lake Granbury, Texas; July 8-10 in Escondido, Calif. and July 18 in Poteau, Ill.

For The Record

In a story on the Nashville NARAS board of governors in the July 2 issue of Cash Box, the names of the at-large governors were omitted. They are: Maggie Cavender, Lynn Shults, David Kepernick and Travis Turk.
RODRIGUEZ AT BILLY BOB’S — Johnny Rodriguez is welcomed by Billy Bob’s co-owner Jim Firehall (r) at his recent appearance at the legendary honky-tonk. His four-song performance from his forthcoming album, “For Every Rose,” including the single “How Could I Love Her So Much,” was performed live on the Cash Box Country Singles chart this week at #87 bullet.

just recently, a well-edited medley disc has hit the legendary public ear. Mary Reeves Davis, president of Jim Reeves Enterprises, disclosed the latest Reeves project last week. It will be a five-hour radio special hosted by Eddy Arnold, featuring comments from country music stars, famous sports figures and fans. Entertaining and informative, “Reeves Around the World” will be a project which should lend an air of authority to the script. Executive director Tom Perryman said the research and preparation for the special have been pursued for years. Besides offering such classic songs as "He'll Have To Go" and "Bimbo," the program will contain additional tracks released for the first time on the special. Bill Robinson of the Musicworks will produce.

BAILEY MOMENTS AVAILABLE — David Morton, who put together the memorial activities for "DeFord Bailey Day" in Nashville (see Country Music, March 12, p. 75), has a number of memorabilia programs which he is offering free of charge to Cash Box readers as long as the supply lasts. To obtain a program, write to: David Morton, 2252 Lucas Drive, Dallas, Texas 75219.

RONNY ROBBINS RACES TOO — The late Marty Robbins added to his fame by racing cars. Son Ronny, not content to follow in his father’s musical tracks, has also taken to speed. Driving Phil Baugh’s blow jet boat, Robbins held the fastest time at drag boat races at the Elm Hill Recreation Area of Percy Priest Lake just outside Nashville. At a full 15 mph faster speed than his closest competition, Robbins was clocked at 1:04 mph. He’s been piloting powerboats for five years. Competitors in the race, sponsored by the Music City Boatpower Club and Sound Factory Recording Studio, numbered 24 pilots from three states.

'Reeves 15th Album, Uptempo Award — Just before the release of his 15th album, titled “Decade of Hits,” Charlie Daniels attended a black tie dinner in New York where the Music and Performing Arts Lodge of B’nai B’rith No. 2502 honored him with its 1983 Creative Achievement Award. Daniels shared honors at the June 18 charity affair at jazzy singer’s hotel by country-music stars. Depending on the gala, Charlie’s in grand company — the Creative Achievement Award, established in 1965, has previously been awarded to musical giants Aretha Franklin, Tony Bennett, Kenny Rogers and Billy Joel. Not content to rest on past laurels, Daniels will continue touring with a 75-city itinerary through the end of the year. A new Epic studio album, tentatively titled "Honky Tonk Avenue," is scheduled for release early in 1984.

COMMERCIAL COUNTRY — Obviously recognizing the name power of country music stars, several companies are beginning to use more country artists in their ad campaigns. Lee Greenwood will be seen in a summer ad for Lee Jeans in Seventeen Magazine and heard in 27 states singing new commercial spots for Coors Beer. For the Coors spots, Greenwood will record country, MOR and rock tunes. Leon Everette has completed tapes for Mellow York. Everette was a full-fledged creative writer, arranging and performing the soft drink spots with his band. Hurricane, Conway Twitty has joined Bill Anderson and former Po Folks, Inc. vice president Roy Jones in a franchise venture called Shp'o, Inc. The three will have Po Folks Family Restaurants in twenty states. The new venture is being geared to serve "from the farm to the fork" types of fare.

Music Row Movement — SESAC sponsored a block party to welcome the Nashville Songwriters Assn., Inc. (NSAI) to its new offices at 805 18th Avenue. Famous Music Publishing has expanded its Nashville office to 1706 Grand Avenue (see Southern California) and recently moved its offices to the new office building, formerly the office building for the famed label company, A&M Records. The move is expected to increase the number of songwriters and songwriters who work there. The new offices are located in the newly constructed A&M Tower, formerly the home of A&M Records.

EXPANDED FAMILY ROSTERS — Tom Jones spent a little time with his new grandson Alexander John Woodward, born June 12, before resuming his touring schedule on July 2. B.J. and Kay Kelch greeted their second son on June 16. B.J. is the Midwest region country marketing manager for GCB... . I.CONWAY TWITTY'S THIRTY-SECOND ANNIVERSARY SHOW — Mirage, which is opening its second Carols Under the Stars presentation this Wednesday night, will feature a three-hour show with Conway Twitty as the headliner. The show is presented at the Cash Box and look forward to bringing you Nashville's Music Row happenings every week. With a new guy at the country typewriter, here's your chance to make suggestions and ask questions. Write or call anytime.

lee stevens
SINGLES REVIEWS
OUT OF THE BOX

RONNIE MILSAP (RCA PB-13564)
Don't You Know How Much I Love You (3:18) (Kelso Herston Music, Inc. - BMI) (Don E. Williams, M.D. Stewart) (Producers: R. Milsap, T. Collins)
Milsap relinquishes the heavy pop keyboards of his previous release, "Stranger In My House," for lead acoustic and electric guitar licks on his second single release from the "Keayed Up" LP. More country-oriented than many of his recent releases, Milsap's crossover reputation should still carry this one to both charts.

LOUISE MANDRELL (RCA PB-13567)
Definitely too hot to be a sleeper, the first single and title cut from Mandrell's upcoming album, due for August release, features a guitar opening line reminiscent of the Eagles' "Witchy Woman" and an excellent string arrangement throughout. Mandrell's vocal performance is sultry. This one will have a great appeal to record buyers involved in summer romance.

FEATURE PICKS

JOHN DENVER AND EMMYLOU HARRIS (RCA PB-13562)
Wide Montana Skies (4:02) (Cherry Mountain Music — ASCAP) (J. Denver) (Producers: J. Denver, B. Wycoff)

TOMMY OVERSTREET (AMI 1314)

JOHNNY ROWLAND (Alliance A 003)
Walkin Like You're Talkin' (2:42) (Dobbins Music — BMI) (J. Rowland) (Producers: J. R. Rowland, M. Poston)

VALENTINO (High Voltage HV-100)

NEW AND DEVELOPING

RICHARD LEIGH (Capitol P-B-5247)
Leigh is already well-established as a writer of excellent lyrics and memorable melodies, including chart toppers like "Put Your Dreams Away" and "Don't It Make My Brown Eyes Blue." This self-penned release, replete with inspirational arrangement and choral background, should establish him as a vocal talent to be reckoned with. His reading on the lyric is sensitive and heartwarming.

THE COUNTRY MIKE

SKY'S THE LIMIT — Contemporary country radio station KXYX/Oklahoma City began broadcasting recently from its new "Tall Tower" location, atop the antenna of KOKK-TV in northwest Oklahoma City. The new facility stands 1,204 feet above ground level, as opposed to the 300-foot antenna used previously. The tower makes KXYX the highest operating power transmitter in Oklahoma City County, with a transmitter power of 31,514 watts, and 100,000 watts effective radiating power. KXYX has nearly tripled its service area to approximately 7,230 square miles, and has 66,700 potential listeners. Bill Kirkpatrick is vice president and general manager for the station and Charlie Marcus serves as program director.

CONLEE DELIVERS — John Conlee recently visited WXDE/Lawrenceburg to present a copy of his new single, "I'm Only In It For The Love." Pictured are (l-r): Dan Hohlander, MD/PO, WXDE; Conlee; and Ron Fisher, air personality, WXDE.

Nominees for Favorite Local Singer and featured exclusively by write-in vote. The balloting concluded on My 25 and voters were asked to provide their name, address, phone number and age group to validate the ballot. After the votes were tallied, ballots were divided by age group and a ballot drawn at random from each group to choose the Listener of the Year winner. Local entertainers chosen as winners in their categories received award plaques and Listener of the Year winners received plaques, albums and custom designed KNAL Listener of the Year jackets. They will also be included at special radio events throughout the year. KAVU-TV, the local NBC affiliate, broadcast the awards show as a "special" edition of the weekday magazine, Sounder & Company, and KNAL simulcast the event. Sounder & Company host Larry Souder, formerly of WSM/Nashville, supervised segments of the show's music segments.

NASHVILLE NEWS — WSIX/Nashville, in cooperation with Kroger and Heritage Landing, celebrated July 4th with "All American Monday" from the main stage of Heritage Landing. This was the station's second annual Independence Day celebration, the first being at Centennial Park in 1982 and attracting more than 14,000 people. "All American Monday" featured live entertainment on the lakeside stage. Performing artists included Debbie Petara, Bandana, Rick and Janis Cass, and Margo Smith. The day's activities included games for the whole family, and as a finishing touch, there was a professionally staged aerial fireworks display over the lake. "The Waking Crew," WSM/Nashville's live morning radio show, went on the road last week. Broadcasting from atop two hydraulic lifts, host Tony Lyons, the six-man band and singer Darlene Austin performed the show before a Waking Crew billboard on I-40 West. Lyons says it is the first time they've actually "seen the audience." Over the air they asked listeners to blow their horns. Horns could be heard throughout the 75-minute show as the Waking Crew delivered live music, news and humor from a 40-foot billboard on a ledge above the mainstreet interstate. Program director Greg Lindahl is the man responsible for the broadcast. When asked what prompted the stunt, Lindahl joked, "Well the band has been asking for a raise." juanita butler.

PROGRAMMERS PICKS

Mark Tudor
WTOG/Winston-Salem
Mark Tudor
Breakin' Down — Waylon Jennings — RCA
Al Twine
WBES/Edenton
Hank and Lefty — Eddie Thompson — Stargram
Jack Seckel
WIZX/McKeever
Alabama Girl — Harry Lynn Shields — Mr. Music
Pete Briler
KWKH/Shreveport
What I Learned From Loving You — Lynn Anderson — Permian
Tony Pelta
WSDS/Ypsilanti
Love Don't Know A Lady — Billy Parker — Soundwaves
Dale Eicher
KWMT/Fl Dodge
Wild Montana Skies — John Denver/Emmylou Harris — RCA
Doris Thompson
WSAI/Cincinnati
Night Games — Charley Pride — RCA
Rhubarb Jones
WLW/Montgomery
Heart On The Run — Jerry Puckett — Atlantic
Stan Davis
WVAM/Altoona
Stara On The Water — Tommy St. John — RCA
Larry Byers
KFLY/Lubbock
How Could I Love Her So Much — Johnny Rodriguez — Epic
Dan Hollander
WDXE/Lawrenceburg
New Looks From An Old Lover — B.J. Thomas — Cleveland International
### Top 15 Albums

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Peace in the Valley</td>
<td>B.J. Thomas (Myrrh MSB-6710)</td>
</tr>
<tr>
<td>2</td>
<td>More Power to Ya</td>
<td>PETRA (Sat Song SRS0045)</td>
</tr>
<tr>
<td>3</td>
<td>Age to Age</td>
<td>ANDREW BLACKWOOD &amp; CO (Greenstreet R 1943)</td>
</tr>
<tr>
<td>4</td>
<td>Lift Up the Lord</td>
<td>SANDI PATTI (Impact 3818)</td>
</tr>
<tr>
<td>5</td>
<td>Stand by the Power</td>
<td>IMPERIALS (DaySpring DST 4100)</td>
</tr>
<tr>
<td>6</td>
<td>I Feel Like Goin' on</td>
<td>KATHY PRINGLE (Onesy HS-2001)</td>
</tr>
<tr>
<td>7</td>
<td>You Brought the Sunshine</td>
<td>THE CLARK SISTERS (Sound of Gospel 501 132 1599)</td>
</tr>
<tr>
<td>8</td>
<td>Peace Be Still</td>
<td>VANESSA RELL, ARMSTRONG (Sound of Gospel 3831)</td>
</tr>
<tr>
<td>9</td>
<td>It's Gonna Rain</td>
<td>MILTON BRUNSON (Myrrh MSB-6697)</td>
</tr>
<tr>
<td>10</td>
<td>Lift Up the Lord</td>
<td>SANDI PATTI (Impact 3799)</td>
</tr>
<tr>
<td>11</td>
<td>White Heart</td>
<td>(Myrrh Ward-MSS-6735)</td>
</tr>
<tr>
<td>12</td>
<td>The Cruse Family</td>
<td>(Prodigy RJU 38335)</td>
</tr>
<tr>
<td>13</td>
<td>Michael W. Smith Project</td>
<td>(Myrrh R 7607)</td>
</tr>
<tr>
<td>14</td>
<td>Spirit Wings</td>
<td>JOHN EARRECKSON (Word WSB-8878)</td>
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<tr>
<td>15</td>
<td>War of Love</td>
<td>SHELIA WALSH (Sparrow SP-1067)</td>
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Last notation indicates the cut receiving the most airplay. The Cash Box Gospel chart is compiled from a sampling of sales reports from national distributors and one-stops and radio.

### Jones Preview Album in Nashville

NASHVILLE — Myrrh recording artist Bobby Jones and New Life previewed its upcoming new album release, "Come Together," here last week for a large industry audience. The album and the single, a cover of Kossi Gardner's "I Am Somebody" (which top RCA's Glenn Jones to #3 on the Cash Box Black Contemporary chart in April, will be released in mid-July.

Jones' band, New Life, and the A-Strings performed the new material live at the posh new Radisson Plaza Hotel. The arrangements contain mostly modern, funky leads and lush orchestrations. Standouts are "Hold On," a positive economic message, and "Call Him Up," an uptempo shouter worthy of Clara Ward or Bessie Griffin.

The group's recording and tour work with Barbara Mandrell over the past year has brought them some prominence in the gospel market. They will open for Mandrell July 25-31 at the MGM Grand Hotel in Las Vegas. Further touring under the auspices of the Tennessee Arts Commission will take them into Tennessee cities of under 15,000 population through the summer. "Come Together" is Jones' sixth album and his second for Myrrh. It was produced by Jones and Tony Brown with Ken Hardin, executive producer.

### Talk Dominates Arbs

(Continued from page 15)

Adult contemporary led the San Diego market overall, with most A/C outlets increasing their numbers. Beautiful music station KQJY barely kept its lead, dropping from 9.8 to 8.6. KFMB-AM led the A/C pack with a 5.5 to 8.4 leap. KBZT dropped from 4.6 to 3.9, while KXYT was up 4.5 to 5.4. KFMB-FM increased 4.6 to 5.3 and KSBQ-FM moved to 3.4 to 3.6. The group's first single, "Whatever Happened To Eddie?" will be released this month.

### Bailey Honored

— A specially commissioned headstone is unveiled during ceremonies commemorating "DeFord Bailey Day" as proclaimed by Nashville Mayor Richard Fulton honoring the early star of the Grand Ole Opry who died last year. Unveiling the headstone are (l-r) Bill Monroe, Fulton and Roy Acuff.

In 1928, he appeared on 48 of the 52 Opry shows of that year, a feat unequalled by any other early performer. That same year, he became the first musician recorded in Nashville when the Victor Talking Machine Company (RCA) sent a representative to Tennessee to record a folk musician. Bailey remained a regular on the Opry until 1941.

It was his limited repertoire that prompted his exit from the Opry line-up. WSM had become involved with Broadcast Music, Inc. (BMI) and began requiring its performers to come up with new material that the newly formed licensing organization could handle. Bailey was not known as a composer, but rather as a distinctive arranger of older material. This limitation led to a dispute with Judge Hay, and Bailey left.

In what is now the Edgefield district of Nashville, Bailey returned to his shoeshine stand to eke out a living, making only extremely rare appearances as a performer that the newly formed licensing organization could handle. Bailey was not known as a composer, but rather as a distinctive arranger of older material. This limitation led to a dispute with Judge Hay, and Bailey left.

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Retailers Forsee Continued Upturn, If Not Turnaround

(continued from page 5)

general manager Michael Mowers disagreed. “Our first five albums are strong, but after that it drops considerably,” he said. “For instance, our #1 last week was The Police, which sold a thousand pieces. Number 10 was Edgy Group, which sold 150. And regular catalog is the pits.”

Mowers was the only dealer contacted who anticipated a soft summer, though he noted that a northern market like Milwaukee was especially affected by warm weather, adversely so in terms of record sales. He also mentioned

Col. Parker Issues Statement On Presley Settlement

LOS ANGELES — On the heels of the recent settlement of the dispute between the Elvis Presley estate, Col. Tom Parker and RCA Records, Col. Parker issued the following statement:

The Estate of Elvis Presley, Colonel Tom Parker and RCA Records today jointly announced a settlement of a long-term legal dispute. The agreement, which has been in the various matters of controversy among them.

The parties are satisfied with the terms of the resolution, which is fair and equitable to all concerned. The Estate fully acknowledges the excellent work of the management of Col. Parker and RCA Records to the unparalleled career of Elvis Presley.

Col. Parker has spoken, however, to discontinue his business with Elvis Presley and to furnish to the Estate a sampling of his collection of Elvis Presley memorabilia which will be on display at Graceland, the late entertainer’s home, in Memphis, Tennessee.

Since Col. Parker will no longer be involved in the management of the late entertainer’s affairs, the Estate has designated Joseph F. Racoff, a New York business manager and CPA, to handle the business affairs for the last half of 1980. Racoff stated: “Col. Parker has clearly been a major factor in the enormous success which Elvis Presley has enjoyed in his career, and because RCA has always dealt fairly with Elvis and his Estate, we are pleased that RCA and the Estate have today affirmed and strengthened that relationship.”

The Estate shall continue to focus on Elvis’ contributions to America’s music and shall seek to maximize revenues. We will continue to be available for future reference to the name, image, likeness and life of Elvis Presley. In that connection, Col. Parker and RCA have each extended their very best wishes to the Estate and are hopeful that the extraordinary legend of Elvis Presley will continue to live for many years to come.

Mr. Tual acknowledged his complete approval of the resolution in its entirety.

Milwaukee’s heavy manufacturing industry has been slow to lift out of the recession. Among the firms, James Rosell, manager of Rose Records’ seven Chicago locations, noted a detrimental effect from summer weather on sales and hedged his bets accordingly despite seeing some “very big numbers on things which we haven’t seen in a long time.” Further hampering that situation was the shift in Chicago and its accompanying video music services, and a radio situation that he noted was “being good, but not as good for business.”

Other dealers, however, were basking in the sunny predictions prompted by the much-document new artist exposure via video and radio. In addition, reduced priced product was hailed for its positive effect on consumers and consumer.

And Elvis, their record, was “triumphously successful,” said Tower Records president Russ Solomon, adding that his store places twice as many copies as the same item, and business is getting better all over.

“RCA’s not hearing complaints that records are too much money,” stated Kemp Mills’ Appelbaum. “With VEA lowering its catalog and so many labels releasing products in the same way you see all the awareness is turning around to where they realize that records are a good value again.

And we’re seeing something about doing business and treating us as partners instead of adversaries. Clearly, things are getting better for a lot of people.”

Appelbaum noted another equally important aspect of the current healthy state of the industry: “The glow is off of the video shows. We’ve met a lot of people and we have an enormous amount of our demographic’s disposable income was being spent in arcades, but now it’s not so much.

Secoinding Appelbaum was Record Bar’s Hunter. “Our #1 source of competition is in a much weaker position,” he said. “The video game industry is not taking anywhere near the bite of leisure dollars as it did a year ago.”

“A huge drop, in video game strength, Hunter cited the growth in the general economy, the steady stream of players into the video arcade, and the cigarette boom as major factors in his chain’s turnaround, which he currently rates a “four” on a 10-scale, “outstanding, but with difference, “the arcades are showing a turnaround over again.” He said that “good business sense and caution policy” could be the magic that keeps the video game from the grave.

Other retailers, including Rose’s Rose, Radio Doctor’s Mowers and Record World’s head Roy Imber, were looking at the expanded availability of CP hardware and disc title to provide, in Imber’s words, “a big improvement in business.”

But the most important factor in continuing the upturn in retailer sales is continued quality releases and in this regard, most were excited. “I’m real interested in July,” said Budget’s Lasky, back from a lengthy field trip in which he saw “a lot of smiles” on the faces of his store personnel. “It definitely looks like a lot of good product is coming out.”

And now, operations manager at the Boston-based Strawberries Records & Tapes chain, was especially pleased that the coming releases are stretching out the up coming releases so that the sales momentum could be maintained. And based on a long list of coming releases, he extended his schedules of CBS and WEA, Record Bar’s Hunter predicted at least five and as many as 15 “legitimate happening records” to last through the rest of the year.

“Will be a hotly contested race to stay in Record Bar’s Top 10,” concluded Hunter.

Sam Moore: Return Of A Soul Man From Obscurity, Drugs

(continued from page 12)

Sam continued to live with the nightmare of addiction through the mid-to-late ’70s when he entered a methadone detoxification program that created another addiction, to the treatment itself. Between efforts to stem his drug abuse and continuing to work, both health and career deteriorated.

When working on the road, Moore had to buy black market meth or heroin, usually spending more for the drugs because he was a celebrity.

It was with the help of manager Joyce Moore, publisher of a TV news item on KNBC, that Moore got on the Naltrexone program located in West Covina, Calif., just outside of Los Angeles.

Resurrecting his health, while a slow, arduous process, has been successful; given the problems, Moore’s solo career has been slow, arduous, but less successful.

This all could change as producer and noted record industry veteran Al Bell soon will be taking Moore into the studio to record an album and then ship it to major labels for a deal.

“As much as I need work,” Moore said, “I won’t beg for it. I’m going to work; I want to get back to what I do best. For a while, it’s looking like, there’s nothing new,” he added, “I feel like I should do something to help prevent others experiencing some of the things that I have, because this mania can become so deep.”

To this end, Moore has been appearing in various articles and on TV and radio talk shows, describing his new lease on life and discussing Naltrexone.

Among his TV appearances has been the interview segment with KNBC/Los Angeles’ Kelly Lange April 4 and then again June 8. He also appeared May 2 on Mid Morning L.A. He has done radio interviews and discussed the problem on a nationally syndicated radio show, Radioscope, which is set to air in full June 24.

Moore in each instance recounts his life on drugs and gives some perspective on the depth to which the problem penetrates music industry ranks.

“The problem is grim,” Moore said, “and in many cases, it is not behind closed doors at all—people seem to know how serious the problem is.”

The R&B crooner said that “enough established artists who are not doing it aren’t coming out and speaking against it. Heroin has always been looked down on as a bad drug, but it seems to me it is quite so cheap. Cocaine was chic.”

“They people who have a dependence on coke are more apt to speak out about that,” he continued, “but heroin addicts are likely to keep more to themselves.”

Moore said the real losers in the situation are the younger players coming into the business. “Some of the younger artists are wiser. Some are quite foolish,” he observed, adding, “but there’s no use in being ignorant; there’s just too much information available now.”

On the Radioscope telecast, Moore plans to announce that the Fair Oaks Hospital in New Jersey will advertise a toll-free number that can be used to reach Moore, who plans to talk with people wishing some insight on the problem—which it be theirs or a loved one’s. In between this speaking engagements, Moore said that he is still preparing himself for a strong career comeback, with plans to record a demo and shop for a major label deal. “I’ve been in the business 30 years, but this is the first time I’ve had so much fun. I enjoy what I do now.

NMPA Names Board

(continued from page 8)


Lance Freed of Irving/Almo Music and Al Gallico of Al Gallico Music Corp. were the only new members elected to the board.

The board of directors will guide the activities of the association for the next two years. Election of the new NMPA officers will take place shortly.

WILCOX TO COLGEMS — Willie Wilcox, known for his work as a drummer for Todd Rundgren’s Utopia, recently signed an exclusive worldwide publishing agreement with Colgems/EMI (ASCAP). Pictured with Wilcox (r) is Paul Tannen, vice president, creative affairs, Screen Gems.
Argentina

BUENOS AIRES — John Lear, managing director of PolyGram Discos In Buenos Aires, has traveled to Mexico City to take charge temporarily of the company’s operations in that country. One of the duties he will have to fulfill is the appointment of a new MD in Colombia. In addition, he has been replaced by Alberto Dieguez, who will be acting manager of the company.

Julio Dominguez has been appointed sales manager for PolyGram Discos in Brazil, a vacant since the departure of Norberto Tejero, who is currently promotion manager for CBS. Other news related to EMI is that the company has moved to new headquarters, in the city of Florida, nearly Buenos Aires. The new address is Av. San Martin 3590, Florida, Pcia. de Buenos Aires.

Jose Blankleider and Rafael Abou have formed a new label, Colly Records, which is starting to operate with an array of artists coming from Europe, Canada, and the States under indie label banners. Blankleider has been for many years producer of radio programs and is also searching for local talent. The company has concentrated in Uruguay 978, Buenos Aires, and Colly is interested in deals with foreign labels.

Mario Kaminsky of Micron is very happy with the first batch of LPs, according to Joan Manuel Serrat’s new album, released during the stay of the famed Spanish chanter in Buenos Aires. The album has more than 120,000 people attended his shows and a last event at an open soccer stadium ending in the middle of a rainy weather after more than 35,000 additional tickets had been sold. Micron is also enjoying good sales with Sandra Alemann’s second album and the production by Ricardo Kleinman, is now in the market.

Argentina, the country of enchantment (but living in Spain) Alberto Cortez will be back in town this week for dates at the Broadway theatre. Sciammaceria, who represents Hispanic for this artist, has been heavily promoting the visit, which will also be extended to other cities in the country.

Although no official word has been issued yet, it is understood that Maximo Rubinstein, who was for many years manager of PolyGram Discos, has been working lately for Philips, the light, radio & TV giant, will be the Comptroller at RCA in the near future. miquel aminoff

Brazil

RIO DE JANEIRO — If the group Blitz reminded the fans in the chart in the second half of 1982, it has been left to a "new" artist Ritchie to take its place in the first six months of 1983. Ritchie is Richard Court, who was born in Beckenham in Kent (England) and only came to Brazil in 1972.

Since coming to Brazil, Ritchie has formed part of Soma, A Barca de Sol and Vimana all of which have enjoyed a considerable cult following followed by two chart toppers on Patrick Moraz’s first solo album and went to London in 1980 to work on a Jim Capaldi album. Now Ritchie has topped the Brazilian chart four times in the airwaves across the entire country with a catchy "new pop" number, "Manina Venina." The single has now sold close to half a million copies with no drop in sales imminent. For its release, the group recorded Vhina Ventina, which the single par- 
dear of interest in the artist’s forthcoming album, which he is in the process of putting the finishing touches on at the SIGLA studios for CBS. The start of the year has seen a number of major artists on the road, most notably Roberto Carlos, who is undertaking a massive nationwide tour with his "Emocoes," which has already had a lengthy run in Rio. Carol Ana has also appeared the new Palace showhouse in Sao Paulo, which holds nearly 3,000 people. By the end of the tour Carlos will have been seen by close to 100,000 people, not counting Rio and Sao Paulo.

Christopher Pickard

ITALY

MILAN — The M.R.C. (Music Recording Congress), organized to celebrate the 50th anniversary of the Federation, took place in Venice on June 1 and 2, directed by IFPI president and secretary general, Roger Thomas. Among the problems examined were the relationship between record industry and new developments in the technology, and legal aspects in the home taping field.

The Massaggeria Musicalet held its annual convention in Sardegna, from May 28-
30. In his introduction, Franco Crepax, CGD managing director, showed satisfaction for the results 1982 with a total in- come of €34.2 million — but declared that he was worried about the sales decline in the first months of 1983 due to the crisis in the Italian record business. Crepax also announced for autumn next year a new music releases (Pooch, Ornella Vanoni, Celentano and others), and the direction of a new n馶dline called "Musica." Disci Ricordi published the first 12 albums of a new Midline called "Country Sound," including releases by Roy Clark, Jerry Left Walker, Conway Twitty, Loretta Lynn and others.

Nowo (exclusive importer of the Denon catalog in Italy) signed an agreement with Decca, which foresees the distribution through the label’s 500 LPs Newo will directly follow the distribution only through the hi-fi retailers.

Eleven Music signed a distribution agreement with RCA. In the Eleven catalog, there are new releases by Morris Albert... Saxophonist Gil Ventura switched from EMI to Sony... Interscope announced a label agreement with Ben Scotti Promotion Inc., concerning material by Survivor and Sky.

Japan

— According to the JASRAC (Japan’s Association of Rights of Authors and Composers), the 34th Commemorative Meeting of International Conference of Societies of Authors and Composers) will be held in Tokyo for six days from Nov. 12 to 17, 1984. The JASRAC and JASRCA (Japanese Phonograph and Record Association) will hold a joint meeting of BIM (International Federation of Societies to Control of Rights of Recording artists and Composers) is to be held in Tokyo on Nov. 9, 10, 1984, also. The 300 or 400 delegations (including their wives) from about 50 countries worldwide are expected to participate in conferences to discuss many controversial problems of copyrights in which the record rental prac-
tice and home-taping will be promoted.

The mechanical royalty rate has been raised in Japan after long negotiation be-
 tween JASRAC and JASRCA. The introduction of a new mechanical royalty rate is to be paid by record companies to a copyright owner. According to a conclusion reached on the sides, the rate of the mechanical royalty will be raised to 5.5% from 5.4% for both albums and tapes, 5% for singles at list price after deducting the sales tax of 8.5%.

China EMI (president Yasuhiko Takae) has disposed of sales-strategies for 1983. (April 1983 to Mar. 1984) which consisted of eight main points to promote sales. Among them are various promotions, aggressive sales of both album and tape in the first six months of 1983, new items including YTB being promoted specifically and strongly by sharing extensive information between dealers and users is the most important points.

Kozo Otsuka

United Kingdom

LONDON — Virgin Records closed down its last American subsidiary last week — but in the form of Warner Records. New chief executive, Richard Branson, took his entire office staff to Portugal to thank them for their part in the success of the company which has just had its most successful year, with the impressive roster of Culture Club, Heaven 17, Japan, Phil Collins and Hellbound League.

It is alleged that Fred Walte, father of two of the members of Musical Youth, stole 11 guitars worth £10,000. He was arrested after police searched his pub in Birmingham. Despite this, the group went ahead with last weekend’s Reggae Sunsplash festival in Jamaica. The event has been very popular in Britain as well. The lead singer, "Tell Me Why," was released on July 1. The group has its summer vacation from school well planned. After Jamaica the group flies to Switzerland for the Montreux Festival, and then they go to Bangkok for a concert and finish with a week in Indonesia.

Two of the members celebrate birthday this month — Kelvin Grant is 17 on July 5 and Hugh Grant is 15 single, "Can’t Stop Loving You," was released on July 12. George Benson, currently touring the UK, is being cared for by a 73-year-old gentleman’s gentleman, named Joseph Coceano, who has recently celebrated his 411th birthday, is finishing a new album. He is going to call it "Pipes of Peace."

RRP released an extra fourth date at the last minute at London’s Hammersmith Odeon last week — Kid Creole and the Coconuts, who played the first time at the club for their forthcoming U.K. tour, making it six in a row at the Hammersmith Odeon because the dates they originally announced sold out immediately — and that apart, a couple of dates in Sheffield, York and London.

Soft Cell is undertaking a mini-tour consisting of only three dates, the group will play Blackpool, Glasgow and Edin-

burgh early this month.

Paul McCartney, who is currently Armond’s other band, Marc and the Mambas, has a new single out on Some Bizarre called “Black Heart/Your Aura.” The group’s album, “Some Bizarre,” was released last month... Gary Numan is extending his concert tour with 14 dates... Crosby, Stills and Nash have released their fourth album, one of their dates. This was due to unforeseen transportation difficulties.

Chart-topping duo The Eurythmics will release a new single, "Who’s That Girl?" on RCA on July 8 to coincide with a short U.K. tour, which will be followed by a short U.S. tour next fall. Joe Walsh, who has recently released his debut album for Warner Bros, on July 8.

Chrysalis

United Kingdom

TOP TEN 45s

1 Baby Jane — Rod Stewart — Warner Bros.

2 Every Breath You Take — The Police — A&M

3 What A Feeling — Irene Cara — Casablanca

4 China Girl — David Bowie — EMI America

5 I Guess That’s Why They Call It The Blues — Elton John — Rocket

6 Waiting For A Train — Flash And The Pan — Easyday

7 Wanna Be Startin’ Somethin’ — Michael Jackson — Epic

8 Some Kind Of Wonderful — Bruce Hornsby & The Hit Men — CBS

9 Moonlight Shadow — Mike Oldfield — Virgin

10 JOU — Freeze! — Beggar’s Banquet

INTERNATIONAL BESTSELLERS

1 Syncronicity — The Police — A&M

2 Let’s Dance — David Bowie — EMI America

3 When The Going Gets Tough — Luther Vandross — Virgin

4 In Your Eyes — George Benson — Warner Bros.

5 Too Much Heaven — Jeff Beck — Virgin

6 Speaking In Tongues — Talking Heads — Sire

7 Body Work — David Bowie — EMI America

8 Peter Gabriel Plays Live — Charisma

9 Too Little Too Late — Elton John — Rocket

10 Crissle — Mike Oldfield — Virgin

Chrysalis
WC1 And PolyGram Examine Possible Worldwide Merger

(continued from page 5)

Labels contacted by Cash Box declined to comment on the possibility of their being acquired by PolyGram. Aside from WEA Distribution and WEA International, which have their own record labels, PolyGram Records Group includes Warner Bros., Elektra, Atlantic and Geffen Records. Aside from Deutsche Grammophon, London and Musicraft, PolyGram Records Group includes the Polydor, Mercury, Casablanca and De-Lite labels.

MCA/Motown Deal

MCA's own branch system will be implemented as soon as possible. Independent distributors that handled Motown's product included Together, MS Distributing, Alpha, Schwartz Brothers, Ami, Big State and Associated.

In addition to the move to branch distribution, Motown will also close Together Distributors, the West Coast distribution firm. It set up following the recent demise of the Pitchwick independent distribution operation earlier this year. Cash Box also included a major change in the dissolution of together — which had already started operations distributing a number of labels, including Boardwalk Entertainment — and says that dissolution of that west coast region was available at prestine.

Manchester Tour Set

LOS ANGELES — Melissa Manchester will begin her North American concert tour this summer beginning on July 1 in LaCrosse, Wisconsin. Melissa will preview a song from her upcoming album, "No One Can Love You More Than Me," during the tour.

ON ZONE

(continued from page 22)

Steve Houghton's first recording is from a fall '81 date at the Keystone Korner in San Francisco. "...The Pennsylvania-based Omniscound label, recently bought by drummer Bill Goodwin, has two new releases: "Where One Relaxes" by pianist Bill Dobkins and bassist Red Mitchell, and "Network," the second LP from Goodwin's own group, Solar Ensemble. (See the showtimes and costs of the two concerts.) In France, the upcoming release is "Play Time" by Harvey Pekar, Player Horse Game $29.95. Baby Satin records (used for export) contact Hillsdale-Golding Corporation, 2333 Broadway, Hillside, New Jersey 07205 (201) 926-7070.

For export: A list of phonograph records, cassettes, and cassettes. Also an electronic communication showing that record producers recorders buy records and cassettes for worldwide use. Wholesale only, DARC IMPORTS, 41 South 4th St., Brooklyn, N.Y. 11201.

ACE LOCKS KEYED Alike: Send locks and the key and we'll match them to the lock. 1 to 35 each. 10% discount for 50 or more. SALES, REPAIRS, LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. (516) 256-257. Our 94th year in business.

COAST TO COAST

EAST COASTINGS

(continued from page 17)

from the sound of Gospel label ... The Animals have signed a two-album deal withIRLAM Records. The studio LP to be followed by an LP, "Les Misérables," the best of Boston with The November Group, as well as North Carolina's Let's Active. EP's are expected in the fall. ... After 12 years and as many albums, Ron and Russell Mael, who have sold several million records and lead the San Francisco chart to success to date with "Coast Places," now in its 14th week on the Cash Box Pop 100 Singles chart. At a 90-city tour with Rick Springfield, the duo dropped by while in town for a date at The Riviera. Radio and record buyers started to pay for "Better Days." ... "Better Days" is selling. Is pairing with the lean thrb. "But after nine gigs, I feel that it's not the audience. People are still in the same seat and the audience is not the ears they're reaching a younger audience. But nobody knew what the reaction would be at first. We played in Cedar Rapids, and it was a big shock because the place went nuts. And we thought, 'God, this is real.' But it's real simple. It's just that we're getting more airplay. It's very logical, really." The new found audience is all the stranger considering Sparks has essentially been a cult band in this country. "A lot of people who are hearing us think 'Angst' is our first album," said Ron. "But that's okay. We'd prefer that to being considered a cult band." Added Russell: "We feel we've got to approach our shows from the perspective of the first generation. We've got a lot of first-generation fans out there, and it seems there's some resentment toward younger crowds. But we're happy about it. Better late than never."

POINTS WEST

(continued from page 17)

she ... Delilah Books has just published a 275-page tome on the most enduring of hip- hie bands, Grateful Dead: The Music Never Stopped. Written by BAM magazine managing editor Bill Bissonnek, it's a pretty straightforward account of the Dead's history, with a critical discography of group & solo projects, as well as a guide to films, videos and best concert tapes ... Fellow S.F. Bay Area native Paul Kantner is set to release what RCA Records and a music critic look up to this album, "Blows Against The Empire." Entitled "The Planet Earth Rock And Roll Orchestra," the project includes original Jefferson Airplane bassist Jack Casady, Flo & Eddie, Grace Slick, Aynsley Dunbar, China Kantner, Ronnie Montrose and members of the Jefferson Starship. Kantner is also writing a novel to accompany the record. "..."michael glyn

Heavyweight Label Bows In New Jersey

LOS ANGELES — John Bauers recently announced the formation of Heavyweight Records. Heavyweight's first group signed is Sisters & Brothers. Their first single is set for release in June along with the album featuring in the fall. Heavyweight Records is located at 1200 Park Ave. Hoboken, N.J. 07030. The phone number is (201) 963-3144.

COIN MACHINES

For sale: Stock Markers, Ticket Takers, and Hi-Fays. We also carry a complete line of Bingo and Upgrids. We are also distributors of Anglers Hold and Dave's dice. Game Antique for legal points, all Cem Weekly, Diet, and Mega Change. 7 days a week. (201) 942-3007.

MATA HAN-6995, Eveit Kein-495, Strake & Speise-585. Antoine Avenger-8295; Alladin-5225; Every Par- ton-6-3995; Tanners-4988; November-2895; Hot Ticket-6295; Terrell-1295; Southwest-7985; England-5985; 4th-3895; 4th-3929; MICHAEL ANDERSON, 7010 BOX 4939 ERIE, PA 16503 PHONE (814) 452-3207.

CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm names. Numbers in address count as one word. Minimum advertisement is $3.00. Underline all names and addresses in advertisement. Additional advertising with the same name or address will be charged at the rate of 25% of the above advertisement rate. Minimum charge for entering a classified ad is 50% of the above advertisement rate. All classified Ads are in four columns. Ads for sale are in the center column. Classified Ad is sent to roach publication office, 6363 Bonnet Blvd., Los Angeles, CA 90032 on Wednesday, 12 noon. All ads accepted after that time will be in the next week's issue.

Classified Ads Close WEDNESDAY
AROUND THE ROUTE
by Camille Compasio

The Amusement Game Manufacturers Association (AGMA) is sponsoring a booth at the upcoming National Association of Counties Convention, which is slated for July 17-19 at the Milwaukee Exposition/Convention Center & Arena in Milwaukee, Wis. — and is urging operators and distributors to send personal invitations to their county government representatives to stop by at booth #323-325. Participation in such an event holds unlimited p.r. value. As stressed by AGMA, this is a wonderful opportunity to enlighten local legislators about the industry and provide the opportunity for them to actually play coin-operated amusement games, since there will be a good assortment of equipment in the AGMA booth.

As an additional incentive, each county rep who visits the AGMA booth at the invitation of an industry manufacturer, distributor or operator will receive a small gift as a token of appreciation. In order to receive the gift, however, the individual must present the letter of invitation.

Further details may be obtained by contacting the AGMA office in Alexandria, Va. at (703) 548-8044. We understand

Bally Moves Corporate Headquarters

CHICAGO — Bally Manufacturing Corp. has moved its corporate headquarters to the President's Plaza Building, 8700 West Bryn Mawr Avenue, Chicago 60631. The new telephone number is (312) 399-1300.

According to Bally chairman and president Robert E. Mullane, the move reflects the company's continuing growth in the leisure-time industry. "Our recent acquisition of Health & Tennis Corporation of America, long with our other amusement subsidiaries, truly makes us a world leader in the dynamic leisure-time industry. Our new headquarters reflects our success, our strength in the marketplace and our confidence in the future," said Mullane.

Kopke Named AGMA Legislative Counsel

CHICAGO — Peter M. Kopke was recently named legislative counsel for the Amusement Game Manufacturers Association (AGMA). In this position, his responsibilities will focus on both the national and local legislative areas. At the local level he will coordinate legislative action and assist in information transfer between industry groups to assist in local and state legislative matters. In Washington, he will monitor activities in the Congress and in the various federal agencies which have regulatory authority over the industry.

A native of Michigan, Kopke received his B.A. in mathematics from Kalamazoo College and his J.D. from Thomas M. Cooley Law School (Lansing, Michigan). He was previously employed by the Motor Vehicle Manufacturers Association and more recently served as assistant finance director for the Michigan Republican State Committee. Kopke has also been very active in political action committee fund-raising (PAC) and in political campaigns. He is a member of the Michigan Bar.

Banner Seminar Series Set For Balance Of '83

CHICAGO — The special program of technical seminars and workshops, initiated early this year by Banner Specialty Co. and conducted by Banner Technical Trade Schools, Inc., a subsidiary of the noted distributorship, has been well received by operators and service technicians.

According to Alan Bruck, president of Ban-
INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 31)

that when sales director Glenn Braswell mentioned this event as he addressed the recent OMMA state convention in Columbus, Ohio, he received a most enthusiastic response, indicating that many in the audience were very aware of the importance of the industry’s participation in this convention.

Dateline Sunnyvale, Ca., home of Exidy, Inc., where we spoke with marketing chief Lila Zinter who passed along rave notices on the factory’s current “Fax” video game. The game has many virtues, as Lila pointed out — it’s being well received in all types of locations, it’s a longevity piece that is much needed by ops right now and it’s the first question and answer game the trade has seen in quite a while.

Most of the distributors contacted by Cash Box over these past several weeks have painted a rather bleak picture of current business. “Equipment isn’t moving.” “Ops are not buying new pieces.” “The economy is supposed to be improving but we’re certainly not feeling it.” were some of the comments made. There was one exception, however, Bob Roudne, vice president of the Bally Midwest branch in Green Bay, Wisconsin said, “business is good . . . and you can quote me.” As one of the industry’s most promotion minded individuals Bob is forever running special sales, promotions and merchandising events to help generate increased business whether there’s a need for it or not. Bob’s philosophy has apparently been working very well.

Right now the distrub is enjoying a revival of interest in pinball machines, with “Bally Eight Ball Deluxe” high on the best seller list; and dart games, particularly the English Mark Dart and Century models. Bally Midwest recently hosted a Valley school on pool tournaments which did not, with all of the specifics for running a coin-op pool tournament. Session was coordinated and conducted by Vale’s Bill Nemgar, WAMO past president and also Ralph Lubinski of Bally Midwest.

Dateline Hialeah, Florida, home of Centuri, Inc., where we spoke with sales chief Tom Siemieniec on his return from attending the OMMA state convention and trade show in Columbus. He said the show was a “super” event, by the way, and “Gyross” was among the star attractions. Centuri is doing good business with this new piece, as Tom pointed out, and also with its “Guzzler” conversion kit.

CHICAGO — William H. Peltier was recently named vice president-corporate communications of Bally Manufacturing Corp., according to an announcement by Robert E. Mullane, chairman and chief executive officer of Bally. Peltier was elected an officer by the board of directors of the company. He will have full responsibility for all communications activity, including advertising and public relations. Peltier was formerly senior vice president and group management supervisor at Bozell & Jacobs Inc., a large national advertising agency.

As Bally becomes more and more an important factor in the family entertainment business, an outstanding communications capability is increasingly critical to us,” stated Mullane, and we regard Bill Peltier as one of the best.”

Peltier formerly held senior management posts at Lee King & Partners, Arthur Meyerhoff (now BBDO-Chicago), Fahlgren & Frels in Cincinnati, Leo Burnett and was president of Biddle Advertising. A journalism graduate of Marquette and for four years a Marine pilot, Peltier lives in downtown Chicago.

New Equipment

Mario & Luigi

“Mario Bros.” the newest video arcade game from Nintendo of America, inc. is back on the block. Mario, the famous carpenter from Donkey Kong and his brother, Luigi, in a battle against pests. As noted by Frank Ballouz, director of marketing-commercial products, “What makes this game so unique is its one-player or simultaneous two-player action capability. In Mario Bros., now two players can challenge the action competitively in a cooperative or competitive mode for added excitement and increased profitability.” Mario Bros. game incorporates a wide array of structural improvements for greater durability, reliability and flexibility. These improvements include: a metal control panel with Lexan overlay which resists scrapes, a grounding system which reduces static, non-removable molded control knobs; a structurally stronger marquis and panel height designed for the size of the average player. For added security an over/under coin door has been incorporated into the game.

There is also an all new bookkeeping system which provides the operator with the following information: game times, game scores, and number of 1 and 2 player games. With this information operators can make adjustments to achieve maximum location profitability by adjusting game lives (2-6), difficulty level (easy through hard), bonus levels and coinage.

In addition to the technical improvements, Mario Bros. offers players all of the excitement and challenge of previous Nintendo games. Mario and Luigi are teamed up to fight a plague of troublesome pests from the waterpipes underground. Each game has a different variety of insects — fireflies, spiders, mice, ants — and each — has its own unique personality, style and way of reacting to the game. The brothers must maneuver up the floor into the floor to flip the pests upside down and then kick them off the floor into the water below. To flip the pests, one hit from underneath is required for shell-crapers and insects before the flooring turns into a block of ice; two hits for stickadders and one hit for fighterflies — but only when the touch the floor. Then the brothers must jump up to the pests and kick them off the floor into the water below.

Mario Bros. is available in an upright model with a wider panel to facilitate the two-player option, as well as a newly designed table model for side-by-side play.

The new game is available through factory distributors and further information may be obtained by contacting Nintendo of America, Inc., 4820 150th Ave. N.E., Redmond, Washington 98052.

33rd NBVA Convention Held In St. Petersburg

CHICAGO — The 33rd annual convention of the National Bulk Vendors Assn. (NBVA) was held May 19-21 at the Don CeSar Resort Hotel in St. Petersburg Beach, Fla., with more than 20 manufacturers, distributors, importers and suppliers exhibiting their products. The show attracted a large attendance and generated record sales volume, indicative of a resurgence of economic growth in this industry, according to association officials.

The membership elected the following new officers at the convention: Robert Caplan, president; Vincent Schiro, vice president; Larry Schier, secretary-treasurer; and Peter Parise, treasurer. Next year’s event will be held at the Intercontinental Hotel in San Diego, Calif., April 25-29.

Calendar

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago, Ill.

ACCENT ON ACHIEVEMENT — Williams Electronics, Inc. hosted its fifth national Ace Awards Achievement Conference on Saturday, Aug. 4, at The Hamilton Hotel in Itasca, Ill. The year’s event provides the opportunity for Williams’ employees to meet in a relaxed, social atmosphere for a day of varied sporting activities, a show and an all-expense-paid vacation for two in Honolulu, Hawaii. Pictures of the accompanying photos is Stroll presenting awards to Wilson (photo 1); Lantz (photo 2); Oursler (photo 3); and Plucinski (photo 4). Models cited in Hawaiian garb and various other color adornments provided an added enhancement at this year’s conference.

Banner Seminar Series

Set For Balance Of ’83

(continued from page 31)

The five-day, hands-on curriculum was designed and is being directed by James Calore, editor, “The Game Journal,” the technical monthly publication for the amusement industry.

Featured in the fall seminar Workshops and Seminars are basic electronics, video games systems, electronic pinball systems, troubleshooting techniques, test equipment and instruction on how to read electronic schematics. “The course is designed to help make an average technician a top-notch one and to start entry and/or operator technicians in acquiring the necessary skills needed to repair electronic games,” Bruck explained.

Featured in the sessions will be held in Philadelphia, Aug. 8-12; Baltimore, Aug. 29-Sept. 2; Pittsburgh, Sept. 19-23; Philadelphia, Oct. 19-22; Wilkes Barre, Scranton, Oct. 1-3; Nov. 4; Baltimore, Nov. 13-18; and Philadelphia, Dec. 5-9.

The toll-free number to call for additional information is 1-800-637-5000.

Banner Specialty Co., with executive offices in Jenkintown, Pa., maintains complete distributing facilities in Philadelphia, Baltimore and Pittsburgh. The firm has been in the business of distributing coin-operated amusement and vending equipment for the past 66 years.
### MANUFACTURERS' EQUIPMENT

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

#### SIGMA
- Launcher Z (12/81)
- Rolling Star Fire (12/81)

#### STERN
- Scramble (4/81)
- Super Cobra (7/81)
- Moon War (10/81)
- Turtles (11/81)
- Strategy X (11/81)
- Jungler (12/81)
- Francy (5/82)
- Tazz-mania (5/82)
- Tuttankham (7/82)
- Dark Planet (11/82)
- Lost Tomti (2/83)
- Bagman (2/83)
- Mazer Blazer (3/83)

#### TAITO AMERICA
- Zarcon (6/81)
- Zarzon Trimline (5/81)
- Colony 7 (7/81)
- Colony 7 Trimline (7/81)
- Moon Shuttle (8/81)
- Moon Shuttle Trimline (8/81)
- Qix (10/81)
- Qix Trimline (10/81)
- Lock 'N' Chase (1/81)
- Grand Champion (12/81)
- Alpine Ski (3/82)
- Wild Western (5/82)
- Electric Yo-Yo (5/82)
- Kram (5/82)
- Space Dungon (7/82)
- Jungle King (9/82)
- Jungle Hunt (11/82)
- Front Line (12/82)
- Zoo Keeper (4/83)

#### THOMAS AUTOMATICS
- Triple Punch (6/82)
- Oil Boo Chu (7/82)

#### PHONOGRAPHS
- Centuri 2001
- Lowen-NSM Consul Classic
- Lowen-NSM Prestige ES-2
- Lowen-NSM Festival
- Lowen-NSM 250-21
- 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)
- Rock-Ola 488 (10/82)
- Rock-Ola 476, furniture model
- Rowe R-55 (10/80)
- Rowe Jewel
- Rowe R-87 (10-82)
- Seaborg Phoenix (12/80)
- Seiberg/Seiberg DaVinci (7/81)
- Stern/Seiberg VMC (11/81)
- Vini Stereo Time Video Jukebox
- Wurlitzer Cabarina
- Wurlitzer Tarock
- Wurlitzer Atlanta
- Wurlitzer Silhouette

#### POOL, FOOSBALL, SHUFFLE
- Irving Kaye Silver Shadow
- Irving Kaye Lion's Head
- Dynamo Model 37
- Dynamo-The Tournament Foosball (5/82)
- TS Tournament Eight Ball
- U.B.I. Bronco
- Valley Taboo
- Valley Tiger Cat Bumper Pool (6/82)
- Valley Cougar Cheyenne (9/82)
- William Big Strike shuffle alley

#### CONVERSION KITS
- (including interchangeable games & enhancements kits)
- Bally Midway, Pac-Man Plus (12/82)
- Centuri, Gussuiter
- Cinematronics, Briex (1/83)
- Intrepid Marketing, Encore Retro-Kit (1/83)
- Data East, Burger Time
- Data East, Bump 'N' Jump (2/83)
- Data East, Mull Conversion Kit
- Exidy Hardhat (2/83)
- Exidy Pepper (6/82)
- Exidy Retrofit
- Gottlieb, Royal Flush Deluxe (5/83)
- Interloic Rec 'N Rope (93)
- Rock-Ola, Levers (3/83)
- Rock-Ola, Nibbler
- Rock-Ola, Eyes
- Rock-Ola, Survival
- Rock-Ola, Mermaid
- Nicky Bubba, Faky Tom (1/83)
- Nickybubba, Rug Rats (3/83)
- Sega, Tasc/Scan (9/82)
- Sega, Monster Bash (11/82)
- Sega, Super Zaxxon (1/83)
- Stern, Lost Tomb (2/83)
- Stern, Pop Flamer (3/83)
- Universal, Lady Rug
- Universal, Mr. Do
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