

# CASHBOX

February 28, 1981

NEWSPAPER

62.50



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THE ALBUM DESTINED TO  
ESTABLISH A STAR.

JUICE NEWTON



*Juice*

FEATURING THE HIT SINGLE  
"ANGEL OF THE MORNING" (76)

Produced by RICHARD LANDIS



# CASH BOX

THE INTERNATIONAL MUSIC RECORD WEEKLY

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## EDITORIAL Where Is The Music In Music City?

In these times of a tight economy and even tighter playlists, the announcement that Nashville's Exit/In, the city's only contemporary music showcase club, would close for an "interim" period for reevaluation was alarming news indeed. Although the final fate of the club is still uncertain, speculation and apprehension within the city's music community run rampant — following the recent losses of the Mississippi Whiskers and J. Austin's, could the Exit/In be far behind?

Should the worst come to happen and the Exit/In shut its doors for good, the entire music community would suffer a painful loss. In the capital of country music, the Exit/In chose to showcase artists from other genres. Such diverse acts as Dire Straits, Mickey Gilley, Delbert McClinton, Johnny Lee, Billy Burnette, Rodney Crowell & Rosanne Cash, the Larsen-Feiten Band and Gil Scott-Heron have all

graced the Exit/In's stage in recent months.

While Music City is rightfully proud of its country heritage, it is also home to a variety of other music people today. These people need a club scene if they are to flex their musical muscles — not only will they be able to grow, but the local country scene could benefit as well. The bottom line in this business is good music, and exposure to a diversity of influences can only broaden one's understanding and abilities.

Nashville and country music have crossed over into the mainstream, and for many in the city, times have never been better. However, if the music industry were to lose perhaps the most prestigious and respected showcase club outside of New York and Los Angeles, it would be a sad day for all. **Cash Box** urges the owners of the Exit/In to take that into consideration before making a final decision.

# NEWS HIGHLIGHTS

- Federal judge orders convicted tape duper to testify in Sam Goody Inc. counterfeit case (page 7).
- ASCAP 1980 receipts reach \$150 million for new high (page 7).
- *Coal Miner's Daughter*, *Fame* lead Oscar nominations for music-related films (page 7).
- Andy Gibb's "Me (Without You)" and "Now" by The Plimsouls (new and developing artist) are the top **Cash Box** Singles Picks (page 13).
- "Moving Pictures" by Rush and The Plimsouls' self-titled debut (new and developing artist) are the top **Cash Box** Album Picks (page 15).

## TOP POP DEBUTS

<b>SINGLES</b>	63	I CAN'T STAND IT — Eric Clapton And His Band — RSO
<b>ALBUMS</b>	88	MOVING PICTURES — Rush — Mercury/PolyGram

### POP SINGLE

9 TO 5  
Dolly Parton  
RCA

### B/C SINGLE

DON'T STOP THE MUSIC  
Yarbrough & Peoples  
Mercury/PolyGram

### COUNTRY SINGLE

ARE YOU HAPPY BABY?  
Dottie West  
Liberty

### JAZZ

WINELIGHT  
Grover Washington, Jr.  
Elektra

# NUMBER ONES



Grover Washington, Jr.

### POP ALBUM

DOUBLE FANTASY  
John Lennon and Yoko Ono  
Geffen

### B/C ALBUM

GAP BAND III  
Gap Band  
Mercury/PolyGram

### COUNTRY ALBUM

KENNY ROGERS GREATEST HITS  
Kenny Rogers  
Liberty

### GOSPEL

THE LORD WILL MAKE A WAY  
Al Green  
Myrrh

# CASH BOX TOP 100 SINGLES

February 28, 1981

	Weeks On Chart	2/21
1 9 TO 5	2	13
2 I LOVE A RAINY NIGHT	1	17
3 KEEP ON LOVING YOU	4	14
4 CELEBRATION	3	18
5 WOMAN	6	7
6 THE TIDE IS HIGH	5	16
7 THE BEST OF TIMES	9	6
8 SAME OLD LANG SYNE	7	12
9 RAPTURE	15	5
10 GIVING IT UP FOR YOUR LOVE	10	13
11 CRYING	17	6
12 TREAT ME RIGHT	13	7
13 I AIN'T GONNA STAND FOR IT	14	12
14 HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')	19	5
15 THE WINNER TAKES IT ALL	16	15
16 (JUST LIKE) STARTING OVER	11	18
17 HEY NINETEEN	12	14
18 A LITTLE IN LOVE	20	12
19 PASSION	8	15
20 GAMES PEOPLE PLAY	22	13
21 HEARTS ON FIRE	25	6
22 KISS ON MY LIST	26	6
23 SMOKY MOUNTAIN RAIN	24	14
24 HEARTBREAK HOTEL	21	13
25 WHAT KIND OF FOOL	28	5
26 LOVE ON THE ROCKS	18	18
27 AHI LEAHI	29	12
28 LIVING IN A FANTASY	31	6
29 FADE AWAY	34	4
30 DON'T STAND SO CLOSE TO ME	37	4
31 WHILE YOU SEE A CHANCE	42	4
32 SEVEN BRIDGES ROAD	27	10
33 MORNING TRAIN (NINE TO FIVE)	43	3
34 MISS SUN	23	14

	Weeks On Chart	2/21
35 GUITAR MAN	40	6
36 TOGETHER	30	17
37 SOMEBODY'S KNOCKIN'	46	7
38 (GHOST) RIDERS IN THE SKY	41	7
39 TOO TIGHT	45	6
40 HIT ME WITH YOUR BEST SHOT	32	22
41 BACK IN BLACK	44	12
42 PRECIOUS TO ME	47	7
43 JUST THE TWO OF US	62	4
44 DON'T STOP THE MUSIC	54	5
45 LADY	35	22
46 ANGEL OF THE MORNING	68	2
47 STAYING WITH IT	53	6
48 JUST BETWEEN YOU AND ME	59	4
49 FLASH'S THEME AKA FLASH	39	7
50 EVERY WOMAN IN THE WORLD	33	19
51 TIME IS TIME	38	15
52 HE CAN'T LOVE YOU	36	16
53 AIN'T EVEN DONE WITH THE NIGHT	60	5
54 ANOTHER ONE BITES THE DUST	50	29
55 HUNGRY HEART	49	17
56 SHINE ON	48	16
57 IT'S MY TURN	51	19
58 AND LOVE GOES ON	63	4
59 FANTASTIC VOYAGE	61	5
60 I MADE IT THROUGH THE RAIN	52	15
61 DE DO DO DO DE DA DA DA	55	19
62 LIPSTICK	64	5
63 I CAN'T STAND IT	—	1
64 GUILTY	57	18
65 I LOVE YOU	73	3
66 HOW 'BOUT US	75	3
67 TURN ME LOOSE	74	4
68 FIREFLIES	69	4

	Weeks On Chart	2/21
69 BEING WITH YOU	82	2
70 TELL IT LIKE IT IS	56	15
71 FOOL THAT I AM	65	12
72 WHO'S MAKING LOVE	58	11
73 WHO DO YOU THINK YOU'RE FOOLIN'	84	2
74 WASN'T THAT A PARTY	81	2
75 LOVE T.K.O.	67	14
76 MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME	86	2
77 KEEP THIS TRAIN A-ROLLIN'	85	2
78 WHIP IT	70	27
79 MORE THAN I CAN SAY	66	23
80 IT'S A LOVE THING	89	2
81 MASTER BLASTER (JAMMIN')	71	23
82 I DON'T WANT TO KNOW YOUR NAME	78	6
83 IT'S MY JOB	92	3
84 THE PARTY'S OVER (HOPELESSLY IN LOVE)	—	1
85 OOO-EEE	67	3
86 CH CH CHERIE	—	1
87 DON'T YOU KNOW WHAT LOVE IS	88	5
88 WALKING ON THIN ICE	—	1
89 LET ME GO	93	2
90 HOLD ON	—	1
91 ONE STEP CLOSER	72	15
92 BLACKJACK	95	3
93 FULL OF FIRE	94	3
94 8TH WONDER	96	3
95 BURN RUBBER	97	2
96 THEME FROM RAGING BULL	90	3
97 PROUD	91	4
98 DREAMER	80	5
99 GIRLS CAN GET IT	83	18
100 FLY AWAY	79	6

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Little in Love (ATV — BMI)	18	Full of Fire (Spectrum VII/Mykinda — ASCAP)	93	ASCAP — CAPAC)	48	Adm. by April — ASCAP)	8
Ahi Leah! (BEMA — ASCAP)	27	Games People (Woodfords Ltd./Careers Adm. by Irving — BMI)	20	Just The Two (Arista — ASCAP)	43	Seven Bridges (Irving — BMI)	32
Ain't Even Done (H.G., Inc. — ASCAP)	53	Girls Can Get It (Michael O'Connor — BMI)	99	Keep On Loving (Fate — ASCAP)	3	Shine On (Almo/McRovscod/Irving/Buchanan Kerr — BMI)	56
And Love Goes On (Almo/Verdangel/Cherubim — ASCAP/Foster Frees/Irving — BMI)	58	Giving It Up (Blackwood/Urge — BMI)	10	Keep This Train (Tauripn Tunes — ASCAP)	77	Smoky Mountain Rain (PI-Gem — BMI)	23
Angel Of The Morning (Blackwood — BMI)	46	Gully (Stigwood, Inc./Unichappell, Adm. — BMI)	64	Kiss On My List (Hot-Cha/Six Continents/Fust Buzza — BMI)	22	Somebody's Knockin' (Chirlin — ASCAP/Tri-Chappell — SESAC)	37
Another One (Queen/Beachwood — BMI)	54	Guitar Man (Vector — BMI)	35	Lady (Brookman — ASCAP)	45	Starting Over (Lenono — BMI)	16
Back In Black (J. Albert Ltd./Merks — BMI)	41	He Can't Love You (Jajra/Berna — ASCAP)	52	Let Me Go (Facedown — ASCAP)	89	Staying With It (ATV/Braintree/Snow — BMI)	47
Being With You (Bertam — ASCAP)	69	Heartbreak Hotel (Mijac — BMI)	24	Living In A (Rare Blue — ASCAP/ATV — BMI)	28	Tell It Like (Conrad/Ditrap — BMI)	70
Blackjack (WB/The Holmes/Line Of Music — ASCAP)	92	Hearths On Fire (Nebraska/United Artists/Giasco — ASCAP)	21	Love On The Rocks (Stonebridge/EMA/Suisse — ASCAP)	26	The Best Of Times (Stylian songs — ASCAP)	7
Burn Rubber (Total Experience — BMI)	95	Hello Again (Stonebridge — ASCAP)	14	Love T.K.O. (Assorted — BMI)	75	The Party's Over (Weed High Nightmare — BMI)	84
Celebration (Delightful/Fresh Start — BMI)	4	Hey Nineteen (Zeon/Freejunket — ASCAP)	17	Master Blaster (Jobete & Black Bull (TM) — ASCAP)	81	The Winner (Artwork — ASCAP)	15
Ch Ch Cherie (Fourth Floor, Inc. — ASCAP)	86	Hit Me With (ATV Corp. — BMI)	40	Miss Sun (Hudmar — license pending)	34	Theme From Raging Bull (United Artists — ASCAP)	96
Crying (Acuff Rose — BMI)	11	Hold On (Dung — ASCAP)	90	More Than I Can Say (Warner-Tamerlane — BMI)	79	Time Is (Stigwood Adm. by Unichappell — BMI)	51
DeDo (Virgin, Adm. In U.S. by Chappell — ASCAP)	61	How 'Bout Us (Dana Walden — license pending)	66	Morning Train (Unichappell — BMI)	33	Together (Mighty Three — BMI)	36
Don't Stand (Virgin Adm. by Chappell — ASCAP)	30	Hungry Heart (Bruce Springsteen — ASCAP)	55	9 To 5 (Velvet Apple/Fox Fanfare — BMI)	1	Too Tight (Val-Joe — BMI)	39
Don't Stop (Total X — ASCAP)	44	I Ain't Gonna (Jobete/Black Bull — ASCAP)	13	Nothing Remains (Sumac — BMI)	76	Treat Me (Blackwood/White Dog — BMI)	12
Don't You Know (Thames Talent — ASCAP)	87	I Can't Stand It (Stigwood/Unichappell — BMI)	63	One Step (Noodle Tunes — No Aff./Long Tooth — BMI/Rare Blue/Carlooney Tunes — ASCAP)	91	Turn Me Loose (Blackwood/Dean Of Music — BMI)	67
Dreamer (Rockslam (Adm. by Bug) — BMI)	98	I Don't Want To Know (Seventh Son — ASCAP)	82	OOO-EEE (McLooney Tunes — ASCAP)	85	Walking On (Lenono — BMI)	88
8th Wonder (Commodores Pub./Jobete — BMI)	94	I Love A Rainy (Debdave/Brlrpatch — BMI)	2	Passion (Riva/WB — ASCAP)	19	Wasn't That A Party (United Artists — ASCAP)	74
Every Woman (Pendulum/Unichappell — BMI)	50	I Love You (C.B.B. — ASCAP)	65	Precious (Hearmore/On The Boardwalk — BMI)	42	What Kind (Stigwood Adm. by Unichappell — BMI)	25
Fade Away (Springsteen — ASCAP)	29	I Made It (Unichappell — BMI)	60	Proud (Unicorn — BMI)	97	While You See (Island/Irving/Blue SkyRider — BMI)	31
Fantastic Voyage (Spectrum VII/Circle — ASCAP)	59	It's A Love (Spectrum VII/Mykinda — ASCAP)	80	Rapture (Rare Blue/Monster Island — ASCAP)	9	Who Do You (First Night — SUIZA)	73
Fireflies (Fleetwood Mac — BMI)	66	It's My Job (I've Got The Music Co. — ASCAP)	83	Riders In The (Edwin H. Morris — ASCAP)	38	Who's Making Love (East Memphis — BMI)	72
Flash's Theme (Queen/Wide/Beachwood — BMI)	49	It's My Turn (Colgems-EMI, Prince St. — ASCAP/Unichappell & Begonia Melodies — BMI)	57	Same Old Lang Syne (Hickory Grove		Woman (Lenono — BMI)	5
Fly Away (Irving/Woolnough/Unichappell/Begonia/Foster Frees — BMI)	100	Just Between (Northern Goody/Two-Tunes Ltd. —				Yesterday Once (Almo/Hammer & nails — ASCAP)	76
Fool That I Am (Unichappell/Begonia Melodies/Fedora — BMI)	71						



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# CASH BOX NEWS



**DAN HARTMAN CELEBRATES NEW LP** — Blue Sky recording artist Dan Hartman recently celebrated the forthcoming release of his new LP "It Hurts To Be In Love" at a CBS Records listening session. Shown at the session are (l-r): Steve Paul, president, Blue Sky Records; Don Dempsey, senior vice president and general manager, Epic/Portrait/CBS Associated labels; Hartman; Walter Yetnikoff, president CBS Records Group and Tony Martell, vice president and general manager, CBS Associated labels.

## Performance Rights Proposal Introduced Again In Congress

by Richard Imamura

WASHINGTON — A bill to impose performance royalty fees on radio and television stations, background music services, discos and other public uses of copyrighted music has been introduced again this year by Rep. George Danielson (D-Calif.) in the House of Representatives. Virtually identical to a bill submitted by Danielson last

year, which died in subcommittee, H.R. 1805 would impose performance royalty fees on radio and other commercial outlets netting more than \$25,000 annually in advertising receipts.

Under the terms of the proposed bill, a performance royalty fee of \$250 would be assessed for outlets with receipts from \$25,000-100,000 annually; \$750 for outlets with receipts from \$100,000-200,000; and one percent of receipts for outlets netting over \$200,000 annually.

Once the fees are collected, they would be divided by the Copyright Royalty Tribunal (CRT) to copyright owners (record labels) and performers, who would be required to file claims with the CRT each May. Included in the proposed bill's "performers" category are singers, musicians, conductors, actors, narrators, arrangers, orchestrators and copyists.

### In Committee

The proposed bill has been referred to the House Judiciary Committee, which will most likely send it to the Courts Subcommittee for further study. The subcommittee, of which Danielson is a member, also includes Rep. Robert Kastenmeier (D-Wisc.), its chairman; Jack Brooks (D-Texas); Barney Frank (D-Md.); Tom Railsback (R-Ohio); Caldwell Butler (R-Va.) and Harold Sawyer (R-Mich.).

Long a goal of the recording industry, this year's introduction of a performance royalty bill was greeted with guarded optimism by Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA). "The industry has been seeking performance rights since the early 1960s. The AFM, AFL-CIO and RIAA have shepherded this bill on what we see as an inequity on the part of the broadcasters towards performers, and we're trying to correct that.

"We really have no way of knowing if it will pass this year," Gortikov added, "but with approximately 30 co-sponsors for the bill (actually 28), it is a healthy sign since Congress just opened. Still, we do expect strong broadcaster opposition."

As predicted by Gortikov, broadcaster opposition to the bill was strong and swift.

### Broadcaster Opposition

"We think performance royalties are patently unfair. We oppose it and will do everything we can to defeat it," said Shaun Sheehan, senior vice president of public affairs for the National Assn. of Broadcasters (NAB). Calling radio airplay a "promotional service," Sheehan added, "Performers don't get exposure in any other means than radio, and now they want to be paid for their own publicity."

(continued on page 40)

## Court Orders Convicted Duper To Testify In Sam Goody Trial

by Dan Nooger

NEW YORK — A new witness with testimony potentially damaging to the defendants has been added to the long-delayed Sam Goody, Inc. counterfeit recordings trial. Frank Carroll, whose BCF Prod. has been identified as one of the nation's largest counterfeit cassette manufacturers and an alleged supplier of such product to the Goody chain, will be required to testify at the trial as part of a plea bargaining agreement with the Justice Department in a previous copyright infringement case.

Carroll, who pleaded guilty Feb. 17 to one felony count of wire fraud and one felony count of copyright infringement involving counterfeit copies of "Paul Simon's Greatest Hits," was ordered to testify at any and all proceedings and trials at the government's request by Federal District Court Judge George Pratt.

John Jacobs, prosecutor of the Goody case for the Justice Department's Organized Crime Strike Force for New York's eastern district, called Carroll's plea "a significant step forward in this case," adding that "his sentencing has been put off until after the Goody trial."

Sam Goody, Inc.; its president, George Levy; and its vice president, Samuel Stolon; have been named in a 16-count indictment alleging that the retail chain knowingly dealt in the sale of large quantities of counterfeit tape recordings (**Cash Box**, March 8, 1980). The indictment charged that the Goody chain had participated in a "pattern of racketeering" from 1978 to 1980 "by devising a scheme to defraud the artists, musicians, sound recording companies and the public." In addition, the indictment charged the defendants with interstate transportation of stolen property and the unauthorized distribution of copyright sound recordings.

Carroll's significance in the case will

derive from his relationship with Norton Verner, a Canadian national who has been identified as a major middleman who bought counterfeit product from illicit manufacturers like Carroll and then re-sold it to retailers. Verner has since been granted immunity from prosecution in return for his cooperation with the government's investigation.

The involvement of BCF Prod. in the counterfeit web was uncovered following a raid on the Bohemia, Long Island plant in December 1978. The raid was part of a vast East Coast sweep by the FBI following its 26-month undercover investigation, "Operation Mod Soun." During the course of Carroll's trial, it was discovered that he had manufactured counterfeit cassettes of "Paul Simon's Greatest Hits," some of which allegedly were sold to the Goody chain.

Preparations for the Goody trial, now set to begin March 2, continued last week before Federal District Court Judge Thomas C. Platt in Brooklyn. Kenneth Holmes, chief defense counsel for the retail chain, sought additional documents from the government that could possibly exonerate his client, including FBI interviews with unspecified witnesses. However, Judge Platt ruled that Holmes would have to provide specific dates, places and indications of specificity and relevance before he would order the government to produce such files. The judge has now read over most of the original Recording Industry Assn. of America (RIAA) field reports dealing with counterfeits, which were finally produced after months of legal maneuvering (**Cash Box**, Feb. 21).

### More Subpoenas

Jacobs, meanwhile, has subpoenaed a number of employees of Goody and its parent companies, Pickwick International and American Can, in order to interview

(continued on page 12)

## 'Coal Miner,' 'Fame' Top Music-Related Oscar Nominations

LOS ANGELES — *Coal Miner's Daughter*, the biography of country singer Loretta Lynn, and *Fame*, a story set in a New York City high school dedicated to the performing arts, led music-related films in the recently announced nominations for the Academy of Motion Picture Arts and Sciences' Oscar awards. *Coal Miner's Daughter* (seven nominations) and *Fame* (six nominations) were only topped by *The Elephant Man* and *Raging Bull*, which each garnered eight nominations.

*Fame* achieved a first in Oscar history when two songs from the movie — the title cut and "Out Here On My Own" (both recorded by RSO artist Irene Cara) — received nominations for Best Original Song. Other nominees in the category included *9 To 5* by RCA's Dolly Parton, "On The Road Again" by Columbia's Willie Nelson from the film *Honeysuckle Rose*, and "People Alone" by Lalo Schiffrin from the MCA soundtrack to

(continued on page 40)



**ON THE JOB** — Although in Europe promoting her movie *9 to 5*, actress Lily Tomlin (l) flew to Lake Tahoe's Harrah's for co-star Dolly Parton's opening show there.

## ASCAP Posts Record-Breaking Year In 1980 As Receipts Top \$150 Million

by Alan Sutton

LOS ANGELES — American Society of Composers, Authors and Publishers (ASCAP) president Hal David celebrated his first year at the helm of the giant performing rights group by announcing that domestic and foreign receipts totaled a record \$154,121,000 in 1980, up more than \$26 million over the previous year.

Not included in the totals for 1980 is a \$5,148,000 sum representing 20% of ASCAP's receipts from a group of local TV stations involved in an ASCAP legal action with the Buffalo Broadcasting Corp. The money has been escrowed in an account that now totals \$8,565,000.

"ASCAP is healthier than ever," David said at the West Coast membership meeting last week at the Beverly Hilton Hotel, and figures revealed in ASCAP's financial report supported his assessment.

Members received a record payout in 1980, with the distribution from domestic and foreign sources totaling \$123,331,000, up from 1979's \$100,639,000.

Domestic receipts for 1980 increased to \$126,392,000 from \$103,473,000 in 1979. The total includes \$121,110,000 in receipts from licensees, investment interest of \$4,945,000 and \$337,000 in membership dues.

Domestic distribution, made in four quarterly installments, rose to \$88,147,000, up from 1979's \$79,427,000. Payouts to members totaled \$17,683,000 in March, \$20,192,000 in June, \$23,731,000 in Sep-

tember and \$26,541,000 in December.

In addition, ASCAP made a special payout in August of \$9,270,000, representing fees and interest received from the CBS Television network for the period April 1978 through March 1980.

Receipts from foreign societies jumped to \$27,729,000 from \$24,462,000 in 1979. Foreign distribution to members totaled \$25,914,000 in 1980, up from \$21,212,000 the previous year.

Foreign distributions were made in two installments. A July 23 disbursement of \$12,560,000 was distributed as follows: England, \$5,444,000; France, \$3,156,000; Germany, \$2,902,000; Sweden, \$627,000; and South Africa, \$241,000.

On Dec. 23, another foreign distribution of \$13,354,000 was made for the following countries: Australia, \$1,554,000; Austria, \$671,000; Belgium, \$528,000; Canada, \$4,411,000; Denmark, \$390,000; The Netherlands, \$1,215,000; Italy, \$1,382,000; Japan, \$1,069,000; Norway, \$287,000; Spain, \$442,000; and Switzerland, \$645,000.

Total foreign distribution included \$760,000 from other unspecified countries.

ASCAP's cost of operating in 1980 dropped to 18.2% of receipts from 19.03% in 1979.

ASCAP also reported advances made to members to be recovered from future distributions due them. Total outstanding advances to members now stand at \$5,745,000, as compared to \$4,512,000 in 1979.

# Roadrunner Introduces 'Total' Approach To Merchandise Act

by Marc Cetner

LOS ANGELES — The business of concert tour merchandising has come a long way from the days of the lone barker peddling a few silk screened T-shirts and souvenir books outside a concert hall. Spurred by increasingly sophisticated merchandisers, the once small-time operation has grown from a ticket sale afterthought into a multi-million dollar industry.

And while the business is still very much a fast money, quick turnover operation, it has also grown into a large scale set up that encompasses media advertising, mail order sales and licensing of product, offering everything from night shirts to key chains.

Although the thriving industry has suffered from a dubious reputation with T-shirt bootlegging and unqualified or illegitimate merchandisers rearing their heads from time to time, the quality conscious professional has become more prominent

## AFM's Members Ratify Film Pact

LOS ANGELES — In a move officially ending the strike waged last year by the American Federation of Musicians (AFM), members of the union ratified their new three-year contract with motion picture and television film producers by a three-to-one margin.

A vote of 1,112 to 375 in favor of the contract was entered by a portion of the 2,800 AFM members eligible to vote, most of whom are members of AFM Local 47 in Los Angeles. Full terms of the contract will not be revealed until a later date.

# Cutout Dealers Adjust To Lack Of Hit Titles

by Michael Martinez

LOS ANGELES — Faced with a diminishing supply of quality cutout titles, the nation's overstock suppliers are exploring new ways to boost business, according to a **Cash Box** survey.

Even though the influx of foreign cutouts are decreasing, some cutout dealers still look to such sources to fortify dwindling prime domestic supplies. Taking advantage of the markets that still exists for 8-track tapes — which remain in large supply — and capitalizing on the high demand for cutout cassettes are other means cutout

in the pop souvenir world.

A prime example of a professionally run firm is the newest division of Kragen & Co., Roadrunner Tour Merchandising. Headed by Kragen & Co. vice president of sales Gordon Bennett, graphic designer John Coulter and noted tour merchandiser Lyle Schatz, the L.A.-based company has ambitious plans to become the premiere establishment of its kind serving any artist in any part of the world. "My ambition is to make more for Kragen & Co. client Kenny Rogers with this company than he does with his own career," said Bennett.

With one of the most far-reaching and intensive tour merchandising campaigns assembled for flagship artist Rogers, it looks like Roadrunner is well under way toward achieving its goal.

### Five-pronged Attack

The firm has settled on a five-pronged attack in order to bring Rogers memorabilia to the public, handling licensing of the Rogers trademark, mail order requests, marketing of the fan club, retail distribution and straight ahead tour merchandising.

Since demand for Rogers shirts, caps, hats, pendants, ties, buttons, belt buckles, hats, night shirts, photographs, key chains, booklets, programs and magazines has been satisfied through the concert vending and mail order outlets, Roadrunner is in the midst of a campaign that will take pop artist merchandising into a whole new realm — clothing boutiques.

Artists like Deborah Harry and Willie Nelson have licensed their trademark to jeans manufacturers before, but Bennett and Roadrunner have contracted with top western wear designers to create a Kenny

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suppliers employ to sustain business.

"There is plenty of cutout product around, but good product is hard to come by," said Chet Copeland, president of Los Angeles-based American Music Marketing, Inc., echoing the sentiments of most dealers contacted.

Although descriptions of 1980 cutout business ranged from "good" to "stable," many of those contacted speculated that major labels placing overstock units of better selling artists in budget catalogs and the reduction in pressing volume may hinder growth in 1981.

# MCA/Songbird, Sparrow Enter Distribution Pact

by Michael Glynn

LOS ANGELES — MCA/Songbird Records, MCA Distributing Corp. and Sparrow Records last week signed a long-term reciprocal distribution agreement. Under terms of the agreement, Sparrow will distribute selected MCA/Songbird product to traditional Christian-oriented record retail outlets, while MCA Distributing will ship Sparrow product through its established distribution network.

The purpose of the reciprocal agreement is to heighten and enhance the presence of Sparrow Records in secular markets, on the one hand; while strengthening MCA/Songbird's profile in Christian markets on the other.

At a press announcement of the distribution pact at MCA Records' Universal City headquarters, Jim Fogelson, president of MCA Records' Nashville division, which handles the daily operation of Songbird, stated that the arrangement was based on mutual "needs between our two companies."

"It's true that MCA/Songbird has not achieved the credibility everyone thought it would have at this point," said MCA's Fogelson. "I think through this agreement, and through Sparrow's invaluable assistance, we will achieve that credibility. We are going to treat the music in an extremely respectful manner . . . we are not looking to blow the market out."

Billy Ray Hearn, president of Sparrow, said, "I am excited over the prospects of the distribution agreement. There is a real hunger, on our part, to see the product out beyond the limited distribution we have."

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Ever since they began singing together many years ago as members of a Dallas church choir, Cavin Yarbrough and Allsa Peoples have glowed with the sound and look of the All American boy and girl. The apple pie themes of love, belief in one's self and keeping the music coming are especially evident on their B/C smash single, "Don't Stop The Music."

Their youthful enthusiasm and "clean cut" image seem to be catching on all over as their single is not only #1 bullet on the **Cash Box** B/C chart, but their "The Two Of Us" LP is following closely at #4 bullet on the B/C album chart.

The media has also picked upon this engaging couple as well, and the two will be making TV appearances on *Merv Griffin*, *Solid Gold*, *The Midnight Special*, *The John Davidson Show* and *Soul Train* within the next few weeks. The pair will also have their upcoming concert from The Roxy be broadcast live on KIIIS/Los Angeles, March 1.

The Total Experience production company is indeed riding high with The Gap Band at #1 bullet on the B/C LP chart and Yarbrough & Peoples moving up the pop singles chart, and will be riding even higher once the two groups band together for a joint national tour March 5.

Yarbrough & Peoples became part of The Total Experience family when Lonnie Simmons and the Gap Band discovered them playing on the Dallas Club circuit. The two relocated to Los Angeles and entered the Total Experience studio post haste with Simmons and co-producer Jon Ellis.

When the group emerged from studio, the product was quickly picked up by Mercury, thus making Yarbrough & Peoples studio and label mates with the Gap Band. Both bands are bringing a wonderfully effervescent 'funk meets straight ahead R&B' sound to the airwaves and soon to concert halls throughout America.

"We want to go as far as the number system — no end," says Yarbrough. And judging from the duo's latest records on the **Cash Box** charts, Yarbrough & Peoples are well under way.



**NEW MOON AT TRAX** — Capitol recording artist Eve Moon recently performed songs from her self-titled debut album at Trax in New York. Pictured backstage after the show standing are (l-r): Bobby Colomby, vice president, A&R pop division, Capitol; Jay Hart, Chicago regional promotion manager, Capitol; Carol Miller, WPLJ; Peter Gourley, production manager, Capitol/Liberty/EMI-A; Moon; Jimmy Ripp, Moon's guitarist; Maureen O'Connor, press and artist relations manager, East Coast, Capitol; Tom Wolk, Moon's bass guitarist; and Car Worner, lead vocalist of the Elektrics. Pictured seated are (l-r): Ray Tusken, national AOR promotion manager, Capitol; Patti Maturkanic, manager, artist relations, West Coast, Capitol; David Munns, label marketing manager, Capitol Canada; and Doreen D'Agostino, press and artist relations coordinator, East Coast, Capitol.

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# SOON EVERYONE WILL BE FEELIN' ALL RIGHT

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Direction: Spencer Dryden



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## NEW FACES TO WATCH



**T.S. Monk**

"It feels bizarre having a hit record the first time out," says drummer/singer/composer T.S. Monk, "especially coming from my jazz background, where a hit record was such a distant thing. Now I feel I've seen both ends of the spectrum." "House Of Music," the debut album by his namesake band on the Atlantic-distributed Mirage label, is currently bulleting on both the Black Contemporary and Top 200 Albums charts at #27 and #119, respectively, with the single, "Bon Bon Vie," also bulleting at #20 on the B/C chart.

T.S. is the son of legendary jazz pianist Thelonious Monk and was given his first pair of drumsticks at age 7 by Max Roach while attending one of his father's sessions. "I grew up among musicians like Max, John Coltrane and Sonny Rollins," he says, "but I just thought of them as my dad's friends. Later I realized how heavy they were." T.S. sang from an early age, studied piano for four years and took up drums at 16. He attended prep schools in Connecticut and Massachusetts, which gave him a heavy background in rock and R&B. "Who I was dictated what I was playing," he notes, "but then I decided to play what I wanted to play and discover who I was. I played everything from country and western to R&B and acid rock in various little club bands."

He first performed with Thelonious in late 1970 on a TV special and then toured with his band until 1973, which he describes as a "tremendous learning experience." T.S. then joined Monk associate Paul Jeffrey's big band, appearing on two LPs.

"I spent a lot of time playing and hanging out at the Boogie Woogie Rehearsal Studio on 87th St. Musicians like Herbie Hancock, Cannonball Adderley, Airto, Noel Pointer and Angela Bofill were around, and that's where I hooked up with Natural Essence in 1974." The group included singer Yvonne Fletcher, who started singing and playing piano at age six and had studied music at High School of Music and Art and Brooklyn College. When Natural Essence split up in 1976, the two formed Cycles, which became T.S. Monk in 1977 with the addition of Monk's sister Boo Boo. "She took about six years of piano, but was mostly a dancer until about 1975," says T.S. "Then I turned around, and there she was singing with Leon Thomas and Clifford Jordan and sounding really good. I got her into doing demos for me and studio work, as well as singing with the band. The concept I had for it was the two ladies singing in front of a really ballsy band."

"We have a crossover sound, we want to sing songs and sell records; and I think that's what our producer Sandy Linzer picked up on. It was a creative thing that clicked, he didn't impose his songs on us, and we'll have more of our original tunes on our future records."

With the success of its debut 45 and LP, the band is planning to go on tour "in a matter of weeks." T.S. observes that "my father likes the record, he likes what we're doing, and he says, 'You've got to live in your time and reflect the sounds of your time.' I'm really excited about what we're playing and I think there are areas we haven't even gotten into yet."



**Johnny Lee**

Hollywood's film libraries contain scores of visual materials that have saturated the public with romantic Ideas of "overnight success" in the music industry. Johnny Lee probably epitomizes the real success story, working many years at honing his craft until the opportunity presented itself in the guise of 1980's box office smash, *Urban Cowboy*.

Born in Texas City to a family where "nobody did anything in music except play the radio," Lee formed an attachment to the early strains of rock 'n' roll while working on his father's dairy farm. In high school, he fronted Johnny Lee and the Road Runners during the pre-Beatle era when "any guy who wanted to sling might just have well put on ballerina shoes!" Beginning as a Future Farmers of America (FFA) band, the Road Runners won a local contest and eventually took top honors in the state finals. The band became hot property at high school dances in the Texas City area.

Upon graduation, Lee put in four years with the Navy, including a tour in Vietnam. After his military stint, Lee "bummed around California for awhile" before returning to his native Texas, where he met Epic recording artist Mickey Gilley. "I was playing around the area and I finally got to meet this Mickey Gilley guy I'd heard so much of and always admired," Lee recalled. "I said, 'Mickey, do you remember me? I was on the Larry Kane TV show in Galveston with you.' Well, that was an outright lie, or course, but Mickey was busy and he wanted to be nice, so he said, 'Uh... yeah, yeah I think I do remember you, but I can't remember what you did on the show.'"

Lee then began sitting in with Gilley and his band on occasion, and, finally, Gilley offered him a spot in the group playing trumpet and singing at the Nesadel. When Gilley opened his now-legendary nightclub in 1971, Lee became a familiar fixture. "When all the things started coming down about the movie they were coming in and making (*Urban Cowboy*), a guy by the name of Irving Azoff came down and heard me," Lee said.

*Urban Cowboy*, of course, produced the hit single, "Lookin' For Love," which gained mass acceptance in radio and at the retail level. The single stayed at #1 on the **Cash Box** country singles chart for three weeks, and moved solidly into the Top 10 on the pop side, eventually earning gold certification. A follow-up, "One In A Million," also went #1 country, and his current release, "Pickin' Up Strangers," debuted several weeks ago in the Top 40. His "Lookin' For Love" LP met with enthusiastic response, as well.

Even with his sudden success, Lee has retained his perspective. "I don't run around bubbling with joy all the time because we're on a schedule that keeps us dragging; but when I get a little bit of rest and come back to life, it makes me feel real good."

His initial good fortune has enhanced the Puritan ethic in Lee, and his road show is "booked solid — real solid." In the near future, he plans to take a brief departure from touring with Gilley to record a second album, which he hopes will contain "more Johnny Lee songs."

## ARTIST PROFILE

# Anne Murray: Moving Ahead With A Down-to-Earth Style

by Kirk LaPointe

TORONTO — During more facetious, bitterly cynical times, she was known as "the CanCon Girl" to Canadian radio programmers enduring new native music content regulations a decade ago. Indeed, some went as far as to intimate that her first ever hit single, "Snowbird," was a "legislated hit," insofar as it came on the heels of Canadian Content (CanCon) Rule for radio.

But if Capitol recording artist Anne Murray took a beating from the critics, and even at one time appeared down for the count and out, few would argue today that her successes have been tainted or compromised. A record 16 Juno music awards and two Grammys to underscore her well-fashioned international success, no Canadian performer in any field of the arts can boast such a commanding worldwide appeal.

With 19 American chart hits, two platinum albums (her "Greatest Hits" package remains in the **Cash Box** Top 200 and was also the recipient of this year's Juno award for Canadian album of the Year) and five gold records in the U.S. — and even larger totals on her own country's charts — Murray has found herself in an en-



**Anne Murray**

viable position.

"I've always needed total control," she said in an interview at her Balmur Ltd. Management offices in Toronto. "Now that my contract (with Capitol worldwide) is to the point where I only have to produce an album every 18 months or so, I can have the complete control I've always wanted."

Just as important, she can attend to family concerns and her work outside the music business, and still reap the rewards of a mercurial decade of work that has seen her slide from apparent stardom to the depths of virtual anonymity and back to the top.

### Strong Comeback

When she struck gold with her 1978 single, "You Needed Me," it marked her return to prominence. Since that time, she has swept every Canadian music award for which she has been nominated, including 10 in the past three years and four each in 1980 and 1981.

But if many look to her as the icon of the

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## Chrysalis Names Forsythe To VP Promotion Post

LOS ANGELES — Jack Forsythe has been named vice president of promotion for Chrysalis Records. He replaces Billy Bass, who recently exited his post as senior vice president of promotion and creative services for the label.

Forsythe comes to Chrysalis from *Record World* magazine, where he most recently served as marketing director. Previously he worked at a number of radio stations, including 96X/Miami, WAIV/Jacksonville and WZUM/Pittsburgh.

Commenting on the appointment, Chrysalis president Sal Licata said, "I am very pleased with the addition of Jack to our staff. I know that he will be instrumental in the continued growth of Chrysalis Records."

In his new position, Forsythe will report directly to Licata.

## 'American Bandstand' Sets Retrospective

LOS ANGELES — Dick Clark's *American Bandstand* is scheduled to feature a retrospective of the last four decades via excerpts from *American Bandstand* shows. The show is set to air Feb. 28 on ABC-TV.

The program will take a condensed look at the musical and social changes as they were reflected in the dances, fashion and attitudes of fans over the period examined.

Billed as a "Now-and-Then" edition of the show, the *American Bandstand* retrospective will feature appearances by several artists who have appeared on the program — many of whom made their TV debuts on the show. Some of them include Paul Anka, Chuck Berry, Johnny Cash, Bobby Darin, Neil Diamond, Buddy Holly, The Jackson Five, Johnny Mathis, Barry Manilow, Linda Ronstadt, Simon & Garfunkel, Dionne Warwick and Stevie Wonder.

Another feature of the show will be the playing of original hits and their subsequent "remake" hits. Guest artists will be Johnny Rivers and The Association who will sing their memorable songs of the '60s as they were seen during their original appearance, intercut with performances of today. The artists will also perform current material.

## PolyGram Restructures Its Publicity Department

NEW YORK — PolyGram Records has hired three persons and promoted another four in a restructuring of its press and artist relations department. The new employees are: Eileen Schneider, director of press and artist relations, West Coast, PolyGram Records, Inc.; Susan Goldman, director, A&R/special projects; and Roy Trakin, editorial services manager, press and artist relations. All three will report to Len Eppard, vice president and head of publicity.

Schneider, formerly with Mercury and Columbia Records, will oversee all media activity west of the Rockies and handle all Los Angeles-based national television exposure, trade coverage and major press functions.

Goldman, formerly of the Entertainment Company, has worked with Judy Collins, Livingston Taylor, Barbra Streisand, Cher, and others.

Trakin will be in charge of all copy and photographs emanating from the department, including artist biographies, press kits, trade stories, speeches and clipping files. Trakin's work has appeared in many publications, including the *Daily News*, *Soho Weekly News*, *New York Rocker* and *Melody Maker*.

Lee Ellen Newman, formerly national publicist, PolyGram Records East, and Sherry Ring, formerly East Coast publicist, Mercury/Phonogram Records, have been promoted to national press and artist relations managers. Additionally, Ken Reynolds, formerly national publicist, special markets, Polydor Records, has been promoted to national black music manager, press and artist relations; and Dan Pine, formerly with the publicity department at Casablanca Records, has been promoted to West Coast press and artist relations manager.

# A work of art should be rewarded with another work of art.



## Introducing the Scotty Award.

The Scotty Award is an original oil portrait commissioned for each of the best recording artists in the business. It's a work of art as unique as the honor it represents. And it represents quite an honor.

Just to qualify, you have to master on Scotch® Recording Tape and achieve RIAA gold or platinum status. Even then, only a select few will be chosen.

But these select few will not be the only ones who win. A \$5000 music scholarship will be awarded by 3M to a promising new artist chosen

by the Best of Show winner. An additional \$1000 will be awarded by 3M to the Muscular Dystrophy Foundation in the name of each winning artist. And \$100 will be awarded to Muscular Dystrophy for each qualified nomination.

Who will the first Scotty Award winners be? That's up to you. We're now accepting nominations for recordings that reached gold or platinum status during 1980.

So contact your 3M Field Representative for details and nomination forms. Help the fortunate, and the less fortunate, win a Scotty Award.

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# EXECUTIVES ON THE MOVE

**Napollello Named At Pavillion** — Pavillion Records has announced the appointment of Peter Napollello as director, national AOR promotion. He has been with Pavillion Records for over a year working in promotion and marketing.

**Changes At Alfa** — Alfa Records has announced the appointments of two members to the label's promotion staff. Mike Martin has been named southern regional promotion director based in Atlanta, and Rickie Gale midwestern regional promotion director based in Chicago. Most recently, Martin served as regional promotion director for Casablanca Records, and previously served in the same capacity at RSO, both out of Atlanta. Gale comes to Alfa from her post as regional promotion manager, Atco Records - Chicago, prior to which she served as local promotion/marketing manager for Infinity Records - Chicago.

**WEA Announces Three Appointments** — The Warner/Elektra/Atlantic Corp. has announced the following appointments: Mike Smith as special project coordinator; Ed Richardson as sales representative for the Integrity account; and Linda Allison as inventory clerk. Smith, with WEA for the past seven years, started in the Los Angeles branch warehouse. He was most recently sales representative in the San Francisco sales office. Richardson started with WEA in 1973 in the warehouse and shortly thereafter was promoted to the order desk. Most recently he was a sales representative. Allison started with WEA in 1978 as the receptionist/order desk clerk in the Denver office. After a short time, she was promoted to inventory clerk, and most recently to a sales staff position in Denver.

**Perlmutter To Regency** — Richard Perlmutter has joined Regency Records as national sales and marketing director. He graduated from Yale University with a masters degree in marketing and previously held a position as regional sales manager for Time, Inc.

**WEA Names Smith** — The Warner/Elektra/Atlantic Corp. has announced the appointment of Roger Smith as Elektra/Asylum local promotion representative for the Phoenix market. Previously, he was a promotion representative for Associated Distributors for 1½ years. Before that, he spent 1½ years doing retail and warehouse related tasks for Odyssey and Circle Records.

**Melancon Leaves Pacific Arts** — Chuck Melancon has left his position as national director of record sales at Pacific Arts Corp. following the closing of the records division. Prior to his stint at Pacific Arts, he served as director of national sales at Chrysalis Records. Melancon can be reached at (213) 855-1010.

**Peer-Southern Appoints Nordstrom** — The Peer-Southern Organization has announced the appointment of Ivan Nordstrom as managing director of Southern Music AB, Stockholm upon the retirement of Mrs. Dagmar Sjogren. Prior to joining Peer-Southern, Nordstrom was managing director of Polydor Records AB (Sweden) for 12 years.

**Reeder Named** — Randy Reeder has been appointed director of sales for Showco, Inc. and Showlites, Inc. He will be responsible for both domestic and international sales and client relations for the affiliated sound reinforcement and lighting companies.

**Plain Great Names Hoffman** — Plain Great Entertainment Corporation has announced the appointment of Jane Hoffman as marketing coordinator. Prior to this she was employed by *Billboard* Magazine for over three years initially in New York and most recently in Los Angeles. Her last post with the company was director, promotion/publicity.

**Penner Named** — Waxie Maxie's chain has appointed Marcy Penner as advertising manager. Penner has four years previous experience in advertising.

**Changes At DMA** — Diversified Management Agency has announced the restructuring of territorial authorities and responsibilities. Promoted from regional agents were: Trip Brown, now senior account executive for the east coast and eastern midwest; Roger Gacon, now senior account executive for the west coast and western midwest; and Mark Hyman, now senior account executive for the south and southwest. Dale Ross has been appointed director of the regional division.

**Changes At SRS** — Joan Goodstein has joined Songwriters Resources and Services as director of volunteers. She is a songwriter and was administrative assistant, California Council on Children and Youth. D. Scott Kadin has joined the organization's legal panel and Dennis Erokkan, editor and publisher of BAM, will serve on the SRS Advisory Board.

**Monterey Jazz Festival Names Nobusada** — The board of directors of the Monterey Jazz Festival has announced the appointment of Kay Nobusada to a three-year term on the board. He served as president of the California Employers Association in 1964 and as president of the Monterey Peninsula Chamber of Commerce in 1965.

**Mandel Promoted** — Frank Mandel has been promoted to director of the copyright department of Chappell and Intersong Music. He has been a manager of copyright since January 1977, heads the copyright department for Chappell and Intersong, their administered companies and affiliates. He joined Chappell in August 1976 as copyright manager trainee.

**Zak Appointed** — Andree Zak has joined American Entertainment Management, N.Y., as manager of public relations. She was formerly an account executive with the Howard Bloom Organization, and prior to that, worked in the artist development department of CBS Records.

**Tulipan Named** — Robert Tulipan has joined Jerry Masucci and Manolin Lecaroz Presents as associate producer of the concert production company. Tulipan is a consultant at Columbia Records, working with the artists development department. He is also the American representative for Psychedelic Furs and for the Australian band, Mi-Sex.

**Fox Joins ICM** — Dick Fox has joined International Creative Management's (ICM) New York Locations Department. He was a top William Morris agent for over 14 years in its personal appearances and television department in New York, k.

**Herdman Resigns From Regency** — D.J. Herdman, publicity director for Regency Records and Lloyd Segal Management has resigned. She will work as an independent publicist and can be reached at (213) 789-7702.

**Changes At G&P** — G&P Records Inc. has announced Peter Cosmas, C.P.A. partner in the firm of Nemiroff, Coasmas, Titus and Colchamiro and a director of various companies, has been named chairman of the board of G&P Records Inc. G&P also appointed Emma Hornfeck treasurer, Enrico Olla national sales manager and Jeff Aronoff south west district manager.

**Barnet Joins ICM** — Chuck Barnet, formerly with Magna Artists, and previously the head of his own company, Headquarters Talent Agency, has joined the ICM Locations Department. He will function as an agent primarily in Nevada, as well as all other west coast locations.

**Changes At Merrin** — Anne Weinberger has joined the Bruce Merrin Organization as an account executive. She was formerly employed by Benton and Bowles as an account management secretary. Scott Bohlman has also been named an account executive. He is a 1980 graduate of North Arizona University and has a B.S. degree in journalism with an emphasis in public relations.

## Headfirst, MCA P&D Deal To Go With Digital LPs

by Michael Martinez

LOS ANGELES — MCA Distributing Corp. recently entered a pressing and distribution agreement with newly established Headfirst Records, a label that will specialize in digital releases of contemporary jazz product. MCA's involvement with the label marks the first time the company has distributed its own digital audiophile product.

Principals in the new label are Bill Traut, who will serve as chairman of the board, and Dave Pell, president. Ron Moss, who manages the label's debut artist, Al Vizzutti, will serve as vice president and will be in charge of on-the-road A&R functions. John van Horn will also serve as vice president of the new label and will handle artist and product development chores. Jim Gold will serve as the company's financial officer. Radio promotion for the new company is to be supervised by Mark Meinhardt of the Push Promotion Company.

Following the imminent release of the self-titled LP by Vizzutti, which will feature guest appearances by Chick Corea (with whom he has toured), Bunny Brunel, Grant Geisman and Joe Farrell, Headfirst is gearing up for further releases by the Russ Levine Group, which will feature guitarist Pat Metheny as a guest; keyboardist Brian Auger; trumpeter Rahmlee Michael Davis (of Earth, Wind and Fire) and Japanese jazzman Osamu Kitajima, featuring work by Stix Hooper, Bobby Hutcherson, and John Klemmer.

Pell also said that in addition to seeking jazz, A/C and AOR airplay, the company plans to release singles from certain albums for promotion at the R&B and Top 40 radio levels.

"With a promotion and marketing staff like MCA's, we can go out and promote records like contemporary acts and not like jazz is a dirty word," he said.

Al Bergamo, president of MCA Dist. Corp., said that the Headfirst digital product would be set at a suggested list price of \$8.98. He also said that while MCA's field staff will work the Headfirst product at their normal retail outlets, the company's video product sales force will also try to place the product in outlets where MCA record product is not normally marketed.

"This is a first for us," Bergamo said. "We've normally licensed all of our MCA product out for audiophile reproduction."

## New GoodyWitness

(continued from page 7)

them before granting immunity from prosecution. He noted that the employees had refused to speak with him until they were subpoenaed.

Holmes stated that he wished to place on the witness stand one unnamed individual, who had refused to testify without first being granted immunity because he has been identified as a target of ongoing criminal investigation. Jacobs countered, "No immunity until I hear testimony."

Judge Platt cautioned him that "if the witness invokes the Fifth Amendment (against self incrimination), you cannot comment to the jury on his silence." Holmes then submitted to the court and the government some sealed materials regarding immunity for certain witnesses.

In the meantime, Judge Platt has begun the process of ordering a panel of about 150 people from which the trial jury will be selected, excluding those having prior knowledge of the case. He requested the attorneys furnish him with questions they wished to ask the potential jurors to screen out those already familiar with the case.



## Come with me

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KITCHENER, Ont.	May 26, 28 and May 29
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## GRAND ENTERTAINMENT CORPORATION

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## NEW AND DEVELOPING ARTISTS

## NEW AND DEVELOPING ARTISTS

**THE PLIMSOLS** (Planet P-47923)  
**Now** (2:58) (Skyhill Publishing Co., Inc. — BMI) (P. Case, J. Alkes, C. Fradkin) (Producer: D. Holloway)

If raw, simple '60s-styled rock 'n' roll is your idea of musical heaven, then L.A.'s Plimsols have a treat in store for you. Featuring the unabashed enthusiasm of the early British Invasion sound with a decidedly American pop/rock approach, the first single from the quartet's self-titled debut hits with a jangling guitar hook and urgent vocals.



**THE FOOLS** (EMI America 8072)  
**Running Scared** (2:28) (Acuff-Rose Publications, Inc. — BMI) (R. Orbison, J. Melson) (Producer: V. Poncia)

After its novel hit, "Psycho Chicken," Boston's Fools gained a reputation as the "out to lunch" bunch of the new wave. But its second EMI LP, "Heavy Mental," shows that these boys are crazy like foxes and this cover of the Roy Orbison classic, in particular, proves that the quintet can play it straight... and mean it.



**GARLAND JEFFREYS** (Epic 19-51008)  
**96 Tears** (3:06) (ABKCO Music, Inc. — BMI) (R. Martinez) (Producers: G. Jeffreys, B. Clearmountain)

The man who has been responsible for such obscure rock classics as "Wild In The Streets" and last year's overseas hit, "Matador," is back with an outstanding assortment of sidemen on this remake of the ? & The Mysterians, Tex-Mex groundbreaker. A growling, yet faithful, cover, right down to the farfisa.



**THE RINGS** (MCA MCA-51069)  
**Let Me Go** (3:32) (Face Down Music Pub. Co. — ASCAP) (M. Baker) (Producers: The Rings)

Boston-based rock quartet The Rings has been compared favorably with fellow Beantowners The Cars, but, in truth, the sound appears closer to a mix of heavy metallic guitar chording, crisp, clean pop/rock vocals and straight-ahead rhythm section. All of these elements, and more, are amply displayed on this debut single. Already getting heavy regional adds, this is charting.

**SHERBS** (Atco 7325)  
**I Have The Skill** (3:38) (Sherbert Music, Ltd. — ASCAP) (Porter, Mitchell, Braithwaite) (Producer: Sherbs, R. Lush)

Under the name Sherbet, Sherbs garnered a long string of #1 pop records in its native Australia, but had little success in cracking the U.S. market during its 12-year history. Along with the new name came a new musical direction, a lean, tight sound that makes good use of synthesizer-guitar interplay.



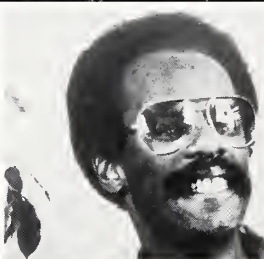
**ALI THOMSON** (A&M 2314)  
**Foolish Child** (3:38) (Rondor Music (London) Ltd., admin. in the U.S. by Almo Music Corp. — ASCAP) (A. Thomson) (Producer: A. Thomson, J. Kelly)

"Deception Is An Art" is the title of Ali ("Take A Little Rhythm") Thomson's forthcoming LP, but the only art displayed here is a prodigious musical sophistication, from the production to arrangements, on this R&B flavored tune.



**JOAN JETT** (Boardwalk WS8 5706)  
**You Don't Own Me** (2:47) (Merjoda Music, Inc. — BMI) (J. Madara, D. White) (Producers: S. Jones, P. Cook)

Ex-Sex Pistols Steve Jones and Paul Cook do a wonderful job multi-tracking ex-Runaway Joan Jett's voice into a virtual "girl group" choir on this cover of Leslie Gore's 1964 hit. The spirit of the original is captured perfectly, with help from Jett's accomplished rock backing unit, the Blackhearts. Much more than a "wall of sound" novelty.



**LEE GARRETT** (American First AFRC-1492)  
**See The Love On Your Face** (3:55) (Lee Garrett Music — BMI) (L. Garrett, R. Taylor) (Producer: L. Garrett)

Garrett proves to be a first-rate R&B crooner on this slickly performed and produced mid-tempo outing for First American. The kicker here is a very nicely arranged chorus of female back-up singers, which really drives the hook home, sliding in and around Garrett's distinctive vocal twists. Top-flight B/C fare.

## FEATURE PICKS

## HITS OUT OF THE BOX

**GENE DUNLAP** (Capitol 4978)  
**Before You Break My Heart** (4:19) (Akerue Music — ASCAP) (Dunlap, Hemphill, Praeg) (Producer: G. Dunlap)

Adapted aided by the swaying, R&B/bossa nova vocals of the Ridgeway Sisters, drummer/percussionist Dunlap, formerly with Earl Klugh, slips out a shimmering, jazzy rhythm. A lovely, lush slice of R&B for A/C and B/C formats. Super.

**.38 SPECIAL** (A&M 2316)  
**Hold On Loosely** (3:54) (Rocknocker Music Co./WB Music Corp./Easy Action Music — ASCAP) (Barnes, Carlisi, Peterik) (Producer: R. Mills)

.38 Special combines the raw, rowdy and raucous approach of Southern guitar rock with razor-precise pop/rock breaks and crystalline vocalizing, a la Styx, on this hit-destined rocker from "Wild-Eyed Southern Boys"

**IAN GOMM** (Stiff/Epic 19-51006)  
**Here It Comes Again (That Feeling)** (3:06) (Albion Music, Ltd., c/o Koppelman-Bandier Music Corp. — BMI) (I. Gomm) (Producer: M. Rushent)

Gomm's Top 20 hit, "Hold On," set the commercial-minded Englishman away from the pack of Stiff eccentrics but a follow-up was slow in coming. Well, here it is, and the wait was worth it. A bouncy pop number.

**LOU RAWLS** (Philadelphia Int'l ZS6 70051)  
**Hoochie Coochie Man** (3:42) (Arc Music — BMI) (W. Dixon) (Producer: J. Dorn)

Rawls makes perhaps his most adventurous musical foray to date as he tackles Willie Dixon's blues classic. While Rawls gets points for trying, and he occasionally hits the odd growl, it's a little too slick to be convincing.

**THE KINGS** (Elektra E-47110)  
**Don't Let Me Know** (3:20) (Diamond-Zero Publishing — BMI) (D. Diamond, A. Zero) (Producer: B. Ezrin)

Canada's Kings came on like the new wave's Cheap Trick with "Switchin' To Glide," but this is somewhat more predictable pop/rock, with the band's usual aggressive vocals, grinding guitars and a synthesized sheen to top it all off.

**THE BOOMTOWN RATS** (Columbia 11-60512)  
**Up All Night** (3:33) (Zomba Enterprises Inc. — BMI) (B. Geldof) (Producers: T. Visconti, The Boomtown Rats)

A broiling synthesizer makes a dramatic fade into this bottom heavy number from the eclectic Boomtown Rats. Geldof has really outdone himself on this pounding urban party number that brings David Bowie immediately to mind. New order dance music.

**EMMYLOU HARRIS** (Warner Bros. WBS 49684)  
**Mister Sandman** (2:20) (Edwin H. Morris & Co., a division of MPL Communications, Inc. — ASCAP) (P. Ballard) (Producer: B. Ahern)

Ever the musical archivist, Emmylou went to the vaults for this old Cordettes tune, giving it a bright Texas swing arrangement and lullaby electric piano. A cute tune with a new vocal mix, this recalls the '40s while sounding contemporary.

**FREDDIE GORMAN** (LAX WS8 70061)  
**Love Has Seen Us Through** (3:49) (Far Out Music, Inc./Edotha Publishing Co. — ASCAP) (L. Harrington, P. Harrington, F. Gorman) (Producer: F. Gorman)

This master purchase by LAX has real sleeper B/C and crossover potential, as Gorman's smooth, full-bodied tenor should make more than a few ladies swoon.

**JAMES BROWN** (TK 1042)  
**Stay With Me** (4:09) (Third World Pub. — ASCAP) (B. Byrd, S. Brown) (Producer: J. Brown)

Brown is in rare form on the second single from his "Soul Syndrome" LP, getting out some hot vocal ravings against a bass and horn backdrop that harkens back to his classic recordings.

**TOM ROBINSON SECTOR 27** (IRS IR-9503)  
**Can't Keep Away** (2:54) (Screen Gems — EMI Music, Inc. — BMI/Desert Songs/Rare Blue Music, Inc. — ASCAP) (T. Robinson, J. Burt, A. Blanchard) (Producer: S. Lillywhite)

Robinson takes a painfully personal look back at dealing with his own sexuality as a teenager in England on this quick stepping pop/rocker. A bonus track is included on this three-cut AOR single.

**ANDY GIBB** (RSO RS 1056)  
**Me (Without You)** (3:30) (Stigwood Music, Inc., admin. by Unichappell Music — BMI) (A. Gibb) (Producers: A. Gibb, K. Richardson, A. Galuten)

**RAY PARKER, JR. & RAYDIO** (Arista AS 0592)  
**A Woman Needs Love (Just Like You Do)** (3:46) (Raydiola Music Co. — ASCAP) (R. Parker, Jr.) (Producer: R. Parker, Jr.)

**GRACE SLICK** (RCA PB-12171)  
**Sea Of Love** (3:39) (Spider Zee Music — BMI) (S. Zito) (Producer: R. Frangipane)

**MANHATTANS** (Columbia 11-60511)  
**Do You Really Mean Goodbye?** (3:41) (Content Music — BMI) (L. Graham, P. Richmond) (Producer: L. Graham)

# EAST COASTINGS

**THIS MUSIC OF BUSINESS** — Is **Blondie** suffering from the "hit singles" syndrome that stigmatizes rockers on AOR stations? A syndicator shopping a **Deborah Harry/Chris Stein** interview has gotten substantially negative reactions... The **Love/Zager** team's negotiations with the **Four Tops** are off. According to **Jerry Love**, "it's their loss"... Madison Square Garden is quietly making out-of-court settlements to audience members who sustained injuries at the hands of Garden employees during the **Bruce Springsteen** concerts... **Jeff Wald** has assigned the production of the next **Helen Reddy** album to **Joel Diamond**... Stiff Records has taken on indie promotion men... Expect the **Allman Brothers** to announce a new manager this week. Did **John Scher** turn down the offer?



**RAPPIN' AND ROCKIN' THE HOUSE** — New York rappers **The Funky Four Plus One More** recently appeared on **Saturday Night Live** as guests of **Blondie's Deborah Harry**. The group records for **Platinum Records**.

**Rockpile** single is "Heart," featuring, for the first time on 45, the lead vocals of guitarist **Billy Bremner**... **Rachel Sweet's** next album is being produced by **Pete Solley**... **Robert Fripp** is rehearsing a band called **Discipline**, consisting of such **Brit-rock** stalwarts as **Adrian Belew** (Bowie) on guitar, **Bill Bruford** (UK) on drums and **Tony Levin** (Peter Gabriel) on bass. Fripp claims that David Bowie has enlisted his help for his next album. Bowie, by the way, is currently negotiating with **Delilah Communications** for an authorized picture biography... **Steve Naive**, the keyboardist for **Elvis Costello's** backup group **The Attractions**, is set to cut a solo album. The group's album sans Costello, "Mad About the Wrong Boy," will be released by Canada's **Attic Records**... When will the great vocalist **Luther Van Dross** get a solo deal? The singer, who was the voice on **Change's** "Glow of Love," has a downtown following so devoted, they'll buy entire albums that feature isolated session tracks by him... Look for **Brian Eno** to go the funk route on his next solo venture... We've got our fingers crossed that festival producer **Quint Davis** will close the deal on a proposed boatripe at this year's **New Orleans Jazz Heritage Festival**. The ride would feature the **James Brown Show**, **Junior Walker and the All-Stars** and **Roy Brown** backed by **New Orleans' finest R&B bandleader, Dave Bartholemew**.

**INDIE BEGINNINGS** — Add the name **Gene Redd** to the list of music men with roots in New York's doo-wop era, like **Bobby Robinson**, **Paul Winley** and **Jack Taylor**, who recognize that not since that era have the majors been so far from tapping the potential of urban street talent. Redd has formed **Citation Records** and has released a 12" called "Lock It Up," by **Leprechaun**, whose production (by Redd) compares favorably to **Deodato's** with **Kool and the Gang**... **Neil Cooper**, who books the '80s, has formed **Reach Out**, a direct mail company for rock cassettes only, each of which will have almost an hour's worth of material. Set for release are tapes of live performances by **the Dictators**, **James Chance and the Contortions**, and a half live, half studio tape by **Lydia Lunch and Eight Eyed Spy**, featuring the last performance by the late bassist **George Scott**... The intractable **Bob Singerman** has opened the American arm of U.K.-based **Fetish Records** and is releasing records by **The Bongos** (a three-song 12" 45), **Clock DVA** and **Eight Eyed Spy** (the material on the latter does not overlap with **Reach Out's**) **ROCK REPORT** — **WYSP's Denny Somach** reports that **Ted Nugent** has taken on the Detroit-based group **D.C. Hawks** for his backup band. Featuring an all-brother three guitar frontline, Nugent now has a four lead guitar setup... **E-Streeters Clarence Clemons** and **Gary Tallent** want to produce **The Fabulous Thunderbirds**, who will be the opening act for **Eric Clapton's** North American tour... **Trevor Horn and Geoff Downes**, aka **The Buggles**, will do another album for Island, while staying on as members of **Yes**... **Queen's** drummer **Roger Taylor** will release a solo album called "Fun In Space"... **Motors** member **Nick Garvey** will produce **The A's** and **Bram Tchaikovsky** for Arista... Sire may release a four song EP by the **Pretenders** in March... **Allman Brothers** bassist **Dave Goldflies** is recording a solo LP... **Roy Wood**, founding member of the **Move** and **ELO**, has formed **Helicopter**.

**SNIFFS 'N' SNORTS** — **Jacques Morali**, of **Village People** fame, joins the disco-to-rock crossover brigade with his production of **Rox**... E.C. favorites the **Iron City Houserockers** have written an album's worth of new material, with such tantalizing titles as "Crackin' Under Pressure" and "This Time the Night Won't Save Us." Guitar man **Steve Cropper** may produce them... **Ron Delsener's** new club will be called **The Savoy**... **Robln Trower's** next album will feature **Jack Bruce** on bass and **Cozy Powell** on drums... Entrepreneur **Bill Graham** debuts as a producer with the next **Santana** LP, "ETapare"... Detroit rock 'n' roll mayven **Cub Koda** now works with a country band called



**STRANGE DJs** — **Steve Strange** and **Rusty Egan** of **Polydor** recording group **Visage** recently played guest DJs at **Hurrah** in New York. Pictured at the club are (l-r): **Egan**, **Strange**, and **Martin Rushent**, who has just produced an album by **Phonogram** group, **Tom Dickie** and **the Desires**.

**The Stylighters**... Arista has signed the **Stray Cats** domestically. But is the label's affair with **Iggy Pop** about to end?... New York rock 'n' soul man **David Johansen** is wrapping up his latest **Blue Sky** LP, featuring playing by ex-**Beach Boy Blondie Chaplin** and production by **Barry Mraz** (Styx). According to Johansen, the album's material will not include covers, "only songs that sound like they are." **aaron fuchs**

## Campbell Named VP Of Finance For RCA Records

**NEW YORK** — Bradford R. Campbell has been appointed division vice president, finance, RCA Records. Campbell, who will report to RCA Records president Robert Summer, will be responsible for the overall direction and control of the company's domestic and foreign financial operations, including auditing, budgets and forecasts, credit and collection, management information systems, general and royalty accounting and financial analysis.

Commenting on the appointment, Summer said, "Brad Campbell comes to us with brilliant credentials as a finance executive in a number of entertainment companies, notably **Paramount Pictures Corp.** His presence will add strength to our executive staff as we move to achieve the growth goals we have set for RCA Records."

Campbell joins RCA after having been vice president, financial planning and administration for **Paramount Pictures Corp.**, a subsidiary of **Gulf & Western Industries**. He joined **Paramount** in 1973 as director of finance of **Gulf & Western's Record Division/Famous Music**, and was reassigned to **Paramount Pictures** as director of administration. In 1975, he was named director of financial controls at **Paramount**, and a year later became director of financial planning, a position he held until being named vice president, financial planning and administration.

## UJA To Fete Morris

**NEW YORK** — Doug Morris, president of **Atlantic Records**, has been selected as the 1981 Honoree of the **UJA-Federation Music Industry Division**.

Beginning his career in 1963 with the music publishing firm of **Robert Mellin, Inc.**, Morris joined **Laurie Records** in 1965 as a producer, and was later vice president and general manager of the company. In 1970 he started **Big Tree Records**. **Atlantic** parted with the label for distribution in 1974 and purchased it in 1978, at which time Morris was appointed president of **Atco** and **Custom Labels**.

He was named president of **Atlantic** in 1980. Some of the acts Morris has brought to the labels include **Pete Townsend**, **Gary Numan**, **Blackfoot**, and **Stevie Nicks**.

The formal dinner honoring Morris will be held on Oct. 31 at the **Sheraton Center** in New York City.

## Industry Fundraising Group Formed In Wake Of Atlanta Tragedy

**NEW YORK** — Following the disappearance and suspected murders of 17 black children in Atlanta, **LeBaron Taylor**, vice president and general manager, **Divisional Affairs, CBS Records**, has announced the formation of **Concerned Members of the Recording Industry**.

The national committee, which hopes to raise funds for a special investigation, preventative programs and psychological counseling, has already gained substantial support from recording companies and artists throughout the country. Taylor will act as general chairman. **East Coast** co-chairmen are **Ahmet Ertegun, Atlantic Records** and **Henry Allen, Cotillion Records**, and **West Coast** chairman is **Joe Smith, Elektra/Asylum Records**. Other key industry figures who have joined the committee include **M. Richard Asher, CBS Records Group**; **David Braun, PolyGram**; **Joe Cohen, NARM**; **Allen Davis, CBS Records International**; **Clive Davis, Arista Records**; **Larry Depte, Philadelphia International Records**; **Kenny Gamble, PIR**; **Stanley Gortikov, RIAA**; **Leon Huff, PIR**; **Michael Jackson**; **Gladys Knight**; **Bruce Lundvall, CBS Records**; **Rod McGrew, Unlimited Gold Records**; **Mel Posner, Elektra/Asylum Records**; **Barry White, UGR**; and **Walter Yetnikoff, CBS Records Group**.

The committee will work in conjunction with a special benefit concert on March 10 at the **Atlanta Civic Center**, featuring **Frank Sinatra** and **Sammy Davis, Jr.** Its fundraising efforts will extend beyond the concert, though, and donations will be sought on an ongoing basis from all areas of the music industry. Corporate donations will be officially recognized by the **City of Atlanta**.

Company and personal donations should be made payable and sent to: **Concerned Members of the Recording Industry, APB Investigative Benefit Fund, Mayor Maynard Jackson, City Hall, Atlanta, Ga. 30335**. For further information contact **LeBaron Taylor** at (212) 975-4407.

## For The Record

In the Feb. 14 issue of **Cash Box**, it was incorrectly reported that Judge **Thomas C. Platt**, who is currently presiding over the pre-trial proceedings in the **Sam Goody Records** counterfeit case in New York City, was formerly an employee of the **Recording Industry Assn. of America (RIAA)**. Judge Platt has never worked for the **RIAA**.



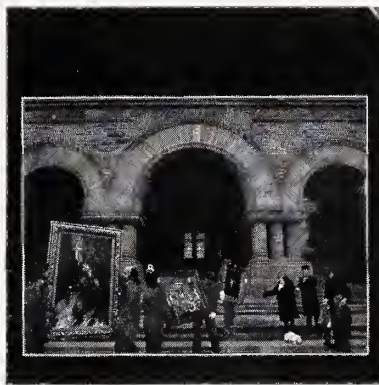
**LONDON CALLING** — In a unique artist development ploy, six New York bands, four without major label affiliation, co-headlined a show at London's **Rainbow Theater** on Feb. 20. Pictured in the front row at a recent gathering at **Hurrah** are (l-r): **Tommy Robertson** of **RCA's Polyrock**; **Ruth Polsky** of **Hurrah**, who is involved with the production of the show; and **Danny Amis, Jody Harris**, and **Don Christensen** of the **Raybeats**. Pictured in the middle row are (l-r): **Lenny Aaron, Polyrock**; **Billy Robertson, Polyrock**; **Joseph Yancini, Polyrock**; **Catherine Oblasney, Polyrock**; **Peter Leak**, manager of **Polyrock**; **Curt Cosentino, Polyrock**; **Frank Giannini, Bongoes**; **Richard Barone, Bongoes**; **Rob Norris, Bongoes**. Pictured in the back row (l-r) are: **Gene Holder, dB's**; **Bob Singerman**, who booked the show and manages four of the groups; **Chris Stamey, dB's**; **Peter Holsapple, dB's**; **Dee Pop, Bush Tetras**; **Pat Place, Bush Tetras**; **Laura Kennedy, Bush Tetras**; **Cynthia Sley, Bush Tetras**; **Pat Irwin, Raybeats**. Not shown are **IRS** artists **the Fleshtones**, who will also be on the **Rainbow** bill.

HITS OUT OF THE BOX

HITS OUT OF THE BOX

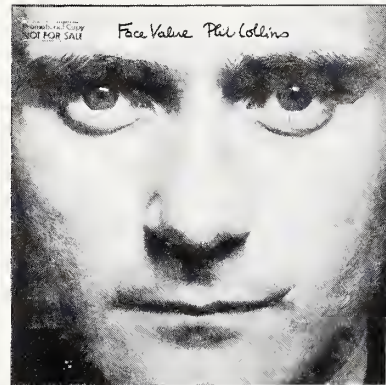
**MOVING PICTURES** — Rush — Mercury SRM-1-4013 — Producers: Rush and Terry Brown — List: 7.98

Rush's molten mix of heavy metal and synthesized prog rock broke the FM market wide open last year on "Permanent Waves," and the Canadian trio should touch down on platinum once again with "Moving Pictures." The band avoids the riff rock syndrome by inserting sundry changes and shifts in mood on each cut. Bassist/lead singer Geddy Lee has a munchkin-meets-Robert Plant vocal style that is known throughout AOR land, and this hungry Canadian threesome will most likely conquer the world AC/DC-style with its latest. Top cuts are "Red Barchetta," "Vital Signs" and "Limelight."



**JUICE** — Juice Newton — Capitol ST-12136 — Producer: Richard Landis — List: 7.98 — Bar Coded

Linda Ronstadt has been the reigning queen of the country pop genre for the past few years, but it looks like she'll have a rival in Juice Newton. Newton's second album is full of emotional country rock ballads and up-tempo numbers, and her fiery soprano is full of spirit and conviction. "Juice" has poise and class, and it could very well become Newton's "Heart Like A Wheel." A brilliant rendition of "Angel Of The Morning" and a lively reading of Davis' "Ride 'em Cowboy" pace the LP.



**FACE VALUE** — Phil Collins — Atlantic SD 16029 — Producer: Phil Collins — List: 7.98

Drummer extraordinaire/Genesis leader Phil Collins delivers a tour de force solo LP with "Face Value." His high, grainy voice is applied to a plethora of modern pop styles — R&B, English folk, avant rock and fusion — and the results are winning. His interesting arrangements and dramatic singing style are reminiscent of Peter Gabriel's, and Collins' album compares nicely with his old cronie's solo work. A wonderfully cohesive work that bridges the gap between pop and the avant garde, the album features expert work by such notable players as Eric Clapton, Alphonso Johnson, Daryl Steurmer and Don Myrick.



**LOVE TOO LATE** — Sorrows — Pavilion JZ 37015 — Producer: Shel Talmy — List: 7.98

Famed Brit Invasion pop producer Shel Talmy kicked out the jams for his second production effort with Sorrows. The band is slightly new wavish in style, and the special production techniques are certainly up to date, but the mod sound of the Who, The Kinks and The Searchers is running wild through this LP. Great harmonies, pure pop hooks and heavy doses of Hullabaloo-filled nostalgia make "Love Too Late" an event. The overly dramatic boy/girl love songs are a perfect match for the sound. Best cuts are "Christabelle" and "Breaking My Heart."

FEATURE PICKS

NEW AND DEVELOPING ARTISTS

**REUNITED LIVE** — Frankie Valli and the 4 Seasons — Warner Bros. 2WB 3497 — Producers: Bob Gaudio, Charlie Calello — List: 12.98 — Bar Coded

This live two-record set was recorded July 12-13, 1980 at the Garden State Art Center in New Jersey and features a reunited Seasons at its best. Valli's legendary falsetto is virtually flawless, and the Seasons, while a tad ragged from injuries sustained during a freak accident a few weeks prior, bring back memories of the vintage '60s band. Valli's solo hits and a medley containing "Sherry" and "Big Girls Don't Cry" are the highlights.



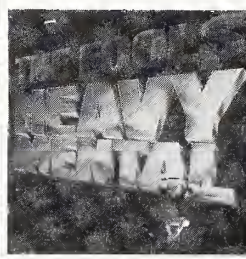
**THE PLIMSOULS** — Planet P-13 — Producer: Danny Holloway — List: 7.98

The L.A. new rock scene was pretty much of a bust the first time around, but if bands like The Plimsouls keep cropping up, The City Of Angels could get back on the map as one of the rock 'n' roll capitals of the world. This hot little foursome mixes mid-'60s British Invasion with new wave stylings and adds a bracing R&B edge. This is raw enthusiastic pop that sounds like a dream on both the radio and the dance floor. A sleeper.



**THERE MUST BE A BETTER WORLD SOMEWHERE** — B.B. King — MCA MCA-5162 — Producer: Stewart Levine — List: 7.98

B.B. and Lucille get some strong support from saxmen Hank Crawford and David "Fathead" Newman on this six-song collection of the most soulful blues around. The title cut and "Life Ain't Nothing But A Party" have a vintage, almost '40s feel, but "Born Again Human" is a classy exercise in jazz/blues fusion. King keeps things fairly subdued through most of the album, but he and that famous red guitar kick out the jams on a rollicking boogie woogie jam called "The Victim."



**HEAVY MENTAL** — The Fools — EMI America SW-17046 — Producer: Vini Poncia — List: 7.98

This hard rocking and irreverent Boston-based band scored big a few years back with a Talking Heads parody called "Psycho Chicken." The Fools have become a tad more serious since then and developed into an excellent power pop assemblage. Much of the material here has the flavor of Cheap Trick's "In Color" album, but the mocking vocals are pure Fools. AOR should keep an eye this riotous, hook heavy extravaganza.

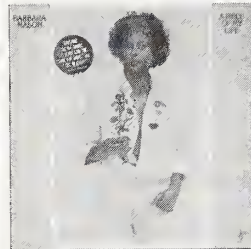
**OVER THE TOP** — Cozy Powell — Polydor PD-1-6312 — Producer: Martin Birch — List: 7.98

This noted hard rock percussionist has surrounded himself with an all-star cast for this instrumental album. Jazz-rock at its most frantic pace summarizes the style on this LP, as Powell and friends like Jack Bruce and Clem Clempson kick out the jams on the fusion-filled extravaganza. Powell's thunderous drums are the focal point of the music, but there's lots of special effects fireworks, as well on "Over The Top."



**LOUISE GOFFIN** — Asylum 6E-333 — Producer: Danny Kortchmar — List: 7.98

She has a rebellious punk attitude, but Carole King's little girl has a pretty straight ahead rock sound in the long run. Touches of rock-abilly, a little new wave and a lot of Linda Ronstadt are present in Goffin's second LP. Her first album, "Kid Blue," impressed a lot of people, but she should get a lot of AOR play with cuts like "I've Had It" and "Dizzy, You're A Dreamer." She isn't quite there yet, but her future remains bright.



**A PIECE OF MY LIFE** — Barbara Mason — WMOT/CBS JW 37060 — Producer: Butch Ingram — List: 7.98

Backed with licks from a string and horn section out of The Sound of Philadelphia mold, Mason stretches her vocals across a montage of contemporary black music sounds. With an emphasis on dancing, songs like "Let Me Give You Love" are spirited, but have foundations in the black adult music sound. Conversely, on ballads like "I Never Love The Same Way Twice," and even on her remake of "Yes I'm Ready," Mason sings with a tinge of bubblegum in her soul for pop playlists.

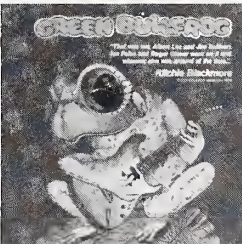


**DOC HOLLIDAY** — A&M SP-4847 — Producer: Tom Allom — List: 7.98 — Bar Coded

The first slashing, Southern rock power chords on this album tell exactly where Doc Holliday is coming from. The band has a cleaner, more hook-conscious sound than most of its cronies, but this is gut-grabbing, Southern Comfort-soaked rock in the tradition of .38 Special and Molly Hatchet. "A Good Woman's Hard To Find" shows the band has strong pop sensibilities, but "Round And Round" and "Magic Midnight" are classic footstompers.

**GREEN BULLFROG** — Various Artists — ECY Street ECY 16 — Producer: Derek Lawrence — List: 7.98

ECY had to dig for this one, but the small label has managed to find a 1971 live recording by some of the legends of British rock. Guitar aces Ritchie Blackmore, Big Jim Sullivan, Albert Lee, and assorted other limey rockers assembled for this supersession, and it's a celebration of their studio/club days. Blackmore and Lee especially stand out on the furious title cut and a cover of Joe South's "Walk A Mile In My Shoes." Fans of rowdy Anglo rock at its ballsiest should check out this rare collection.



**EVE MOON** — Capitol ST-12132 — Producer: Colin Thurston — List: 7.98 — Bar Coded

Moon plays it fast and straight on her debut LP. Her torrid brand of straight ahead hard rock has overtones of Heart, but her lyrics and gutsy vocals have more of a street flavor. Moon's lyrics are tauntingly tough like Pat Benatar, but her hell-raising back-up band doesn't have the same synthetic/corporate rock feel. Top tracks on this tasty debut are the dervishly paced "Rhythm And Booze" and "Powerline."





**CHRYSLIS PIKS DISTRIBUTOR** — Chrysalis Records recently awarded Cleveland-based Piks Distributing with its first annual Award of Excellence based on performance in promotion, sales, publicity, artist relations, advertising, merchandising and financial affairs. Pictured above at the ceremony in Cleveland are (l-r): Art Keith, midwest regional sales manager, Chrysalis; Ed Riedmiller, sales, Columbus market, Piks; John Horn, vice president of sales, Piks; Jon Wallace, sales, Piks; Harvey Korman, vice president and general manager, Piks; Charlie Perry, sales, Piks; Casper Delise, sales manager, Piks; and Chrysalis president Sal Licata, who made the presentation.

## California Supreme Court: AFM Arbitration Rule 'Unfair'

LOS ANGELES — A provision in the longstanding contract B of the American Federation of Musicians (AFM), calling for the union to hold arbitration hearings in employment disputes, has been ruled unfair in a recent appeals case before the California Supreme Court. The court ruled that AFM involvement in such cases calling for arbitration in the contract B provision put the plaintiff in a situation where the "agreement to arbitrate is essentially illusory."

The ruling arose during review of a suit filed in December 1973 by concert promoter Bill Graham, who contended that he was owed more than \$100,000 in damages from Scissor Tail, Inc., a corporation representing C. Russell Bridges, aka Leon Russell (also a defendant in the case) and the David Forest Agency Ltd. Following arbitration by a referee appointed by the AFM, the L.A. Superior Court had ordered Graham to pay Scissor Tail \$53,000 for losses incurred at one of four contracts Graham had allegedly been pacted to promote.

Graham alleged he pacted with the defendants to promote four concerts, at Ontario and Oakland, Calif.; Long Island, New York; and Philadelphia, and also that the defendants failed to reimburse him for predetermined and agreed upon expenses for the California dates. The defendants, according to Graham, subsequently backed out of the deal calling on his services to promote the Long Island and Philadelphia concerts. According to the suit, Graham was to receive 15% of gross on the concerts for his work.

The state court said, in remanding the case back to the Los Angeles Superior Court, that, "arbitration provisions which designate as sole arbitrator either an affected contractual party or one with identical

## Songbird, Sparrow Ink New Distribution Pact

(continued from page 8)

We're just a little Christian record company that would like to see the Christian message go beyond our normal distribution channels.

"We're not making hit records and we're not looking to cross our own product over to pop.

"What we can bring to this arrangement, we feel, is better distribution of Songbird product to Christian book stores and other traditional outlets. I think we're going to have a great working relationship with Songbird Records."

According to Al Bergamo, president of MCA Distributing Corp., the reciprocal distribution agreement is scheduled to go into effect March 1, with existing catalog product, approximately eight LPs, from Songbird and Sparrow to be covered.

interests in the outcome of the dispute fail to achieve the level of basic integrity which we require of a contractually structured substitute for formal judicial proceedings."

The Supreme Court appeal followed two trial court actions, both of which held that Graham was responsible for damages to Scissor Tail for losses incurred during the Ontario concert under terms of the contract.

When the promoter first filed his breach of binder action in 1973, Scissor Tail pleaded the court for AFM arbitration. In March 1976, the Superior Court ordered arbitration and in June 1976, the union's arbitration board granted a \$53,000 claim to defendants.

Graham nor his legal representatives had input to the initial AFM board proceedings.

The matter was reopened in October 1976 at the request of Graham's counsel, and the union heard the case again, having appointed an unidentified referee, who was described in the Supreme Court memo as "a former executive officer and longtime member of the union." Following the hearings, the referee recommended the union order Graham to pay the \$53,000 claimed by Scissor Tail, and the L.A. Superior Court, based on the AFM arbitration, granted the company's petition, recognizing the award and granting a judgement in favor of the defendants.

Graham appealed in 1979 to the state high court, which ruled that the union form contract B was unfair because it relegated Graham to the "humble role of 'adherent'" and that under the contract his bargaining potential was diminished, a contention that defendants legally strenuously opposed.

"The hearing is of little consequence if it proceeds under rules which deny a party the fair opportunity to present his side of the dispute," the court further said.

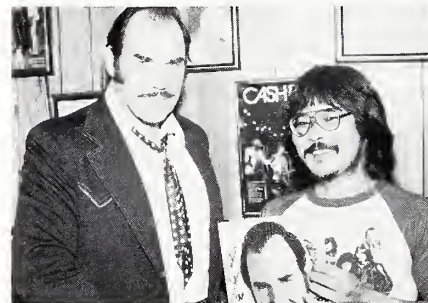
Commenting on the high court's decision, Victor Fuentealba, president of the AFM, said, "Settlement of disputes between musicians and music purchasers in California will become more costly and much less efficient.

"It's unfortunate that the reason for and value of the arbitration clause has been misconstrued by the California Court. There is simply no other way that we know for a traveling musician to file a claim without incurring considerable personal expense to himself and his purchaser, and we are, of course, determined to provide this type of protection to our members and their purchasers," Fuentealba added.

The AFM president explained that without the AFM's arbitration clause, parties involved in such disputes within the borders of California will be forced to engage an outside arbitrator or seek recourse through expensive civil court proceedings.

**WESTWORDS** — Sammy Hagar has won his legal battle freeing him of his recording contract with Capitol and is currently label shopping . . . The next **Steely Dan** single from the "Gaucho" LP is "Time Out Of Mind." MCA is refueling the brouhaha created by the album's \$9.98 list price by releasing the same "B" side as on "Hey 19," the first single. Instead of the band's proposed "Third World Man" flipside, the label is releasing the live version of "Boddhisattva" once again . . . Despite widely circulated rumors, **John Travolta** has not agreed to take on the role of **Jim Morrison** in the screen version of the **Jerry Hopkins/Danny Sugerman** biography, *Nobody Here Gets Out Alive*. According to Sugerman, who is part owner of the film rights, "We haven't even been approached by Travolta." Sugerman, who manages the **Doors** catalog, did say, however, that he was working on an illustrated book on The Doors that will be ready by 1982. . . Speaking of The Doors, **Ray Manzarek** is hard at work producing the new album by L.A. punk darlings **X**. The Slash recording group's latest is tentatively titled "Wild Gift," and it should be ready by late April . . . **Tim "I Do The Rock" Curry** has landed the role of Rooster in the film musical *Annie*. . . Kiwi rockers **Split Enz** are about to have their newest waxing released in triplicate on April 28. It seems that those witty New Zealanders are calling their album "Jamboree" in the U.S., "Corroboree" in Australia and "Waiatai" in the band's homeland. Incidentally, Frenz of The Enz should note that drummer **Malcom Green** has left the group and they are looking for a replacement . . . Heavy Metal leather boys **Judas Priest** will be following up the release of their newest record, "Point Of Entry" with an extensive tour of the U.S. in May and April. Columbia is going all out for this one and is even calling the album's marketing drive "the most comprehensive heavy metal campaign ever staged."

**MOOD INDIGO** — For some it was his endless repertoire of classic blues licks; others laud him for his ability to bend strings further than it seemed possible; still others



**WHITMANIA AT THE BOX** — On a recent visit to the Hollywood **Cash Box** offices, Cleveland International/Epic artist **Slim Whitman** paused for autographs and conversation. Pictured with Whitman is **Richard Imamura**, West Coast editor, **Cash Box**.

revelled at his knack for playing everything from ballsy hard rock to flamenco. But whatever the case may be, there are few fans of blues guitar who were untouched by the legendary **Mike Bloomfield**. Bloomfield, who was found dead in the front seat of his car in Mill Valley, Calif. Feb. 14, not only brought the hard line Chicago blues sound to the white rock 'n' roll crowd, but also influenced a multitude of contemporary guitarists including **Keith Richards** and **Eric Clapton**. And while he released a healthy amount of product as a solo artist, Bloomfield is perhaps best known for playing in such seminal blues rock outfits of the '60s as **The Paul Butterfield Blues Band** and **The Electric Flag**. The 38-year-old guitarist, who had faded from popularity in the '70s, was, ironically about to make a comeback with two new releases "Cruisin' For A Bruisin' . . . on the Takoma label and "Living In The Fast Lane" on Waterhouse — when the apparently drug related death occurred. Born in Glenview, Ill., the 15-year-old Bloomfield began gigging in places on Chicago's Southside such as Pepper's lounge. "He was a scrawny little Jewish kid who felt he could play blues better than anyone else around," said longtime Bloomfield friend and producer **Norman Dayron**. "He didn't even think about playing in the tough all black areas of Chicago; he just wanted to play guitar." Dayron, who was attending classes at University of Chicago in the early '60s, introduced Bloomfield to harmonica playing **Paul Butterfield**, along with soon to be Butterfield Blues Band members **Elvin Bishop** and **Nick Gravenites**. The band's pioneering electric blues sound quickly caught on with both folk and rock crowds, and songs like "East West" and "Yonder Wall" became favorites at concert halls and clubs throughout the States. The Butterfield Blues Band also backed **Bob Dylan** during his controversial "Dylan goes electric" set at the Newport Folk Festival in 1966. Subsequently, Bloomfield played lead on Dylan's classic "Highway 61" LP. However, Bloomfield passed on becoming Dylan's permanent guitarist in order to form The Electric Flag, a San Francisco-based act that fused horns with electric blues. The Flag was a Fillmore favorite, but Bloomfield gained his greatest acceptance on a rock/blues collaboration LP with **Al Kooper** and **Stephen Stills** called "Supersession." He recorded several solo albums into the '80s, his last four on the Takoma label. Bloomfield lived in Mill Valley for the past several years.

**BOMP BOMP A LU BOMP** — Bomp Records of Glendale, Calif. is quickly catching up with new music competitors like I.R.S. and Stiff. The Botique label just put out albums by artists from a wide variety of areas: Cleveland (**Stiv Bators**), San Francisco (**The Nuns**), Tulsa (**Jimmy Lewis And The Checkers**), New York (**Zantees**) and Minneapolis (**The Hypstyz**) in its current release. The label has geared up to release four albums on a monthly basis now, and in the next few months will issue the following: **The Deadboys** "Night Of The Living Dead Boys", John And The Nightriders' "Live At The Whisky A Go Go," a compilation album featuring the best of '60s-oriented garage bands called "Battle Of The Garages" and a four-song EP by **Pete Holly And The Look**. Bomp is now distributed by Rounder, Sky Disc, Important, Disk Trading, Action, MS, Square Deal, Green World and City Hall.

**SOLID SMOKIN'** — Solid Smoke Records, that tiny San Francisco-based label that re-released vintage albums by **James Brown**, **Dorsey** and **Johnny Burnette** and **The Shepards** last year, has another interesting project in the works. The company has made a major commitment to undiscovered talent with the release new albums on its fledgling subsidiary label, War Bride Records. Scheduled for a March '81 release are "Contents Under Pressure" by **Roy Loney & The Phantom Movers**, "Temptation" by **Holly Stanton** and "Rising Stars of San Francisco." The latter release is a compilation album featuring 11 exemplary Bay Area artists, including **Eye Protection**, **Fun Addicts**, and **The Ready-Mades**. The Solid Smoke label had somewhat of an identity problem with Roy Loney and James Brown on the same roster, so War Bride was created to allow the company to embark on experimental ventures.

**DREADLOCK ROCK** — Southern California's original Rasta, **Jack Miller**, has just returned from Kingston where he waxed his second LP for Haiku Records. Miller, once again, recruited such great reggae sessioners as **Sly Dunbar**, **Robbie Shakespeare** and the **Mighty Diamonds** for his new "Dreadlock Rock" LP. The album will be out in May.

marc ceter



# RADIO

## AIR PLAY

**COHO LIPS REBOUNDS ON WLS** — DJ Steve Dahl, who was fired Feb. 7 from **WLUP/Chicago**, will be moving cross town to **WLS-FM**, formerly **WRCK**. Word is Dahl's Breakfast Club network will be put on the backburner for awhile and if he's successful, his afternoon drive show will then be simulcast on **WLS-AM**, which reaches about two-thirds of the country. Ironically, WLS-FM is the station that Dahl vented his infamous "Disco Sucks" campaign against when the station was called **WDAI**. Dahl was working at **WDAI** when the station changed to a disco format in 1979, and then landed at **WLUP** where he became a household name after his nationally headlined "Disco Demolition" was explosively staged at Chicago's Comiskey Park between games of a White Sox double header.

**CANDY-O** — Radio had a great weekend (Feb. 13-15) programming variations of the theme of Valentine's Day with segues of groups like **Kiss**, **Heart**, **The Romantics**, **Sweet**, **Love** and **Loverboy**, and songs like "Heart" by **Rockpile**, **Randy Meisner's** "Hearts On Fire" or the **Ronettes'** classic oldie, "Be My Baby" filling up the airwaves. The tastiest Valentine treat though was the ABC FM network's "With Love . . . A Rock & Roll Valentine" special that aired on Feb. 14. For 12 hours, listeners were treated to their favorite groups (34 of them) and songs (125), all of which were culled from previously recorded concerts and in some cases were never heard before. For many, hour number nine provided the most excitement as it featured the late **John Lennon** in performances from his peace movement days. Songs included in that segment were "Mother," "Come Together," an extended, loose version of "Give Peace A Chance" and a beautiful and emotionally inspired version of "Imagine."

**ROCK RADIO AWARDS** — **DIR** Broadcasting has scheduled its third annual "North American Rock Radio Awards" broadcast for March 7. The two-hour show will air on the ABC Radio Network and will be hosted by founding **Doobie Brothers** member **Patrick Simmons**, representing the music industry, and **WPLJ/New York** personality **Carol Miller** representing the radio industry. According to **DIR's Bob Meyrowitz**, the awards show was created "to recognize the symbiotic relationship between radio and hit records."

Categories include Favorite Male Singer, Favorite Female Singer, Favorite All-Time Album, Favorite Debut Album, Favorite Concert Performer, Favorite Group, Favorite Single and Favorite Album. In addition, a special award, the **Tom Donahue Memorial Award**, will be presented to the person who is recognized as having contributed significantly to the medium of FM radio.

**PERFECT ALBUM FANTASY** — Many AORs usually dish out an album or two

during the midnight hour for their listeners' enjoyment, but **KLIV/San Jose** has added a personal touch to that concept by offering its listeners the chance to create their own Imaginary Album by their favorite artist or group. Each day at midnight, **KLIV** now airs, as an album play, 10 songs by a single artist, submitted by a listener as the perfect LP by their favorite act. The Imaginary Album seems like a great way to secure quarter hour maintenance (image-wise since that day-part isn't measured) as well as subtly research what the market wants to hear, and it gets the listeners involved with the station on a more active basis.

**NETWORK NEWS** — It was mentioned a few weeks ago in **Air Play** that NBC's **The Source** would be doubling its long form programming of concerts, specials and interviews in 1981. Doubled is an understatement; tripled would be more accurate judging from the network's upcoming schedule. During the month of March, for example, **The Source** will be rebroadcasting the **Rossington Collins Band** concert that was first broadcast live from Atlanta this past New Year's Eve during the weekend of March 6-8. A **Robert Palmer** concert is scheduled for March 20-22 and **WYSP/Philadelphia** (Source affiliate) personality **Denny Somach** has produced a special, "The Music That Rocked The Decade" ('70s) to be presented the weekend of March 27-29. In addition, NBC's young adult network will be featuring specials on **Kansas**, **Eddie Money** and **Genesis** in April.

**STATION TO STATION** — Charter Broadcasting's **WMJX (96X)/Miami** went dark and ceased all broadcasting on Feb. 15 due to a Federal Communications Commission (FCC) order to remove the station's license because of improper contests and promotions conducted in 1975-76. At the time of the FCC infractions **WMJX** was owned by **Bartell Media**. . . Country music was once again involved in a station's format change, but this time around, bucking the popular trend, **WINN/Louisville** ended its country music broadcasting of 12 years in favor of a Big Band format. . . **KWST/Los Angeles** recently sent a pair of contest winners to Germany to attend a Feb. 15 **Pink Floyd** concert of "The Wall". . . AOR **M105/Cleveland** and local Peaches stores are currently running a promotion that will undoubtedly beef up in-store traffic. **M105** has published its own list of the "Top 105 Albums of 1980" that is available at Peaches locations or by writing to the station. A coupon at the bottom of the list is good for \$1.05 off of the price of any album or tape on the list. In addition, shoppers at Peaches locations can fill out an entry form that will make them eligible to win their favorite three albums from the Top 105 list free in daily drawings conducted on the air by **M105** between Feb. 16-March 16.

**NEW JOBS** — In a move that baffled the industry as much as **Steve Dahl's** recent firing from **WLUP/Chicago**, **WAKY/WVEZ/Louisville** vice president and general manager **George Francis** was dismissed despite both of these stations earning highly successful ratings since he took over two years ago. The reason cited by Multimedia Radio, which owns the stations, was philosophical differences. Replacing Francis is **Allen Gantman** who most recently served as general sales manager at **WMJC/WHND/Detroit**. . . More changes as **Bill Young**, long a programming fixture at **KILT-AM & FM/Houston**, has left the stations to pursue other interests. Replacing Young at the programming helm is **Rick Candea** and **Beau Weaver** for the FM and AM respectively. . . **Jim Davis** has vacated his program directorship at **KMPC/Los Angeles**. . . **Dave Anthony** has been named program director at **Top 40 KZZP/Phoenix**. mark albert



**GIVING THANKS** — **Scotti Bros.** recording artist **Susan Anton** (c) recently visited **KCKC/San Bernardino** to personally thank **PD Bob Mitchell** (l) for being one of the first to add her record, "Killin' Time." Also pictured is **Stan Moress**, Anton's manager.

## Marketing, Promotion Keys To Success For NBC AM Stations

by Mark Albert

**LOS ANGELES** — Many broadcasters today share the opinion that music formatted radio stations can no longer survive on the AM dial. Heavy penetration in most markets by FM stations that offer more music and less commercial intrusion is one reason that few people would take exception with. And whether it be a beautiful music, album oriented rock (AOR), jazz, classical or other formats, greater fidelity in sound and peer pressure that FM is "hip" and AM "square" has also contributed to the diminishing numbers at AM music stations.

To survive and meet advertising demands, many AM broadcasters have dropped music in favor of an all-talk, news and information approach. The NBC AM music stations, **WNBC/New York**, **WMAQ/Chicago** and **KNBR/San Francisco**, however, are exceptions to this trend. Sticking to Top 40, country and adult contemporary music formats, respectively, these stations have built a good image and strong position in their markets.

**Bob Mounty**, executive vice president, NBC AM Radio Group, said there are various reasons for the success of these stations, emphasizing the overall methodology of the AM Group, as well as specific marketing and promotional campaigns.

"One of the main reasons, I feel, for the success here is autonomy," Mounty said. "Except for budgets and basic strategy, the individual programmers and station managers have total autonomy in execution of running the stations." Mounty further explained that it was his responsibility to take care of atypical problems like research or finance, enabling each station to take care of its own operation and reduce corporate dealings from the smothering level that it had been in the past.

### Marketing Emphasis Increases

As competition has increased for the advertising dollars, the process of marketing a radio station has become as essential as the actual programming itself with a marketing or promotion director becoming an integral part of the management team. How the listener perceives a radio station has clearly become vital to its success, with the common goal being the pursuit of good ratings.

"Our final product is the audiences' ears we can deliver to the advertisers," Mounty said. "The 25-54-year-old demographic is the most sought after by the agencies, and in the last three years, we have positioned **WNBC**, **WMAQ** and **KNBR** very well in this area. In fact, we're the only AM group that has improved share and ranking in three distinct markets."

The Arbitron ratings for the fall 1980 compared to the fall 1979 numbers support Mounty's premise. In the 12+ category for total persons in the metro area, **WNBC's** rating of 4.7 placed it sixth in the market compared to 3.2 and ninth in the market in the 1979 book. In addition, the Top 40 outlet now has a larger total come than any other radio station in the country. Country formatted **WMAQ** ranks sixth in the Chicago market with a 4.9, compared with 4.5 and seventh in the market in 1979. According to Mounty, **WMAQ** also has the largest listenership of any country formatted station in the United States, especially in the important 25-54 demographic, and is fifth in the nation, regardless of format. In **San Francisco**, adult contemporary **KNBR** now ranks fifth in the overall market with a 3.4, up considerably from 2.5 and 15th in the market in 1979. Mounty said that in the 25-54 demographic, each station was now third in the overall market and that

marketing and positioning was a critical factor in each case.

### New York Jumps

At **WNBC**, personnel changes had much to do with making the station a winner. **Bob Sherman** was brought in as vice president and general manager in 1979, and under his supervision, the music list was pared to play the hits, and **Don Imus**, the most listened to DJ in the country according to Arbitron numbers, was rehired and installed into the prime morning drive slot. **Dale Pon** was then hired specifically to design a marketing campaign.

"The marketing campaign for **WNBC** was very expensive," Mounty said. "The primary thrust was in TV advertising, with transit ad support of the same TV theme."

"Of course, Imus has had a great deal to do with **WNBC's** success," Mounty continued. "It's not just his humor, but the fact that he executes formatics with the same sense of diligence that marks this station's character."

For **WMAQ**, Mounty feels that strong personalities, excellent promotion and a proper positioning of music are equally responsible for the station's success. More modern country music was added to help attract a portion of the younger audience, in addition to maintaining the older demographic. The situation in **San Francisco** was different, however.

"At **KNBR**, we began moving from an MOR posture to one of an adult contemporary," Mounty said. "KNBR has always been marvelously profitable, so we made the changes slowly so as not to tamper with its prior success. We added sports coverage of the **Giants** and **Warriors** and a personality duo in the morning slot. Musically, we went after a broader base, eliminated heavy rock and identified the station to listeners as a favorite song station. The whole process took about 15 months." Mounty also said that an extensive media campaign was currently in the planning stages but was reluctant to discuss details. He did say that it would be of the same impact and magnitude of successful campaigns that were implemented in **New York** and in **Washington, D.C.** with the network's news/talk station **WRC**.

### Key To Success

During the '80s, Mounty feels that the key to success for radio will be in marketing and promoting the right audience to advertisers. He also feels that AM stereo will bring parity in sound with FMs, but it is not necessary to successfully compete.

"Overall, I think a major factor in the success of NBC's AM stations is that we did not get caught up in the competitive schtick with FMs," Mounty summarized. "Many AM broadcasters try to out-FM the FMs and end up going down the tubes."

"We promoted ourselves and took advantage of the strengths of AM radio, like strong, dynamic personalities. And, in general, AM stations are just as profitable as FMs, and they also reach a wider area and, therefore, more listeners."

"A great part of the success of NBC's AM stations is that they are each accountable for their own actions. Management at these stations took advantage of the potential in an always growing industry where many people became apathetic and assumed that AM radio was dead. AM radio is alive and very well at NBC."

## Robert Klein Radio Show Moves Offices

**NEW YORK** — The offices of the **Robert Klein Radio Show** are now located at 231 E. 51 St., New York, N.Y. 10022. The new telephone number is 212-935-8370.

LP Chart Position

9 **AC/DC • BACK IN BLACK • ATLANTIC**  
**ADDS:** WAAF. **HOTS:** WAAF, KZEW, KBPI, WBAB, WWWW, WMMS, KLOL, KMG, WBLM, KMET, KWST, KROQ. **MEDIUMS:** WCCC, WOUR, WLIR. **PREFERRED TRACKS:** Money, Title, Shook, Hells  
**SALES:** Good to moderate in all regions.

— **ANY TROUBLE • WHERE ARE ALL THE NICE GIRLS? • STIFF AMERICA**  
**ADDS:** None. **HOTS:** WOUR, WRNW. **MEDIUMS:** KOME, KMG, WBLM, KSJO, WHFS. **PREFERRED TRACKS:** Second Choice, Girls Are  
**SALES:** Weak in all regions

37 **APRIL WINE • THE NATURE OF THE BEAST • CAPITOL**  
**ADDS:** KMEL. **HOTS:** KROQ, KSHE, KNCN, KEZY, WCCC, KLLO, WAAL, WGRQ, KMG, WBLM, KWST, WABX, WKDF, WLQ, KZOK, KMET, WLIR, KZEW, WSHE, KOME, WIBZ, WOUR, KBPI, WBAB, WMMS, WAAF, WBLM, KSJO. **PREFERRED TRACKS:** Just Between, Future, Big City  
**SALES:** Moderate in all regions, strongest in West.

— **THE BABYS • ON THE EDGE • CHRYSALIS**  
**ADDS:** None. **HOTS:** KOME, KSJO, KROQ. **MEDIUMS:** KZEW, KMG, KNCN, WKDF. **PREFERRED TRACKS:** Downtown, 17, Postcard  
**SALES:** Fair in West, weak in all others

6 **PAT BENATAR • CRIMES OF PASSION • CHRYSALIS**  
**ADDS:** None. **HOTS:** KZEW, WBCN, WIBZ, WBAB, WMMS, WGRQ, KMG, WBLM, KSJO, KMET, KWST. **MEDIUMS:** KEZY, WCCC, WLIR, WIOQ, KMEL, WABX. **PREFERRED TRACKS:** Treat, Best Shot, Prisoner  
**SALES:** Good to moderate in all regions

8 **BLONDIE • AUTOAMERICAN • CHRYSALIS**  
**ADDS:** None. **HOTS:** KROQ, WBCN, KOME, WIBZ, WRNW, WBAB, WYDD, WMMS, KSJO, KNCN, WKDF, KMEL. **MEDIUMS:** KWST, KZEW, KEZY, WOUR, WAAL, WBLM, KNAC. **PREFERRED TRACKS:** Rapture, Walk, Dark  
**SALES:** Good to moderate in all regions

114 **THE BOOMTOWN RATS • MONDO BONGO • COLUMBIA**  
**ADDS:** WGRQ, WWWW, KOME. **HOTS:** WNEW, KNAC, KROQ. **MEDIUMS:** WGRQ, WRNW, WBAB, KMG, KSJO, WHFS. **PREFERRED TRACKS:** Up All Night, Go Man, Banana  
**SALES:** Fair in all regions; strongest in West.

## # 8 MOST ADDED

58 **JIMMY BUFFETT • COCONUT TELEGRAPH • MCA**  
**ADDS:** WIOQ, WLIR, KBPI. **HOTS:** WIBZ, KNX, WRNW, WWWW, WMMS, KNCN, KINK. **MEDIUMS:** WSHE, KOME, KZAM, WBLM, KSJO, WKDF. **PREFERRED TRACKS:** My Job, Growing Older, Title  
**SALES:** Moderate to fair in all regions; weakest in Midwest.

153 **J.J. CALE • SHADES • MCA**  
**ADDS:** KNCN, WLIR. **HOTS:** KNX, WRNW. **MEDIUMS:** KOME, WOUR, KZAM, WWWW, KINK, WHFS. **PREFERRED TRACKS:** Dungeon, Pack  
**SALES:** Fair in all regions.

121 **THE JIM CARROLL BAND • CATHOLIC BOY • ATCO**  
**ADDS:** None. **HOTS:** WBCN, WGRQ. **MEDIUMS:** KZEW, WSHE, KOME, WBAB, WMMS, WAAF, KMG, KNCN, WHFS. **PREFERRED TRACKS:** Too Late, People  
**SALES:** Weak in Midwest, fair in all others.

34 **THE CLASH • SANDINISTA! • EPIC**  
**ADDS:** WIBZ. **HOTS:** WHFS, KROQ, KWST, WLIR, WBCN, WCCC, KOME, WOUR, WRNW, WBAB, WMMS, WNEW, WGRQ, KNAC. **MEDIUMS:** KMET, KZEW, WWWW, WAAL, WAAF, KMG, WBLM, KSJO. **PREFERRED TRACKS:** Magnificent, Police, Washington  
**SALES:** Moderate in East and West, fair in others.

30 **ELVIS COSTELLO & THE ATTRACTIONS • TRUST • COLUMBIA**  
**ADDS:** KLLO, KSHE. **HOTS:** WHFS, KROQ, WIOQ, WBCN, WRNW, WBAB, WNEW, WGRQ, KNAC, KSJO. **MEDIUMS:** WLQ, KEZY, WSHE, WCCC, KOME, WIBZ, WOUR, WWWW, WAAL, WBLM, KNCN. **PREFERRED TRACKS:** Clubland, Watch Your, Whisper, Own Gun  
**SALES:** Good to moderate in all regions.

28 **DIRE STRAITS • MAKING MOVIES • WARNER BROS.**  
**ADDS:** None. **HOTS:** WIOQ, KZOK, KMET, KINK, KNCN, KSJO, KZEW, WSHE, WCCC, KOME, WIBZ, WOUR, WRNW, KBPI, WBAB, WWWW, WMMS, WNEW, KMG, WBLM. **MEDIUMS:** KROQ, KEZY, KNAC. **PREFERRED TRACKS:** Skateaway, Romeo, Tunnel, Espresso  
**SALES:** Moderate to fair in all regions, strongest in West.

LP Chart Position

## # 6 MOST ADDED

— **DOC HOLLIDAY • A&M**  
**ADDS:** KSHE, KMG, WRNW, KOME, WCCC. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open  
**SALES:** Just shipped

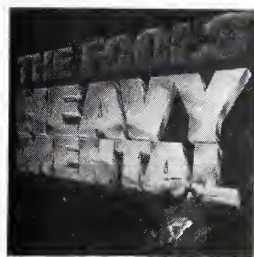
21 **THE EAGLES • EAGLES LIVE • ASYLUM**  
**ADDS:** None. **HOTS:** KOME, WIBZ, KZAM, WWWW, KMG, KSJO, KMET, KZOK. **MEDIUMS:** KEZY, WSHE, KNX, WKDF. **PREFERRED TRACKS:** Life's Been, New Kid, Limit  
**SALES:** Moderate to fair in all regions

102 **FIREBALL • CLOUDS ACROSS THE SUN • ATLANTIC**  
**ADDS:** WMMS. **HOTS:** KEZY, WIBZ, WYDD, WAAL, WGRQ, KINK, WLQ. **MEDIUMS:** KZEW, WSHE, KOME, KNX, KBPI, WWWW, KNCN, KZOK, WKDF. **PREFERRED TRACKS:** Dreamers, No Class, Staying  
**SALES:** Weak in all regions.

35 **FLEETWOOD MAC • LIVE • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMEL, KEZY, KOME, WIBZ, WBAB, WWWW, WMMS, KMG, WBLM, KSJO, KNCN, KMET, WIOQ. **MEDIUMS:** WLQ, WSHE, KZAM. **PREFERRED TRACKS:** Open  
**SALES:** Moderate in all regions

## # 2 MOST ADDED

— **THE FOOLS • HEAVY MENTAL • EMI-AMERICA**  
**ADDS:** WHFS, KSHE, KWST, WBLM, WAAL, WMMS, WWWW, WBAB, WRNW, KOME, WBCN. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open  
**SALES:** Just shipped



31 **HEART • GREATEST HITS/LIVE • EPIC**  
**ADDS:** None. **HOTS:** KOME, KNCN, KWST. **MEDIUMS:** KMG, KMET, WKDF, KROQ. **PREFERRED TRACKS:** Open  
**SALES:** Fair in all regions

83 **DONNIE IRIS • BACK ON THE STREETS • MCA**  
**ADDS:** KZOK. **HOTS:** KZEW, WCCC, KOME, WIBZ, WOUR, KBPI, WMMS, WGRQ, WAAF, KSJO, WLQ. **MEDIUMS:** KROQ, WABX, KMEL, WKDF, WBAB, KLLO, KMG, WBLM, KNCN, WIOQ. **PREFERRED TRACKS:** Ah! Leah!, Title, Hear You, Agnes  
**SALES:** Fair in all regions

93 **THE JAM • SOUND AFFECTS • POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** WBCN, WRNW, KNAC, WHFS. **MEDIUMS:** WBAB, WWWW, WBLM, KSJO, WLIR, KROQ. **PREFERRED TRACKS:** Start!, Monday, Different Now, Corner Shop  
**SALES:** Moderate to fair in all regions, strongest in West.

181 **JOAN JETT • BAD REPUTATION • BOARDWALK**  
**ADDS:** WMMS. **HOTS:** KNAC. **MEDIUMS:** WSHE, WBAB, WBLM, KSJO, WLIR, KROQ, WHFS. **PREFERRED TRACKS:** Touch Me, Own Me, Jezebel, Doin' Alright  
**SALES:** Weak in West, fair in all others.

## # 6 MOST ACTIVE

14 **JOURNEY • CAPTURED • COLUMBIA**  
**ADDS:** None. **HOTS:** KSHE, KWST, KMEL, WKDF, WLQ, KZOK, KMET, KNCN, KEZY, WSHE, WCCC, KOME, WIBZ, KBPI, WBAB, WWWW, WYDD, WMMS, KLLO, WGRQ, WAAF, KMG, WBLM, KSJO. **MEDIUMS:** KROQ, WABX, WIOQ, WAAL. **PREFERRED TRACKS:** Open  
**SALES:** Good to moderate in all regions

64 **NICOLETTE LARSON • RADIOLAND • WARNER BROS.**  
**ADDS:** None. **HOTS:** KEZY, WIBZ, KNX, WRNW, KZAM, KINK. **MEDIUMS:** KOME, KBPI, WBAB, WWWW, WMMS, KNCN, KZOK, WKDF. **PREFERRED TRACKS:** Ooo-eee, Title  
**SALES:** Weak in East, fair in all others

LP Chart Position

## # 1 MOST ACTIVE

1 **JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEFEN**



Woman, Starting  
**SALES:** Good in all regions.

**ADDS:** None. **HOTS:** KROQ, KWST, WABX, KMEL, WKDF, WLQ, WIOQ, KZOK, KMET, KINK, KNCN, WLIR, KSJO, WAAF, WGRQ, WAAL, WNEW, KZEW, KEZY, WSHE, WBCN, KOME, WIBZ, WOUR, KNX, WRNW, KZAM, WBAB, WWWW, WYDD, WMMS. **MEDIUMS:** KSHE, WBLM, KMG, WCCC, KBPI, KLLO. **PREFERRED TRACKS:** Wheels, Losing You

106 **LOVERBOY • COLUMBIA**  
**ADDS:** None. **HOTS:** WCCC, WGRQ, KSHE. **MEDIUMS:** KZEW, WSHE, KOME, KBPI, WBAB, WWWW, WMMS, KLLO, WAAF, WBLM, KMEL, KROQ. **PREFERRED TRACKS:** Turn Me Loose  
**SALES:** Fair in all regions, strongest in West.

96 **MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.**  
**ADDS:** None. **HOTS:** KROQ, KSHE, KEZY, KOME, WRNW, WWWW, KSJO, KNCN. **MEDIUMS:** WLQ, KZOK, KZEW, WSHE, WBCN, WCCC, KBPI, WBAB, KLLO, WAAL, WAAF, WBLM, WLIR. **PREFERRED TRACKS:** For You, Stranded, Lies  
**SALES:** Weak in East, fair in all others.

66 **DELBERT McCLINTON • THE JEALOUS KIND • CAPITOL**  
**ADDS:** KZOK. **HOTS:** WSHE, WWWW, WAAL. **MEDIUMS:** KOME, WOUR, KBPI, WMMS, WBLM, KNCN, KINK. **PREFERRED TRACKS:** Giving It Up  
**SALES:** Weak in Midwest, fair in all others.

159 **RANDY MEISNER • ONE MORE SONG • EPIC**  
**ADDS:** None. **HOTS:** KEZY, WSHE, KBPI, KZAM, WWWW, WMMS, WAAL, KINK, WLQ. **MEDIUMS:** WABX, KOME, WOUR, WBLM, KNCN, KZOK, WKDF, KMEL. **PREFERRED TRACKS:** Hearts  
**SALES:** Weak in East, fair in all others.

## # 3 MOST ADDED

— **EVE MOON • CAPITOL**



**ADDS:** WHFS, KNCN, WLIR, WNEW, WBAB, WRNW. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Open  
**SALES:** Just shipped.

101 **NAZARETH • THE FOOL CIRCLE • A&M**  
**ADDS:** WLQ. **HOTS:** None. **MEDIUMS:** KEZY, WCCC, WIBZ, WBAB, WWWW, KNCN, KMET, WLQ, KSHE. **PREFERRED TRACKS:** Another Year, Dream, Little Part  
**SALES:** Fair in West and Midwest, weak in others.

## # 4 MOST ADDED

— **NEW RIDERS OF THE PURPLE SAGE • FEELIN' ALL RIGHT • A&M**



**ADDS:** WHFS, WIOQ, KNCN, WLIR, WBAB, WRNW. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open  
**SALES:** Just shipped.

## # 7 MOST ADDED

— **JUICE NEWTON • JUICE • CAPITOL**  
**ADDS:** KNCN, KZAM, WRNW, WBCN. **HOTS:** KNX. **MEDIUMS:** None. **PREFERRED TRACKS:** Angel  
**SALES:** Initial breakouts in South.

LP Chart Position

180 NIGHT • LONG DISTANCE • PLANET/ELEKTRA  
ADDS: None. HOTS: None. MEDIUMS: KEZY, KOME, KBPI, WBAB, KLOL, WAAL, KSJO. PREFERRED TRACKS: Airwaves.  
SALES: Fair in Midwest; weak in all others.

### #10 MOST ACTIVE

23 OUTLAWS • GHOST RIDERS • ARISTA  
ADDS: None. HOTS: KWST, WLVO, KMET, KNCN, KNAC, WBLM, KMG, WAAF, WSHE, WCCC, KOME, WIBZ, WOUR, WBAB, WWWW, WYDD, WMMS, KLOL, WAAL, WGRO. MEDIUMS: KSHE, WABX, KMEL, WKDF, KZOK, WLIR, KZEW, WBCN, WRNW, KBPI. PREFERRED TRACKS: Riders, Angels.  
SALES: Good to moderate in all regions; strongest in East and West.

### # 8 MOST ACTIVE

15 THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA  
ADDS: None. HOTS: WABX, WKDF, WIOO, KZOK, KINK, KNCN, KSJO, WBLM, KEZY, WSHE, KOME, WIBZ, WOUR, KNX, WBAB, WWWW, WMMS, KLOL, WAAF. MEDIUMS: KROQ, WLVO, KMET, KZEW, WCCC, KBPI, KZAM, KMG. PREFERRED TRACKS: Games, Price.  
SALES: Good to moderate in all regions.

11 THE POLICE • ZENYATTA MONDATT • A&M  
ADDS: None. HOTS: WHFS, KROQ, KWST, WABX, KMET, KNCN, WLIR, KZEW, KEZY, WSHE, WBCN, KOME, WRNW, WBAB, WWWW, WMMS, KLOL, WNEW, WGRO, KMG, KNAC, KSJO. MEDIUMS: WLVO, WIOO, WCCC, KBPI. PREFERRED TRACKS: Don't Stand, De Do Do, Driven, Canary.  
SALES: Good to moderate in all regions.

### # 4 MOST ACTIVE

2 REO SPEEDWAGON • HI INFIDELITY • EPIC  
ADDS: None. HOTS: KSHE, KWST, WABX, WKDF, WLVO, KZOK, KMET, KNCN, KSJO, WBLM, KZEW, KEZY, WSHE, WBCN, WCCC, KOME, WIBZ, WOUR, KBPI, WBAB, WWWW, WYDD, WMMS, KLOL, WAAL, WGRO, WAAF. MEDIUMS: KROQ, KMEL, WIOO, WLIR, KMG. PREFERRED TRACKS: Let Him Go, Follow, Keep On, Tough Guys.  
SALES: Good in all regions; strongest in Midwest.

144 THE RINGS • MCA  
ADDS: None. HOTS: WBCN, WRNW, WAAF, WBLM. MEDIUMS: WSHE, WCCC, KOME, WOUR, WAAL, KMG, KSJO, KWST, KSHE, KROQ, WHFS. PREFERRED TRACKS: Let Me Go.  
SALES: Moderate in East; fair in all others.

131 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA  
ADDS: None. HOTS: KZEW, WBCN, WRNW, WBAB, WMMS, WNEW, KNAC, KSJO, WLIR, KROQ. MEDIUMS: WCCC, KOME, WWWW, KNCN, KMET. PREFERRED TRACKS: Pet You, Book, Nothing But, Teacher.  
SALES: Weak in all regions.

77 TODD RUNDGREN • HEALING • BEARVILLE  
ADDS: None. HOTS: WCCC, WRNW, WBAB, WWWW, WMMS, WLIR. MEDIUMS: KEZY, WIBZ, KZAM, WAAL, WGRO, WBLM, KNCN, WLVO. PREFERRED TRACKS: Healer, Compassion.  
SALES: Moderate in all regions; strongest in Midwest.

### # 1 MOST ADDED

88 RUSH • MOVING PICTURES • MERCURY/POLYGRAM  
ADDS: WHFS, KROQ, KSHE, KWST, WABX, WKDF, WBAB, KBPI, WRNW, WIBZ, WCCC, WBCN, WSHE, KZEW, WWWW, WYDD, WMMS, KLOL, WNEW, WAAL, WGRO, WAAF, KMG, WBLM, KSJO, WLIR, KNCN, KMET, WLVO. HOTS: WBAB, WCCC, WGRQ, WLIR, WLVO. MEDIUMS: KLOL. PREFERRED TRACKS: Open.  
SALES: Major breakouts in all regions.

LP Chart Position

170 PHIL SEYMOUR • BOARDWALK  
ADDS: KZEW. HOTS: WMMS, WLIR. MEDIUMS: KROQ, WIOO, KEZY, WSHE, WCCC, KOME, WIBZ, KBPI, WWWW, WAAL, WBLM, KNAC, KSJO, KMET, KZOK. PREFERRED TRACKS: Precious, Let Her, Baby It's You.  
SALES: Weak in Midwest; fair in all others.

### #10 MOST ADDED

197 SHERBS • THE SKILL • ATCO  
ADDS: WGRO, KBPI, WSHE. HOTS: WIBZ, WOUR, WWWW. MEDIUMS: WCCC, WRNW, WMMS, KLOL, WAAL, KSJO, WLVO, KSHE. PREFERRED TRACKS: Cindy, Crazy, The Skill.  
SALES: Fair initial response in Midwest.

130 SHOES • TONGUE TWISTER • ELEKTRA  
ADDS: None. HOTS: WIBZ. MEDIUMS: WRNW, WMMS, KSJO, KMET, KROQ, WHFS. PREFERRED TRACKS: Open.  
SALES: Fair in Midwest; weak in all others.

200 SIR DOUGLAS QUINTET • BORDER WAVE • TAKOMA/CHRYSALIS  
ADDS: None. HOTS: None. MEDIUMS: KZEW, WMMS, KSJO, KNCN, KROQ, WHFS. PREFERRED TRACKS: Old Habits, Miss Me, Next In Line.  
SALES: Weak in all regions.

72 GRACE SLICK • WELCOME TO THE WRECKING BALL • RCA  
ADDS: None. HOTS: WRNW. MEDIUMS: KEZY, KOME, WIBZ, WOUR, WBAB, WWWW, WGRO, KMG, WBLM, KSJO, KNCN, WLVO, KSHE, KROQ. PREFERRED TRACKS: Sea, Wrecking Ball, Mistreater.  
SALES: Weak in South; moderate to fair in all others.

RICK SPRINGFIELD • WORKING CLASS DOG • RCA  
ADDS: WIOO, KNCN, WRNW. HOTS: KNX. MEDIUMS: WCCC, WBLM, KSJO. PREFERRED TRACKS: I've Done, Jessie's Girl.  
SALES: Initial breakout in Midwest.

### # 2 MOST ACTIVE

16 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA  
ADDS: None. HOTS: KROQ, KSHE, KWST, KMEL, WKDF, WLVO, WIOO, KZOK, KMET, KNCN, WLIR, WBLM, WAAF, WGRO, WAAL, WNEW, KZEW, KEZY, WSHE, WBCN, WCCC, KOME, WIBZ, WOUR, WRNW, KZAM, WBAB, WWWW, WMMS, KLOL. MEDIUMS: KBPI. PREFERRED TRACKS: Fade, Cadillac, Ramrod, Ties, Heart, Title.  
SALES: Good to moderate in all regions.

### # 7 MOST ACTIVE

12 STEELY DAN • GAUCHO • MCA  
ADDS: None. HOTS: KWST, WABX, KMEL, WKDF, WLVO, WIOO, KZOK, KINK, KNCN, KSJO, KZEW, KEZY, WSHE, KOME, WIBZ, WOUR, KNX, WRNW, KZAM, WBAB, WWWW, WYDD, WMMS. MEDIUMS: KROQ, WLIR, WBLM, KMG, WCCC, KBPI, WAAL. PREFERRED TRACKS: Open.  
SALES: Good to moderate in all regions.

### # 9 MOST ACTIVE

20 ROD STEWART • FOOLISH BEHAVIOUR • WARNER BROS.  
ADDS: None. HOTS: KROQ, KWST, KMEL, WLVO, WIOO, KMET, KINK, KNCN, KZEW, KEZY, KOME, WIBZ, WRNW, WBAB, WWWW, WYDD, WMMS, WGRO, KMG, WBLM, KSJO. MEDIUMS: KSHE, WABX, KNX, KZAM. PREFERRED TRACKS: Passion, Gimme Wings, Dance With.  
SALES: Good to moderate in all regions; weakest in Midwest.

### # 3 MOST ACTIVE

5 STYX • PARADISE THEATER • A&M  
ADDS: None. HOTS: KSHE, KWST, WABX, KMEL, WKDF, WLVO, KZOK, KMET, KNCN, KSJO, WBLM, KZEW, KEZY, WSHE, WCCC, KOME, WIBZ, WOUR, KBPI, WBAB, WWWW, WYDD, WMMS, KLOL, WNEW, WAAL, WGRO, WAAF. MEDIUMS: KROQ, KMG. PREFERRED TRACKS: Best Of, She Cares, Pennies, Rockin' The Paradise.

LP Chart Position

115 TALKING HEADS • REMAIN IN LIGHT • SIRE  
ADDS: None. HOTS: WBCN, WRNW, KNAC, KROQ, WHFS. MEDIUMS: KMG, WLIR, KMET, KWST. PREFERRED TRACKS: Crosseyed, Lifetime, Under Punches.  
SALES: Fair in East and Midwest; weak in others.

69 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M  
ADDS: KZEW. HOTS: KMET, WCCC, WIBZ, WBAB, KLOL, WAAF, WLIR. MEDIUMS: KROQ, KSHE, WLVO, KZOK, WSHE, KOME, WRNW, KBPI, WWWW, WAAL, WGRO, KMG, KSJO, KNCN. PREFERRED TRACKS: Hold On, First Time.  
SALES: Moderate to fair in all regions; weakest in West.

42 TOTO • TURN BACK • COLUMBIA  
ADDS: WGRQ. HOTS: KSHE, KWST, KNCN, WLIR, KEZY, WCCC, WIBZ, KNX, WRNW, WWWW, WMMS, WAAL, KMG. MEDIUMS: KROQ, WKDF, WLVO, KMET, KZEW, WSHE, KOME, WOUR, KZAM, KLOL, WBLM, KSJO. PREFERRED TRACKS: Elenore, Gift, Live For.  
SALES: Moderate to fair in all regions.

52 UFO • THE WILD THE WILLING AND THE INNOCENT • CHRYSALIS  
ADDS: WGRQ. HOTS: WCCC, KOME, KMG, WBLM, KSHE. MEDIUMS: WGRO, WSHE, WOUR, WBAB, WMMS, KLOL, WAAL, KSJO, KNCN, KMET, KWST, KROQ. PREFERRED TRACKS: Long Gone, Chains, Get It Right.  
SALES: Fair in all regions; strongest in West.

185 U2 • BOY • ISLAND  
ADDS: WBLM, WMMS, KOME. HOTS: WBCN. MEDIUMS: WCCC, WRNW, WWWW, KNAC, KSJO, KROQ, WHFS. PREFERRED TRACKS: Open.  
SALES: Initial breakouts in all regions except South.

### # 5 MOST ADDED

EDGAR WINTER • STANDING ON ROCK • BLUE SKY/CBS  
ADDS: KNCN, WLIR, KMG, WNEW, WRNW. HOTS: WLIR. MEDIUMS: None. PREFERRED TRACKS: Open.  
SALES: Just shipped.



### # 5 MOST ACTIVE

29 STEVE WINWOOD • ARC OF A DIVER • ISLAND  
ADDS: WAAF. HOTS: WHFS, WLVO, WIOO, KZOK, KINK, KNCN, WLIR, KSJO, WGRO, WAAL, KZEW, KEZY, WBCN, WCCC, KOME, WIBZ, WOUR, KNX, WRNW, KZAM, WBAB, WWWW, WMMS, KLOL. MEDIUMS: KROQ, KSHE, KWST, WABX, WKDF, WBLM, WSHE, KBPI. PREFERRED TRACKS: Chance, Arc, Dancer, Train.  
SALES: Good to moderate in all regions.



regions.

10 STEVIE WONDER • HOTTER THAN JULY • TAMLA/MOTOWN  
ADDS: None. HOTS: KZAM, KNCN, KINK, KZOK. MEDIUMS: KNX, WBLM, WIOO. PREFERRED TRACKS: Open.  
SALES: Good to moderate in all regions.

### # 9 MOST ADDED

90 XTC • BLACK SEA • VIRGIN/RSO  
ADDS: WBLM, WYDD, KZEW. HOTS: KNAC, KROQ, WHFS. MEDIUMS: WBCN, KOME, KBPI, WWWW, WMMS, WGRO, KSJO, KNCN, WABX. PREFERRED TRACKS: Generals.  
SALES: Fair in East and West; weak in others.

71 WARREN ZEVON • STAND IN THE FIRE • ASYLUM  
ADDS: None. HOTS: KOME, WIBZ, WBAB, WAAL, WAAF, KMG, KSJO, KNCN. MEDIUMS: KEZY, WCCC, WWWW, WMMS, KMET, WHFS. PREFERRED TRACKS: Stand, Werewolves, Jeannie, Bo Diddley.  
SALES: Weak in West; fair in all others.

LAST WEEK	THIS WEEK		WEEKS ON CHART
2	1	9 TO 5	DOLLY PARTON 13
1	2	I LOVE A RAINY NIGHT	EDDIE RABBITT 17
4	3	KEEP ON LOVING YOU	REO SPEEDWAGON 14
3	4	CELEBRATION	KOOL & THE GANG 18
6	5	WOMAN	JOHN LENNON 7
5	6	THE TIDE IS HIGH	BLONDIE 16
9	7	THE BEST OF TIMES	STYX 6
7	8	SAME OLD LANG SYNE	DAN FOGELBERG 12
15	9	RAPTURE	BLONDIE 5
10	10	GIVING IT UP FOR YOUR LOVE	DELBERT McCLINTON 13
17	11	CRYING	DON McLEAN 6
13	12	TREAT ME RIGHT	PAT BENATAR 7
14	13	I AIN'T GONNA STAND FOR IT	STEVIE WONDER 12
19	14	HELLO AGAIN (LOVE THEME FROM THE JAZZ SINGER)	NEIL DIAMOND 5
16	15	THE WINNER TAKES IT ALL	ABBA 15
11	16	(JUST LIKE) STARTING OVER	JOHN LENNON 18
12	17	HEY NINETEEN	STEELY DAN 14
20	18	A LITTLE IN LOVE	CLIFF RICHARD 12
8	19	PASSION	ROD STEWART 15
22	20	GAMES PEOPLE PLAY	THE ALAN PARSONS PROJECT 13
25	21	HEARTS ON FIRE	RANDY MEISNER 6
26	22	KISS ON MY LIST	DARYL HALL & JOHN OATES 6
24	23	SMOKY MOUNTAIN RAIN	RONNIE MILSAP 14
21	24	HEARTBREAK HOTEL	THE JACKSONS 13
28	25	WHAT KIND OF FOOL	BARBRA STREISAND & BARRY GIBB 5
18	26	LOVE ON THE ROCKS	NEIL DIAMOND 18
29	27	AHI LEAHI	DONNIE IRIS 12
31	28	LIVING IN A FANTASY	LEO SAYER 6
34	29	FADE AWAY	BRUCE SPRINGSTEEN 4
37	30	DON'T STAND SO CLOSE TO ME	THE POLICE 4

LAST THIS WEEK WEEK WEEKS ON CHART

## PRIME MOVER

42	31	WHILE YOU SEE A CHANCE	STEVE WINWOOD 4
27	32	SEVEN BRIDGES ROAD	EAGLES 10

## PRIME MOVER

43	33	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON 3
23	34	MISS SUN	BOZ SCAGGS 14

40	35	GUITAR MAN	ELVIS PRESLEY 6
30	36	TOGETHER	TIERRA 17

46	37	SOMEBODY'S KNOCKIN	TERRI GIBBS 7
41	38	(GHOST) RIDERS IN THE SKY	OUTLAWS 7

LAST THIS WEEK WEEK WEEKS ON CHART

45	39	TOO TIGHT	CON FUNK SHUN 6
32	40	HIT ME WITH YOUR BEST SHOT	PAT BENATAR 22
44	41	BACK IN BLACK	AC/DC 12
47	42	PRECIOUS TO ME	PHIL SEYMOUR 7

## HIT BOUND

62	43	JUST THE TWO OF US	GROVER WASHINGTON, JR. 4
35	45	LADY	KENNY ROGERS 22

## CASH SMASH

54	44	DON'T STOP THE MUSIC	YARBROUGH AND PEOPLES 5
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## HIT BOUND

68	46	ANGEL OF THE MORNING	JUICE NEWTON 2
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## THE NEW JIMMY BUFFETT SINGLE "IT'S MY JOB"

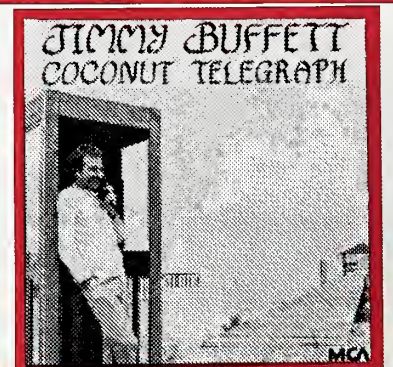
(MCA-51061)

CASH BOX: 83

From The  
New Jimmy Buffett Album  
"COCONUT TELEGRAPH"

CASH BOX: 68

AVAILABLE ON MCA RECORDS AND TAPES.



(MCA-5169)

# RADIO CHART

TOP 100 SINGLES  
FEBRUARY 28, 1981

LAST THIS WEEK	THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	THIS WEEK	WEEKS ON CHART
53	47	9	73	65	3	92	83	3
<b>STAYING WITH IT</b> FIREFALL ADDS: WRFC, WKBW, KCPX, KERN, WFLB. JUMPS: WOW 25 To 21, KFMD 38 To 25, WTX 35 To 31, Y103 31 To 28, KOPA 25 To 22, KTLK 24 To 19, KENO 29 To 25, WKXX 21 To 16, WSEZ 24 To 21, WNCI Ex To 25. SALES: Fair in the Midwest. Weak in all other regions.			<b>I LOVE YOU</b> CLIMAX BLUES BAND ADDS: KFMD, BJ105, KRAV, WKXX, WISM, 92Q. JUMPS: WRFC 28 To 25, WRVQ 27 To 24, 96KX 31 To 23, KRBE 30 To 26, Y103 Ex To 36, WSGN Ex To 25, KCPX Ex To 27, KYXX Ex To 24, WGH 17 To 11.			<b>IT'S MY JOB</b> JIMMY BUFFETT ADDS: WTX, WRJZ. JUMPS: Y103 Ex To 39, WFLB Ex To 35, WKXX Ex To 29, WQXI 27 To 24, 94O 28 To 23, WDOO 21 To 16.		
59	48	4	75	66	3	—	84	1
<b>JUST BETWEEN YOU AND ME</b> APRIL WINE ADDS: WRFC, WAYS, WIKS, WKBW, JB105-35, KJRB, WMC-FM-25, Z93, 92Q, Day-Part WOW. JUMPS: WBEN-FM 40 To 34, WDRO Ex To 29, WTX Ex To 36, Y103 33 To 25, WPGC 30 To 27, CKLW Ex To 28, KSLQ Ex To 25, KMJK-FM Ex To 29, WKXX Ex To 28, KEEL Ex To 34. SALES: Breaking out in the West and Midwest.			<b>HOW 'BOUT US</b> CHAMPAIGN ADDS: WSGN, Q105-25, KYXX, WGH, WFIL. JUMPS: WCAO 30 To 27, WTX 37 To 25, Y103 39 To 34, KSLQ 22 To 18, WWKX Ex To 22, WGSV 29 To 23, WQXI Ex To 28, 94O 30 To 27, 92Q 29 To 20.			<b>THE PARTY'S OVER (HOPELESSLY IN LOVE)</b> JOURNEY ADDS: CKLW, KTLK, KFRC, Day-Part 92Q. JUMPS: WDRO Ex To 23, KRBE 20 To 16, WIKS Ex To 34.		
39	49	7	74	67	4	87	85	3
<b>FLASH'S THEME AKA FLASH</b> QUEEN			<b>TURN ME LOOSE</b> LOVERBOY ADDS: 13K, Z93, Day-Part Y103. JUMPS: Q102 35 To 31, WHHY 26 To 22, KRBE Ex To 28, CKLW Ex To 29, WKXX 25 To 21, WBBQ 24 To 21. SALES: Fair in the Midwest.			<b>OOO-EEE</b> NICOLETTE LARSON ADDS: WGSV. JUMPS: KTLK 22 To 17, KBEQ 8 To 6.		
33	50	19	69	68	4	—	86	1
<b>EVERY WOMAN IN THE WORLD</b> AIR SUPPLY			<b>FIREFLIES</b> FLEETWOOD MAC ADDS: KCPX. JUMPS: WBEN-FM 24 To 20, KRBE 23 To 20, WSGN 18 To 15, KERN 24 To 21, KYXX 30 To 27.			<b>CH CH CHERIE</b> THE JOHNNY AVERAGE BAND ADDS: WIFI, WDOO. JUMPS: KCPX Ex To 40, WBBO 30 To 26. ON: BJ105, KFI, WGH.		
38	51	15	82	69	2	88	87	2
<b>TIME IS TIME</b> ANDY GIBB			<b>BEING WITH YOU</b> SMOKEY ROBINSON ADDS: 96KX, WANS, WPGC-28, Y100-29, KYXX, WGSV, WISM, WRKO, KEEL, WDOO, KILT-40. JUMPS: WTX Ex To 39, WFLB 31 To 24, KCPX Ex To 38, KTLK Ex To 40, WSGA 33 To 29, KRTH Ex To 27, WIFI Ex To 26.			<b>DON'T YOU KNOW WHAT LOVE IS</b> TOUCH JUMPS: CKLW 28 To 24, WKXX 31 To 25, WSPT 20 To 17.		
36	52	16	56	70	15	—	88	1
<b>HE CAN'T LOVE YOU</b> MICHAEL STANLEY BAND			<b>TELL IT LIKE IT IS</b> HEART			<b>WALKING ON THIN ICE</b> YOKO ONO ADDS: BJ105. SALES: Breakouts in all regions.		
60	53	5	65	71	12	93	89	2
<b>AIN'T EVEN DONE WITH THE NIGHT</b> JOHN COUGAR ADDS: WAYS, WAKY-30, KRAV, WZZP, WSEZ. JUMPS: WRFC 29 To 25, WHHY 30 To 25, Y103 38 To 27, KYXX Ex To 30, WGSV Ex To 29, WKXX 30 To 24, WFIL Ex To 28, 94Q 29 To 25, WBBQ Ex To 30.			<b>FOOL THAT I AM</b> RITA COOLIDGE			<b>LET ME GO</b> THE RINGS ADDS: WBEN-FM-39. JUMPS: WPRO-FM Ex To 26.		
50	54	29	58	72	11	—	90	1
<b>ANOTHER ONE BITES THE DUST</b> QUEEN			<b>WHO'S MAKING LOVE</b> BLUES BROTHERS			<b>HOLD ON</b> BADFINGER ADDS: KTLK. ON: WSPT, WIFI, WDOO. SALES: Moderate in the East.		
49	55	17	84	73	2	72	91	15
<b>HUNGRY HEART</b> BRUCE SPRINGSTEEN			<b>WHO DO YOU THINK YOUR FOOLIN'</b> DONNA SUMMER ADDS: WRFC, WBEN-FM-38, KTLK, KRAV, WSGA-33, KFI, WICC, WGCL, Z93. JUMPS: Y103 Ex To 38, KOPA Ex To 29, BJ105 40 To 34, WGH Ex To 19.			<b>ONE STEP CLOSER</b> THE DOOBIE BROTHERS		
48	56	16	81	74	2	95	92	3
<b>SHINE ON</b> L.T.D.			<b>WASN'T THAT A PARTY</b> THE ROVERS JUMPS: WBEN-FM 34 To 21, WAYS 12 To 8, CKLW 29 To 25, Q105 27 To 24, WSPT Ex To 29.			<b>BLACKJACK</b> RUPERT HOLMES ADDS: BJ105. JUMPS: WICC 28 To 24.		
51	57	19	67	75	14	94	93	3
<b>IT'S MY TURN</b> DIANA ROSS			<b>LOVE T.K.O.</b> TEDDY PENDERGRASS			<b>FULL OF FIRE</b> SHALAMAR JUMPS: Y100 17 To 11, WAXY Ex To 23.		
63	58	4	86	76	2	96	94	3
<b>AND LOVE GOES ON</b> EARTH, WIND & FIRE ADDS: KEEL. JUMPS: KENO 30 To 27, WSEZ 33 To 28, WPRO-FM 24 To 21, WFIL Ex To 29. SALES: Moderate in the East and Midwest.			<b>MEDLEY: YESTERDAY ONCE MORE/ NOTHING REMAINS THE SAME</b> SPINNERS ADDS: WSGN, WRJZ, WWKX, KYXX, WFIL, WICC-30. JUMPS: WCAO 29 To 26, WRFC Ex To 29, WPGC 23 To 19, WFLB 34 To 29, WGSV Ex To 27.			<b>8TH WONDER</b> SUGARHILL GANG SALES: Fair in the West and South.		
61	59	5	85	77	2	97	95	2
<b>FANTASTIC VOYAGE</b> LAKESIDE JUMPS: WSGA 32 To 26. SALES: Fair in all regions.			<b>KEEP THIS TRAIN A ROLLIN'</b> THE DOOBIE BROTHERS ADDS: WBEN-FM-36, WZZR, KFMD-29, WTX, WFLB. JUMPS: WRVQ Ex To 26, WHHY Ex To 30, WSGN Ex To 23, KTLK 25 To 21, WKXX 29 To 26, WSEZ Ex To 33.			<b>BURN RUBBER</b> GAP BAND SALES: Moderate in the South. Fair in the Midwest.		
52	60	15	70	78	27	90	96	3
<b>I MADE IT THROUGH THE RAIN</b> BARRY MANILOW			<b>WHIP IT</b> DEVO			<b>THEME FROM RAGING BULL</b> JOEL DIAMOND		
55	61	19	66	79	23	91	97	4
<b>DE DO DO DO DE DA DA DA</b> THE POLICE			<b>MORE THAN I CAN SAY</b> LEO SAYER			<b>PROUD</b> THE JOE CEMAY BAND		
64	62	5	89	80	2	80	98	5
<b>LIPSTICK</b> SUZI QUATRO JUMPS: KRBE Ex To 29, WTX Ex To 35, WSGA 27 To 23, WBBQ 13 To 10, WSPT 21 To 16.			<b>IT'S A LOVE THING</b> WHISPERS ADDS: WTX, WGH. SALES: Moderate in the West.			<b>DREAMER</b> THE ASSOCIATION		
—	63	1	71	81	23	83	99	18
<b>I CAN'T STAND IT</b> ERIC CLAPTON AND HIS BAND ADDS: Q102-35, WRVQ, WHHY, WBEN-FM-40, WANS, WDRO, KFMD, WIKS, Y103, WPGC, WRJZ, BJ105-38, CKLW, WFLB, KCPX, KTLK, WWKX, KYXX, KOFM-30, WGH, WFIL, WIFI, WBBQ, WOKY, WSPT, Day-Part 92Q. SALES: Just shipped.			<b>MASTER BLASTER (JAMMIN')</b> STEVIE WONDER			<b>GIRLS CAN GET IT</b> DR. HOOK		
57	64	18	78	82	6	79	100	6
<b>GUILTY</b> BARBRA STREISAND & BARRY GIBB			<b>I DON'T WANT TO KNOW YOUR NAME</b> GLEN CAMPBELL			<b>FLY AWAY</b> PETER ALLEN		

## HIT BOUND

## LOOKING AHEAD

**MISTER SANDMAN** EMMY LOU HARRIS  
 ADDS: WFIL. JUMPS: KJRB Ex To 29. ON: KFI.

**I HAVE THE SKILL** THE SHERBS  
 ADDS: WBBO, WSPT.

**BON BON VIE** T.S. MONK  
 JUMPS: WTX Ex To 40.

**CASH SMASH**—denotes significant sales activity.  
**PRIME MOVER**—denotes significant radio activity.  
**HIT BOUND**—denotes immediate radio acceptance.

# LOVERBOY

THE ROCK 'N' ROLL SPLURGE OF THE YEAR...

"TURN ME LOOSE" ...  
 the single that won't be tied down ...  
 from the debut album, "LOVERBOY"  
 On Columbia Records and Tapes



# AUDIO / VIDEO

## Audio For Film And Video Is Mulled At SPARS Regionals

by Michael Glynn

LOS ANGELES — "Audio For Video" was the key topic discussed at monthly regional meetings held both here and in New York Feb. 19 under the sponsorship of the Society of Professional Audio Recording Studios (SPARS).

Ampex Corp., an advisory associate member of SPARS, hosted the New York confab, which featured an analysis of the many aspects involved under the subject of "Video Sweetening." Richard Mack, mixing engineer for National Recording, gave a brief overview of his company's development of the Videmag process during the luncheon gathering, explaining that Videmag has now made it possible to achieve maximum flexibility in audio editing for video by adding sprocket holes to the videotape.

Richard Mulliner, technical supervisor of post-production, audio/video sweetening for ABC-TV, spoke on network standards and practices in the same area and the challenges that lie ahead for studios entering into audio/video production.

Approximately 50 SPARS members, associates, affiliates and press representatives attended the Los Angeles meeting, which was organized by Chris Stone, Record Plant owner and SPARS assistant to the president, along with Wally Heider Recording Studios' Terry Stark and Guy Costa, of Motown/Hitsville USA and SPARS vice president.

After opening remarks by Costa, Phil

## Video Sales Will Get RIAA Certifications

NEW YORK — RIAA/VIDEO will institute a program of Gold and Platinum Video Awards to parallel its long-standing record certification awards.

RIAA has certified Gold Record Awards since 1958, and established Platinum Record Awards levels in 1976. A copyrighted RIAA/VIDEO Gold and Platinum Award is being designed, with special certificates to be presented to qualifying video recordings until the award is created.

The requirements for a Gold Award are that a videocassette program on pre-recorded tape of any configuration, released on or after Jan. 1, 1977, and/or on a videodisc of any configuration, released on or after Dec. 1, 1978 reach a minimum sale, not after returns, in either or both formats, or 25,000 units, with a value of at least \$1 million at retail list price. Similarly, Platinum awards require a minimum of 50,000 units, with a value of at least \$2 million at retail list price.

Rules adopted by the RIAA/VIDEO Council covering both Gold and Platinum Awards specify that only U.S. sales will be included, that at least 50% of video recordings be sold through regular retail channels. Official certification will be by an independent CPA firm, and only the rights holder can then order the official Award. Any company or division of a firm that manufactures or is licensed to manufacture and/or market video recordings solely in the family entertainment home market is eligible to apply for Awards' certification.

Criteria for qualification will be in effect for 1981, and will be reviewed annually as the market expands.

Costs related to the audit and Awards, and other information on applying for certification for RIAA/VIDEO Gold and Platinum Awards is available from Stephen Traiman, executive director, RIAA/VIDEO 1633 Broadway, New York, N.Y. 10019. The telephone number is (212) 765-4330.

Serretti, engineer/consultant for Seri Systems, discussed the topic "Video in The '80s: Audio For Video." His talk examined various pitfalls that are present for studios entering into video production and how to avoid them, including a brief but comprehensive overview of what to look for in available equipment. He advised studio owners to be careful when selecting equipment, noting that Sony's BVU Videotape recording format is totally incompatible with other tape equipment, and suggested that studios utilize the one-inch C-type VTR format "because it is the network standard . . . and dolby and dbx noise reduction are available with it."

"Since equipment is extremely expensive, maintenance is of prime importance," stressed Serretti. "Studios had better hire maintenance people who have a good working knowledge of video, if they don't have them already."

Listing other video production areas which need to be carefully scrutinized and investigated by audio studios, Serretti noted that "the weakest link in the game is presently (audio) dubbing." He added that "the telefilm side (of audio recording for video) is still extremely new and there are a lot of problems to be worked out."

Perhaps the most important statement Serretti made during his speech was "film and video will be interrelated in five years."

"Film and video will be one," maintained Serretti. "I know that's a rather blanket statement to make but five years ago, I predicted that audio and video would be interrelated and here we are talking about it. (Adapting to film and video) is the only way audio recording will survive."

In an address on "Requirements for Film Sound," Steve Waldman, a partner in Screen Sound, Inc. with Mel Simon Productions, discussed the 24 frame time code, Automatic Dialogue Replacement (ADR) and other various aspects of film sound, utilizing the example of his company's experience working on audio production and post-production for Bette Midler's "Divine Madness" film.

### Financing A Must

The Record Plant's Chris Stone closed the luncheon/meeting with an outline of "Finance & Personnel Requirements For Video/Film" for recording studios. Stone noted that, because of high capital outlays for film/video equipment and the "cash flow" based nature of the studio business, "there is only one way to pay for (equipment) now and that is financing."

"You heard me say before that studios must diversify or die," Stone told the audience. "Well, you may diversify but die paying for it. Bankers don't understand that this is a cash flow business . . . not a profit oriented business. Money is constantly going into upgrading equipment."

Due to the tremendous financial burdens involved in gearing up for film and video, Stone emphasized that studios must be armed with "a good accountant and a good labor lawyer," to deal with the unions. He also advised that studios take advantage of such financial "tools" as double declining balance.

"Every studio should prepare a fresh, healthy profit and loss statement to show their bankers; now more than ever," Stone stressed.

"The direction of your business depends on physical location, personnel requirements and union requirements, among other things," Stone pointed out. "It's no longer a question, for example, of speculating if the unions will join the recording business for all of you, but when."

## SOUND VIEWS

**RCA VIDEODISCS, RECORDS UNITS IN LINK** — RCA Records and RCA SelectaVision VideoDiscs will link to develop original music videodiscs, it was announced at presstime. **Seth M. Willenson**, staff vice president of programs and business affairs for RCA SelectaVision VideoDiscs, and **Richard Thorward**, newly appointed marketing vice president for RCA Records, will assume responsibility for implementing the joint undertaking and projects will be announced as agreements are set . . . In other RCA videodisc announcements, Montgomery Wards will market the CED videodisc system, joining CBS, Zenith, Hitachi, Sanyo and Toshiba (manufacturers and distributors) and Sears, J.C. Penney and Radio Shack. The RCA VideoDiscs marketing team has already embarked on a tour of some 48 cities in the U.S. to brief distributors on marketing

procedures for the system prior to its national introduction March 22.

**VIDEO SALES GAIN IN JANUARY** — Sales of major video products to retailers in the U.S. surged once again in January, led by home video tape recorders, which were up a whopping 97.2% to 79,767 units over the 40,443 units sold during the same period in January 1980. Color TV sales also jumped 39% from 636,316 last year to 885,268 units this year; while monochrome (B&W) sets soared 41.1% to 459,242 units sold from 325,376 during a comparable period in 1980.

**GIVE ME A HI-FIVE** — **Mark (Moogey) Kilgman**, a former member of **Todd Rundgren's Utopia**, has opened up his own hi-fi audio/video recording facility in New York, the **Hi-Five Studios**, at 237 West 54th St. The studio is presently equipped with 16- and eight-track audio recording rooms, in addition to featuring four-camera video recording capability. The larger, 16-track room has a movable video isolation booth and a lighting grid with 12,000 watts of flood and spotlights, as well as special effects generator. Separate audio and video editing and tape copy rooms are also housed in the fifth floor complex. Already taped at the facility was the **Sugar Hill Gang**. For further information, call (212) 582-6414.

**MAJORS TEST PREVIEWER** — Several major home video software suppliers, including **MCA**, **MGM/CBS**, **Paramount** and **Warner**, are included in a test program for **Video Communications Innovators (VCI) Instant Previewer**.

The 48-outlet Broadway department store in Southern California has been added as authorized dealers for The Video Society's "profit without inventory" dealer video-cassette marketing plan. Broadway customers who sign on with the plan receive an introductory gift package including a free videocassette, plus \$70 in credits which can be applied to future purchases . . . 20th Century-Fox Music Publishing has signed an agreement with **David Mook's The Video Gram Co.** to produce a series of video-music presentations. The first artist to be produced under the pact will be **Joseph Williams**, son of Academy Award-winning conductor and film score composer **John Williams** . . . Pacific Arts Video Records has released its first video record, "An Evening With Sir **William Martin**."

**VIDEO CLIPS** — Surf's up in video, as Myriad Media taped the **Ventures**, of "Walk Don't Run" fame, at the Country Club in Reseda, Calif. Feb. 20 during the surf instrumental group's third L.A. appearance since 1972. The video, which was directed by **Bruce Gowers** of Gowers, Fields & Flattery, will be utilized for videodisc, cassette and TV (presumably pay or cable). No manufacturing or distribution deals set at this time . . . In the area of reggae video-music, Island International Productions is presently editing down the feature film **Countryman**, filmed in Jamaica, for release to the home video market on videocassette and videodisc formats. No distribution plans have been set for it yet, but according to sources, it should be ready by June. Directed by **Dickie Job** and written by **Jobson** and **Michael Thomas**, the film features a soundtrack that includes such reggae heavyweights as **Bob Marley and The Wailers**, **Lee "Scratch" Perry** and **Toots and The Maytals**. The LP, of course, will be on Island . . . And the Daddy of reggae movies, **The Harder They Come**, has been set for release to the Scandinavian home video market through an exclusive agreement between Ballato Jones & King and Video Tape Center of Sweden . . . Two cuts from the debut LP by MCA recording group **Small Talk** were shot by Gowers, Fields and Flattery, with **Jerry Watson** directing. The busy L.A.-based video firm was also in Sun Valley, Idaho, last week shooting **Blood, Sweat & Tears** on location at the Elk Horn Saloon, fresh from taping Alfa recording group **Billy and The Beaters'** "live" at the Roxy. A "live" LP was recorded simultaneously, an industry first for a debut effort . . . And last but not least, Warner Bros. recording artist **Hilly Michaels'** video of "Calling All Girls" won the prize for Best Video Rendition of Foreign Origination at recently concluded MIDEM in Cannes. The question is what awards will those French think of next?

**SHEFFIELD LAB POSTS PRICE HIKE** — Dealers should take note that Sheffield Lab, direct disc recording manufacturers, have posted a 6% increase in dealer costs, or 60 cents per LP, to \$10.20 per album effective March 1. Sheffield has also upped its suggested list price in the process to \$16.95. Retailers might also want to note that the company is making available a new window decal and record bin divider, which can be obtained through regional representatives or direct. For any additional information, contact marketing and sales director **Andrew Teton** toll free at (800) 235-5737, except in California, Alaska and Hawaii, where the number is (805) 969-4744.

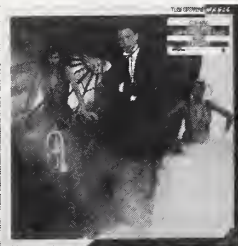
**MORE AUDIOPHILE ON THE AIR** — After reading our original "Audiophile On The Air" item (**Cash Box**, Feb. 14), **Baxter Boyington**, director of marketing for Nautilus Recordings, checked in to say that the Pismo Beach, Calif. label would be participating in KGB-FM/San Diego's audiophile program, hosted by **Larry Bruce**, throughout this week (Feb. 23), in addition to the week of March 16-20. Like MFSL, Nautilus has also initiated an accommodation program for radio stations, and any programmer wanting to know more about it can contact Boyington at (805) 773-1848 for service. As for new releases, the label plans to ship the half-speed mastered version of **The Police's** "Zenyatta Mondatta" March 6 and the new **John Klemmer** direct-disc recording, "Finesse," April 1. Also be on the lookout for a half-speed mastered "Life Beyond L.A." by **Ambrosia** in late April or early May.

michael glynn



# MERCHANDISING

## ALBUM BREAKOUT OF THE WEEK



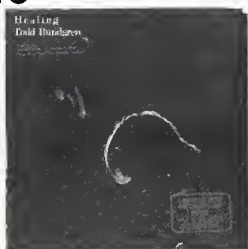
**MAGIC • TOM BROWNE • ARISTA/GRP 5503**  
**Breaking out of:** Baltimore/Washington, New York, Hartford, Boston, Buffalo, Philadelphia, Atlanta, Memphis, New Orleans, Houston, San Antonio, Nashville, Charlotte, Miami, Milwaukee, Chicago, Indianapolis, Columbus, Denver, Seattle, Los Angeles.  
**RADIO:** Thighs High (Grip Your Hips And Move) (45): #15 Bullet, Black Contemporary Singles Chart.  
**MERCHANDISING AIDS:** 2x2 Flats, Mini Covers.

## ALBUM BREAKOUTS

**HEALING • TODD RUNDGREN • BEARSVILLE BHS 3522**

**Breaking out of:** Cleveland, Columbus, Indianapolis, St. Louis, Chicago, Los Angeles, Phoenix, Boston, Hartford, New York, Oklahoma City, Dallas, Memphis, Houston, Atlanta, Charlotte, Baltimore, Washington.

**RADIO:** Steadily Increasing Rock Album Airplay.  
**MERCHANDISING AIDS:** Posters, 1x1 Flats.



**ALL AMERICAN GIRLS • SISTER SLEDGE • COTILLION/ATLANTIC SD 16027**

**Breaking out of:** Atlanta, Memphis, New Orleans, Houston, Dallas, San Antonio, Oklahoma City, Charleston, Chicago, Milwaukee, Detroit, Cleveland, Baltimore/Washington, Philadelphia, New York, Los Angeles, Phoenix.

**RADIO:** All American Girls (45): #11 Bullet, Black Contemporary Singles Chart.

**MERCHANDISING AIDS:** 1x1 Flats, 2x2 Flats, Personality Poster.



**THE FOOL CIRCLE • NAZARETH • A&M SP-4844**

**Breaking out of:** San Francisco, Denver, Phoenix, Los Angeles, Portland, Seattle, Detroit, Cleveland, Pittsburgh, Milwaukee, New York, Baltimore/Washington.

**RADIO:** Fair Rock Album Airplay.

**MERCHANDISING AIDS:** 2x2 Posters, 1x1 Flats.



**TURN THE HANDS OF TIME • PEABO BRYSON • CAPITOL ST-12138**

**Breaking out of:** Chicago, Milwaukee, Detroit, New Orleans, Atlanta, Memphis, Miami, Houston, Nashville, New York, Philadelphia, Baltimore/Washington.

**RADIO:** Good Initial Black Contemporary Album Airplay.

**MERCHANDISING AIDS:** 20x30 Poster, 1x1 Flats, Personality Poster.



**SHADES • J.J. CALE • MCA 5158**

**Breaking out of:** Denver, Kansas City, St. Louis, Houston, Atlanta, Charlotte, Los Angeles, Hartford.

**RADIO:** Steadily Increased Rock Album Airplay.

**MERCHANDISING AIDS:** 1x1 Flats, 18x24 Album Announcement Poster, Catalog Poster.



**THERE MUST BE A BETTER WORLD SOMEWHERE • B.B. KING • MCA 5162**

**Breaking out of:** Memphis, New Orleans, Chicago, Milwaukee, St. Louis, Detroit, Baltimore/Washington, Richmond, Denver.

**RADIO:** Good Initial Black Contemporary Album Airplay.

**MERCHANDISING AIDS:** 1x1 Flats, 18x24 Album Announcement Poster.

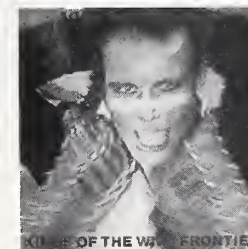


**KINGS OF THE WILD FRONTIER • ADAM AND THE ANTS • EPIC NJE 36993**

**Breaking out of:** New York, Boston, Hartford, Baltimore/Washington, Los Angeles, Dallas, Houston.

**RADIO:** Fair Rock Album Airplay.

**MERCHANDISING AIDS:** 2x3 Artist Poster, Sampler, Ant/Indian Logo Pin, Rock Pool Service



## WHAT'S IN-STORE

**LET'S COMMUNICATE** — Video Communications Inc. (VCI) has announced the creation of a full service merchandising and promotion department. "This department was developed with the vision of establishing a full service merchandising and promotion center for VCI dealers and distributors. Its creation adds to the effectiveness of VCI's already extensive merchandising efforts," according to VCI executive vice president **Robert Blair**. This new department is headed by Blair and working with him is **Barbara Chinsky**. Chinsky is developing comprehensive merchandising and sales aids, a distribution method that will place these items and create and implement sales incentive programs. The department handles all press and publicity as well. In addition, the promotion department works with VCI's advertising agency to develop point-of-purchase display pieces, monitor the advertising and promotion campaigns and also oversees the VCI packaging program. The most recent efforts that came from this department are the VCI religious dealer brochure and the VCI new release information sheets. Any dealers or distributors that are interested can telephone VCI at 800-331-4077 for merchandising assistance.

**RECORD BAR IN-STORES** — "Let **Record Bar** and CBS Records provide your heat this Winter" was the theme of a CBS promotion and Buck Stove giveaway at Record Bars in Greenville, New Bern and Jacksonville, N.C. "Hot" product from **Bruce Springsteen, Barbara Streisand, Cheap Trick, Kenny Loggins, the Jacksons** and **Earth, Wind & Fire** was on sale for the promotion and customers could register at any one of the four Bars to win the wood stove . . . The Independence, Mo. Bar teamed with two outlets in Overland Park for a **Dolly Parton 9 to 5** promotion. RCA Records and the Bar offered an AM/FM radio and Dolly Parton mugs as the prizes in the promotion . . . Cotillion/Atlantic recording group **Slave** made an in-store appearance at the Crabtree Valley Mall in Raleigh, N.C. Slave's LP, "Stone Jam," was on sale the week of the in-store . . . The two Record Bars in Chapel Hill, N.C. are featuring the **Doors'** "Greatest Hits" in a promotion with radio station WXYC, which is the University of North Carolina campus radio station. Customers are required to register to win the Doors' catalog at either of the two Bars . . . Free cans of spinach, a **Popeye** biography and passes to the film were the prizes in the "Popeye Challenge," trivia quiz at the Carbondale, Ill. Bar. The mall theatre joined Record Bar in the promotion, which featured the **Popeye** soundtrack at a special sale price. . . A promotion of **Kenny Rogers'** "Greatest Hits" at the two Record Bars in Tallahassee, Fla. included a drawing for a 6'x6' portrait of Rogers, which was painted by Record Bar employee **Larry Barker** . . . And finally, the Record Bar in Orland Park, Ill. and RCA Records joined together in a promotion called "Waylon, The Man, The Music, The Special," which coincided with a **Waylon Jennings** television special. To enter a drawing for a complete Jennings catalog, customers had to fill in their favorite Waylon song. All contest materials and special flyers announced the TV special.

**THE DOCTOR'S APOTHECARY** — In an effort to create some excitement for the **Donny Iris** show in Wisconsin on Feb. 20, **Radio Doctors & Records, Ltd.** in Milwaukee, in conjunction with WQFM and MCA Records, had a promotion. Three nights at the downtown Ramada Inn (Feb. 19-21) were given away. On Feb. 19, the winners were taken to the **Nazareth** concert in a limo. The following night they were taken to Iris' show in a limo. Finally, on Feb. 21, they received dinner and movie passes.

**REGIONAL BREAKOUTS** — **Julce Newton, Ray Stevens, Conway Twitty & Loretta Lynn** and **Bernard Wright** in the South . . . **Perry Como** and **Kent State** showing a little action in the Midwest . . . **Dave Grusin** and **Esther Phillips** in the West . . . **Atlantic Starr, Delegation** and **A Taste of Honey** in the East . . . and **Sheena Easton** showing some reaction in the East and Midwest.

*linda arditl*

## Roadrunner Offers 'Total' Merchandising

(continued from page 8)

Rogers coordinated look that reflects one of the leading trends in modern day fashion — western chic. Bennett has licensed the Rogers name to such noted clothing manufacturers as Comfy, Karman Inc., Lyntone Belts, Miller Brothers Hats, Robert Lewis and Sidran Sportswear, and the look will be featured in Kenny Rogers boutiques at such prominent U.S. department store chains as Bloomingdales, Nieman Marcus, Daytons and Bullocks.

According to Bennett, plans have already been prepared to promote the western wear through radio, television and print ads. "It's the perfect thing for cross promotion between record stores, concert halls, clothing stores and western bars," enthused Bennett. "We'll be using a concert tour as a promotional springboard. Everyone will know about the merchandise and where to get it by the time Kenny gets to their towns."

Bennett went on to say that Roadrunner has already presold \$6 million worth of western wear throughout the country, and the whole line would be out by late Spring. A line of western women's wear and a fashion book featuring photos of Kenny and wife Mary Ann called *Dressing Western* are also in the works.

And while a "coordinated look" might be a special merchandising program reserved for superstars such as Rogers or Mick Jagger, Roadrunner promises a high caliber tour merchandising program for all of its future clients.

"Many bands have to go to an outside advertiser and then to a printer and then to

someone else for their tour merchandising," said Coulter. "But we have the professional knowhow to handle designs of shirts and books, advertising, radio production, TV production and licensing ourselves. We are aware of printing and paper costs, and know how to avoid spending a lot of money. We're true professionals."

Bennett, who maintains that the firm cuts costs on Rogers souvenirs by renting a trailer truck and touring with the singer instead of air freighting in goods to each show, said that revenues can be boosted at the concert halls by simply presenting the merchandise in the right way.

### Simple Methods Used

"The more vendors you have, the more product you can push," said Bennett. "Tables should have small batches of shirts in order not to draw a big crowd, because people will buy more readily if they can move in and out again quickly. Also, since the people usually ask questions like 'how much?' and 'what colors do you have?' a lot of hassle can be avoided by the placement of a pricing sign behind the tables."

Bennett insists that Roadrunner's professional, comprehensive tour merchandising program is especially important for a band during the present concert tour slump.

"Groups are looking more carefully to augment sales and gain additional income with concert tour merchandise while the economy is down," Bennett explained. "We're there for the people who want the job done right."

# COUNTRY

## Opryland, Stargem Move Into Video With Discs, Cassettes

by Jennifer Bohler

NASHVILLE — This city will plunge even further into the video market with the expansion of both Opryland Prod. and independent label Stargem Records into the rapidly growing medium.

E.W. Wendell, chairman of the board, president and chief operating officer of WSM, Inc., the broadcasting subsidiary of NLT Corp., announced last week that plans are under way for a multi-million dollar expansion of Opryland Prod. into the video market, which will include the production of video-discs and cassettes, as well as video programming and network shows. Preliminary engineering has already been conducted for an up and down permanent satellite feed and receive dish with the signal originating from the Opryland complex, according to Wendell. In essence, the complex will be providing what amounts to a network of programs.

So far as the videodisc and cassette market is concerned, the production company will be capable of total in-house productions, from the creative end of writing, directing and producing the video to the technical end of duplicating the tapes for mass distribution. According to Tom Griscom, vice president of broadcasting for WSM, Inc., the video production company will begin operations in June, temporarily located in a leased building within the Opryland complex. He projected a completion date of January 1982 for the building, also located on the Opryland complex, that will house Opryland Prod.

### Growing Market

Noting the vast potential for the video market within the recording industry, Griscom said, "I'm not sure the record industry understands or has a real handle on what the future of videodiscs and cassettes is going to mean to their industry. Right now, it's a big business, and it's not

## Owens, Multimedia Pact For Country Television Specials

NASHVILLE — Country music's position on television will be bolstered this year with the inclusion of four new syndicated specials planned for the upcoming months. Produced by Jim Owens Prod. here, in association with Multimedia Program Prod., Inc. (MPPI) of Cincinnati, each special will be two hours long.

The first special, *Music City News Top Country Hits Of The Year*, will be videotaped live at the Grand Ole Opry House April 1. The special will highlight the Top 20 country songs of the year, according to the readers of the country music fan publication, *Music City News*. The awards will be presented to the writer of the song.

The 15th annual Music City News Country Awards ceremony will be the second special of the 1981 schedule, televised live from the Opry House June 8. From the results of a double round of balloting by subscribers of the *Music City News*, country music performers in 15 categories will be honored.

The third special will be *Country Galaxy of Stars* with Mel Tillis, who will host a gathering of country music artists in a two hour comedy/variety program. Tentative air date is September or October.

The companies will also unite to present another *Tribute To* . . . to be aired in December. In 1980, Jim Owens Prod. released two tributes, one to Hank Williams and the other to Chet Atkins.

necessarily the record industry that's making it big. In my mind, the future video is certainly going to be big in the recording industry, but in my opinion, the future will lie more in the videodisc, as opposed to cassette, because the disc is similar in appearance and playback to the current record."

While the Opryland Prod. company is stretching its involvement in the video industry to include television, Stargem's Video Profiles will focus chiefly on recording artists and their music product. The company will not, however, market the audio/video tapes on the commercial market, preferring instead to use them as a promotional tool for the artist.

According to Dan Hodge, director of product development with the company, taping will be done on the studios of WZTV-TV here, and all presentations will be in color.

"The video taping structure sums up an extra facet to recording in that it gives the new performer that added exposure," noted Wayne Hodge, president of the Nashville-based company. "The artist will be appreciated by those viewing their talent because it shows that they care enough about their career to be seen as well as heard."

Video Profiles is located at 20 Music Square West, Suite 200, Nashville, Tenn. 37203. The telephone number is (615) 244-1027.

## Bandy Set For 16-City Tour Of U.K. In March

NASHVILLE — Columbia artist Moe Bandy has scheduled a 16-city tour of Great Britain beginning March 12 in Lewisham. Promoted by Drew Taylor, the tour will include stops in England, Scotland and Northern Ireland.

Among the cities included on the tour are: Lewisham Town Hall, Lewisham, March 12; the Gaumont, Ipswich, March 13; the Sovereign Hall, Peterborough, March 14; the City Hall, Hull, March 15; Belfast, Ireland, March 16; the Market Hall, Carlisle, March 17; Eden Court Theatre, Inverness, March 18; the City Hall, Glasgow, March 19; Southport Theatre, Southport, March 21; Wembley Conference Centre, Wembley, March 22; the Assembly Rooms, Derby, March 24; the Gloucester Leisure Centre, Gloucester, March 25; the Guildhall, Portsmouth, March 26; the Central Hall, Chatham, March 27; the Hexagon, Reading, March 28, and ABC, Great Yarmouth, March 29.



**MCA AND CONLEE TOAST A REUNION** — Jim Foglesong, president of MCA Nashville, recently hosted a re-signing party for John Conlee at his home in Brentwood, Tenn. Clinking glasses are (l-r): Tony Tamburrano, national promotion director, MCA, Nashville; Bud Logan, Conlee's producer; Conlee; Ron Chancey, vice president of A&R, MCA Nashville; Dick Kent, Conlee's manager; and Foglesong.



**SONGWRITER OF THE YEAR FINALISTS** — During the upcoming Nashville Songwriters' Assn. International (NSAI) Songwriter's Symposium, Feb. 27-March 1, the songwriter of the year will be announced. Pictured are finalists for the honor (l-r): Kye Fleming, Sonny Throckmorton, Bob Morrison, Bob McDill and Dennis Morgan. Curly Putman (not pictured) is also nominated.

## NSAI To Feature Top Songwriters

NASHVILLE — Glenn Sutton and Norro Wilson are set to host the upcoming Nashville Songwriters Assn., International (NSAI) Showcase, Feb. 27, which is held in conjunction with the third annual Songwriting Symposium, slated for Feb. 27-March 1 at the Hyatt Regency here.

Songwriters to be featured during the showcase include Aaron Wilburn, George David Weiss, Mickey Newbury, Wayland Holyfield, Steve Gibb, Margo Smith, Dave Loggins, Jerry Gillespie, Jimmy Webb, Moses Dillard, Bob Morrison, Patrick Hen-

derson, Roger Cook, Paul Craft, Gary Morris, Even Stevens, Rory Bourke, Charlie Black, Charles Cochran, Pam Rose and Maryann Kennedy, Kye Fleming and Dennis Morgan, plus several other guests.

The showcase is open to the public, with tickets available in advance at the NSAI office or at the door of the Hyatt Ballroom before the show.

## Word Bows Video Division; Lutz To Head Operation

by Jennifer Bohler

NASHVILLE — Word Records, one of the top gospel music labels, has formed a new video division to produce video and film specials ranging from variety shows to concert programs, focusing primarily on the label's acts.

Jahn Lutz, formerly president of his own media consulting firm, Lutz/Eccles Prod., will head the operation as director of the video programming division. Describing the direction the video unit will pursue, Lutz said, "We want to produce creative gospel music programming that is not only spiritually uplifting, but entertaining as well."

The first Word act to be featured will be singer Amy Grant. The Grant project will be followed by Hosanna USA, a Christian/rock program. Plans also include at least four more projects in the first year, with motion picture production eyed as a long-range goal.

Lutz' previous work with a variety of nationally syndicated programs, as well as several local network affiliate programs and national radio specials, has given him a decided advantage in projecting long-range goals and programs for the company. One of the intriguing innovations is a look at the videodisc.

"We've made a concerted effort to go into this, and we're going in with eyes open," Lutz explained. "We want to pioneer the field and be the first gospel company to be able to offer videodiscs."

## Country Radio Confab Extends Deadline Date

NASHVILLE — The Country Radio Seminar has extended the cut-off date for advance registration to Feb. 27. After Feb. 27, contact Sandi Smith at (615) 327-4488 or 329-4487.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On 2/21 Chart		Weeks On 2/21 Chart
<b>1 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	2	<b>40 THESE DAYS</b> CRYSTAL GAYLE (Columbia JC 36512)	40 24
<b>2 9 TO 5 AND ODD JOBS</b> DOLLY PARTON (RCA AHL 1-3852)	1	<b>41 THE BEST OF DON WILLIAMS: VOL. II</b> DON WILLIAMS (MCA 3096)	50 94
<b>3 ROWDY</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	15	<b>42 SOUTHERN RAIN</b> MEL TILLIS (Elektra 6E-310)	14 13
<b>4 I BELIEVE IN YOU</b> DON WILLIAMS (MCA-5133)	4	<b>43 TWO'S A PARTY</b> CONWAY TWITTY & LORETTA LYNN (MCA-5178)	— 1
<b>5 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	5	<b>44 DREAMLOVERS</b> TANYA TUCKER (MCA-5140)	47 19
<b>6 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	6	<b>45 TEXAS IN MY REAR VIEW MIRROR</b> MAC DAVIS (Casablanca/PolyGram NBLP 7239)	45 20
<b>7 HORIZON</b> EDDIE RABBITT (Elektra 6E-276)	3	<b>46 WHO'S CHEATIN' WHO</b> CHARLY McCLAIN (Epic JE-36760)	31 16
<b>8 BACK TO THE BARROOMS</b> MERLE HAGGARD (MCA-5139)	8	<b>47 I'LL NEED SOMEONE TO HOLD ME WHEN I CRY</b> JANIE FRICKE (Columbia JC 36820)	44 15
<b>9 GREATEST HITS</b> OAK RIDGE BOYS (MCA-5150)	9	<b>48 FRIDAY NIGHT BLUES</b> JOHN CONLEE (MCA-3246)	51 35
<b>10 ANY WHICH WAY YOU CAN</b> ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3499)	10	<b>49 THAT'S ALL THAT MATTERS TO ME</b> MICKEY GILLEY (Epic JE 36493)	49 31
<b>11 HONEYSUCKLE ROSE</b> ORIGINAL SOUNDTRACK (Columbia C236752)	12	<b>50 NO ONE WILL EVER KNOW</b> GENE WATSON (Capitol ST-12102)	46 5
<b>12 SOMEBODY'S KNOCKIN'</b> TERRI GIBBS (MCA-5173)	22	<b>51 IT'S THE WORLD GONE CRAZY</b> GLEN CAMPBELL (Capitol SOO-12124)	54 2
<b>13 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	13	<b>52 GREATEST HITS</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	52 36
<b>14 GREATEST HITS</b> ANNE MURRAY (Capitol SO-12110)	7	<b>53 LOOKIN' GOOD</b> LORETTA LYNN (MCA 5148)	53 17
<b>15 LOOKIN' FOR LOVE</b> JOHNNY LEE (Asylum 6E-309)	11	<b>54 DIMENSIONS</b> RANDY BARLOW (Paid PLB-2002)	— 1
<b>16 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	18	<b>55 STRAIGHT AHEAD</b> LARRY GATLIN (Columbia JC 36250)	56 42
<b>17 EVANGELINE</b> EMMYLOU HARRIS (Warner Bros. BSK 3508)	32	<b>56 HABITS OLD AND NEW</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-278)	42 38
<b>18 THE BEST OF EDDIE RABBITT</b> EDDIE RABBITT (Elektra 6E-235)	16	<b>57 TO THE BONE</b> KRIS KRISTOFFERSON (Columbia JZ-36885)	48 3
<b>19 LOVE IS FAIR</b> BARBARA MANDRELL (MCA-5136)	17	<b>58 HELP YOURSELF</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36582)	55 20
<b>20 ENCORE</b> MICKEY GILLEY (Epic JE-36851)	20	<b>59 THE LEGEND OF JESSE JAMES</b> VARIOUS ARTISTS (A&M SP-3718)	59 12
<b>21 URBAN COWBOY</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	21	<b>60 GIDEON</b> KENNY ROGERS (United Artists L00-1034)	58 46
<b>22 RAZZY</b> RAZZY BAILEY (RCA AHL 1-3688)	26	<b>61 SONGS I LOVE TO SING</b> SLIM WHITMAN (Epic/Cleveland Int'l. JE 36788)	61 21
<b>23 SONGS OF THE SUN</b> BELLAMY BROTHERS (Warner/Curb BSK-3491)	23	<b>62 IT'S HARD TO BE HUMBLE</b> MAC DAVIS (Casablanca/PolyGram NBLP 7207)	62 51
<b>24 GUITAR MAN</b> ELVIS PRESLEY (RCA AAL 1-3917)	27	<b>63 WHERE DID THE MONEY GO?</b> HOYT AXTON (Jeremiah JG 5001)	63 32
<b>25 MUSIC MAN</b> WAYLON JENNINGS (RCA AHL 1-3602)	25	<b>64 THE GAMBLER</b> KENNY ROGERS (United Artists UA-LA 934-H)	64 116
<b>26 STARDUST</b> WILLIE NELSON (Columbia JC 35305)	24	<b>65 CLASSIC CRYSTAL</b> CRYSTAL GAYLE (United Artists L00-982)	67 10
<b>27 FULL MOON</b> CHARLIE DANIELS BAND (Epic FE-38571)	29	<b>66 ED BRUCE</b> ED BRUCE (MCA MCA-3242)	66 37
<b>28 GREATEST HITS</b> DAVE ROWLAND & SUGAR (RCA AHL 1-3915)	34	<b>67 TEN YEARS OF GOLD</b> KENNY ROGERS (United Artists UA-LA 835-H)	60 147
<b>29 URBAN COWBOY II</b> VARIOUS ARTISTS (Full Moon/Epic SE-36921)	19	<b>68 10TH ANNIVERSARY</b> STATLER BROTHERS (Mercury/PolyGram SRM 1-5027)	68 29
<b>30 SAN ANTONIO ROSE</b> WILLIE NELSON & RAY PRICE (Columbia JC 36476)	30	<b>69 ALWAYS</b> PATSY CLINE (MCA-3263)	65 19
<b>31 REST YOUR LOVE ON ME</b> CONWAY TWITTY (MCA-5138)	43	<b>70 A WOMAN'S HEART</b> CRYSTAL GAYLE (Liberty LOO 1080)	69 12
<b>32 THE BEST OF THE KENDALLS</b> THE KENDALLS (Ovation OV 1756)	28	<b>71 THERE'S A LITTLE BIT OF HANK IN ME</b> CHARLEY PRIDE (RCA AHL 1-3548)	70 53
<b>33 FOLLOWING THE FEELIN</b> MOE BANDY (Columbia JC-36789)	33	<b>72 TOGETHER AGAIN</b> GEORGE JONES & TAMMY WYNETTE (Epic JE 36764)	71 20
<b>34 PORTER AND DOLLY</b> PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3700)	35	<b>73 REFLECTIONS</b> CHET ATKINS and DOC WATSON (RCA AHL 1-3701)	72 15
<b>35 WILLIE AND FAMILY LIVE</b> WILLIE NELSON (Columbia KC-2-35642)	37	<b>74 NICE 'N' EASY</b> JOHNNY DUNCAN and JANIE FRICKE (Columbia JC-36780)	73 15
<b>36 I'LL BE THERE</b> GAIL DAVIES (Warner Bros. BSK 3509)	36	<b>75 KILLER COUNTRY</b> JERRY LEE LEWIS (Elektra 6E-291)	75 21
<b>37 INVICTUS (MEANS UNCONQUERED)</b> DAVID ALLAN COE (Columbia JC-36970)	39		
<b>38 HARD TIMES</b> LACY J. DALTON (Columbia JC 36763)	38		
<b>39 SMOOTH SAILIN'</b> T.G. SHEPPARD (Warner/Curb BSK-3423)	41		

## SOMEBODY'S KNOCKIN' TERRI GIBBS' FIRST ALBUM IS A KNOCKOUT!!



MCA-5173

AND KNOCKIN' DOWN THE CHARTS  
THIS WEEK...

BB

CB

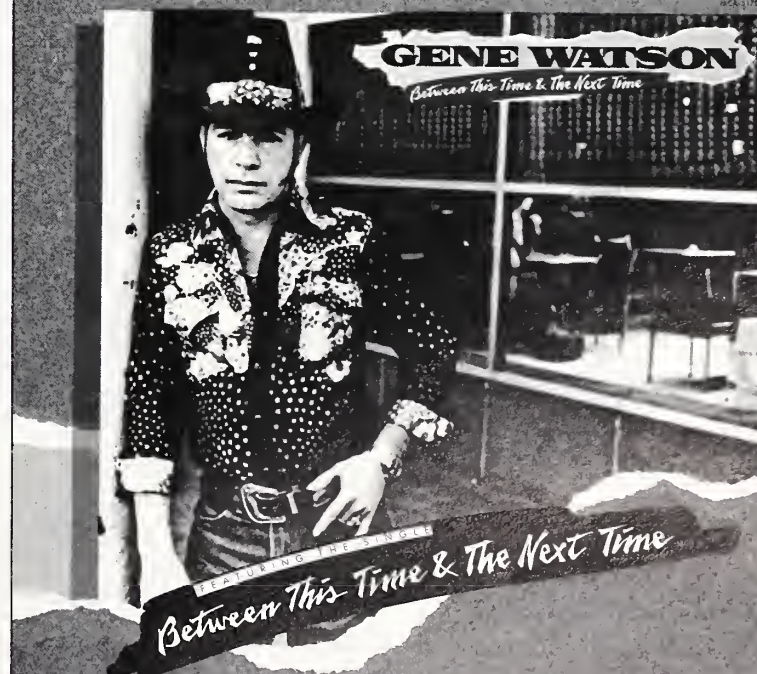
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MCA RECORDS

I. H. T.  
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ALL OF US AT MCA RECORDS  
ARE PROUD TO ANNOUNCE  
OUR FIRST SINGLE AND ALBUM  
FROM ONE OF THE GREAT  
COUNTRY SINGERS OF ALL TIME...



PRODUCED BY RUSS REEDER AND GENE WATSON

WELCOME TO MCA, THE COUNTRY'S CHOICE.

# CASH BOX TOP 100 COUNTRY

February 28, 1981

	Weeks On Chart	2/21	Chart		Weeks On Chart	2/21	Chart		Weeks On Chart	2/21	Chart
1	5	12	1	34	8	14	8	68	39	10	70
2	2	12	2	35	44	4	35	69	39	10	71
3	3	14	3	36	41	7	36	70	84	3	72
4	6	7	4	37	42	5	37	71	40	11	73
5	9	8	5	38	47	3	38	72	88	2	74
6	7	12	6	39	49	2	39	73	—	1	75
7	14	7	7	40	45	5	40	74	74	6	76
8	11	11	8	41	13	14	41	75	46	15	77
9	10	16	9	42	48	4	42	76	83	5	78
10	12	7	10	43	57	2	43	77	77	4	79
11	15	11	11	44	52	3	44	78	85	4	80
12	16	7	12	45	54	4	45	79	86	2	81
13	18	6	13	46	50	6	46	80	86	2	82
14	23	4	14	47	53	4	47	81	91	2	83
15	17	13	15	48	58	2	48	82	82	4	84
16	20	12	16	49	21	12	49	83	87	2	85
17	22	7	17	50	67	2	50	84	—	1	86
18	17	13	18	51	61	4	51	85	—	1	87
19	19	12	19	52	27	14	52	86	—	1	88
20	25	7	20	53	64	3	53	87	—	1	89
21	24	10	21	54	65	3	54	88	—	1	90
22	29	3	22	55	59	5	55	89	—	1	91
23	28	3	23	56	56	8	56	90	—	1	92
24	1	15	24	57	60	7	57	91	96	2	93
25	30	7	25	58	66	4	58	92	93	2	94
26	31	6	26	59	69	3	59	93	94	2	95
27	33	7	27	60	62	3	60	94	—	1	96
28	35	6	28	61	63	10	61	95	92	5	97
29	36	4	29	62	70	3	62	96	92	5	98
30	36	4	30	63	32	10	63	97	55	13	99
31	38	7	31	64	34	16	31	98	68	14	100
32	37	6	32	65	76	3	32	99	68	14	
33	43	3	33	66	79	3	33	100	71	14	

## ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

20/20 Hindsight (Lefty's Music — BMI) .....	46	Don't You Ever Get Tired (Tree — BMI) .....	34	Livin' Together (Southern Nights — ASCAP) .....	82	Sometime, Somewhere (Chess — ASCAP) .....	29
1959 (Taylor & Watts — BMI) .....	30	Drifter (Pi-Gem — BMI/Chess — ASCAP) .....	12	Long Tall Texan (Isie City — ASCAP) .....	94	Southern Rains (Blackwood — BMI/Magic Castle —	83
A Headache (Blue Lake/Chic Rains — BMI) .....	33	Every Now And Then (Tree — BMI) .....	37	Lord If I Make It (ABC Pub. — BMI) .....	93	ASCAP) .....	9
A Loser's Night (Tamar — ASCAP/Hinsdale — BMI) 71		Falling Again (Hall/Clement — BMI) .....	39	Love Is Fair (Pi-Gem — BMI) .....	29	Stand By Your Man (Al Gallico — BMI) .....	20
Angel Flying Too Close (Willie Nelson — BMI) .....	5	Following The Feeling (Screen Gems-EMI — BMI) ..	52	Lovers Love (Chess — ASCAP/Pi-Gem — BMI) .....	85	Storms Never Last (Baron — BMI) .....	48
Any Way You Want Me (Senor/Cibie — ASCAP) ..	45	Fool That (Unichappell/Begonia/Fedora — BMI) ..	77	Lovin' What Your Lovin' (Sawgrass — BMI) .....	21	Take It Easy (Duchess — BMI) .....	35
Any Which Way You Can (Peso/Werner-Tamerlane/Wallet — BMI) ..	97	Guitar Man (Vector — BMI) .....	7	Mister Peepers (Crazy Cajun/Points West — BMI) ..	67	Take Me Back (Shelby Singleton — BMI) .....	88
Anything But Yes (Michael O'Connor — BMI) ..	100	Hillbilly Girl With The Blues (Algee — BMI) .....	6	My Song Don't Sing (Beechwood — BMI) .....	91	Texas Women (Bocephus — BMI) .....	11
Anything That Hurts (April/United Artist — ASCAP) 66		Hold Me Like I've Got The Music — ASCAP) ..	89	My Turn (Unichappell — BMI/Chappell — ASCAP) ..	57	There's A Crazy Man (Almo — BMI) .....	92
Are We (Vogue/Baby Chick/Easy Nine — BMI) ..	62	Honky-Tonk Saturday Night (Al Gallico/Songbreaker/Mike Martin — BMI) .....	70	New York Cowboy (Magic Castle/Blackwood — BMI) 76		Thirty Nine And Holding (April — ASCAP) ..	17
Are You Happy Baby? (Rock Garden — BMI) .....	1	Hooked On Music (Songpainter — BMI) .....	50	Old Flame (I've Got The Music — ASCAP) .....	22	Tie A Yellow Ribbon (Levine & Brown — BMI) ..	80
Be My Lover (Mick Lloyd Music — SESAC) .....	56	I Am The Dreamer (Raindance — BMI) .....	57	One More Last Chance (Andrite Invasion — BMI/Intersong — ASCAP) .....	54	Too Long Gone (Blue Lake/Plum Creek — BMI) ..	36
Between This Time (Blue Echo — ASCAP) .....	73	! Don't Want To Know (Seventh Son — ASCAP) ..	60	Peace Of Mind (Milene Music — ASCAP) .....	32	True Life Country (House of Gold — BMI/Bobby	75
Blue Collar Blues (Music West of the Pecos — BMI) 59		I Feel Like Loving You Again (Tree — BMI) .....	41	Perfect Fool (Brightwater/Strawberry Patch —	42	Urban Cowboys, Outlaws (Cava — ASCAP) .....	83
Can I See You Tonight (Duchess Music/Posey Publ./Tree Publ. — BMI) .....	8	I Have A Dream (Artwork — ASCAP) .....	27	ASCAP) .....	42	Wandering Eyes (Cross Keys Publ. — ASCAP) ..	11
Completely Out Of Love (Mar'oea — BMI) .....	40	I Keep Coming Back (House Of Gold — BMI) ..	75	Pickin' Up Strangers (Welbeck — ASCAP) .....	23	Wasn't That A Party (United Artists — ASCAP) ..	87
Countryfied (Partner — BMI) .....	99	I Remember You (Paramount — ASCAP) .....	58	Reachin' For Freedom (Moonridge — ASCAP) ..	79	What I Had With You (Tree Publ. — BMI) .....	13
Crying (Acuff-Rose Publ. — BMI) .....	28	If Drinkin' (Warner Tamerlane/Window — BMI) ..	10	Ready For The Times (Aunt Polly's — BMI) .....	63	What Would You Do (Tuckahoe — BMI) .....	81
Cup Of Tea (Fruit — BMI) .....	18	If I Keep On (Magic Castle/Blackwood — BMI) ..	84	Rest Your Love On Me (Stigwood — BMI) .....	43	What's New (Chess — ASCAP/Pi-Gem — BMI) ..	16
Dixie Man (Hall-Clement — BMI) .....	31	I'll Be There (Ernest Tubb — BMI) .....	3	Rev. Sam Whiskey (Timestar — ASCAP) .....	86	Who's Cheatin' Who (Partner/Algee — BMI) ..	24
Dixie Road (Window/Little Jeremy — BMI) .....	55	I'm Gonna Love You Back (Blabb/Mullet — BMI) ..	25	Seven Bridges Road (Irving Music — BMI) .....	61	Willie Jones (Kama Sutra/Hat Band — BMI) ..	49
Do You Love As Good As You Look (Chappell —	4	! Don't Get No Better (Larry Gatlin — BMI) ..	44	Somebody Led Me Away (Coal Miners — BMI) ..	68	Willie, Won't You Sing (RodeoCowboy — BMI) ..	85
ASCAP/Tri-Chappell — SESAC) .....	4	It Was You (Peer International — BMI) .....	51	Silent Treatment (Blue Moon/April — ASCAP) ..	9	Without Love (Plangent Visions Music — ASCAP) ..	78
Doesn't Anybody Get High On Love Anymore	72	It's A Heartache (Pi-Gem — BMI) .....	47	S.O.S. (Countless Songs — BMI) .....	74	You Better Move On (Keva — BMI) .....	98
(Colgems/EMI — ASCAP/Alamp — BMI) .....	72	Killin' Time (Flowering Stone — ASCAP) .....	69	Somebody Led Me Away (Coal Miners — BMI) ..	68	Your Good Girl's (Al Gallico Corp. — BMI) ..	20
Don't Ever Leave (Blue Lake/Plum Creek — BMI) ..	95	Leonard (Shade Tree — BMI) .....	38	Somethin' On (Music City — ASCAP) .....	26	Your Memory (Chess — ASCAP) .....	64
Don't Look Now (House of Gold — BMI/Bobby	15					You're The Reason (Peso/Wallet — BMI/Senor/Cibie — ASCAP) .....	19
Goldsboro — ASCAP) .....	15					You've Got (Annextra — BMI/Kay Sey — SESAC) ..	96



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

# COUNTRY

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS

**THE CAPITALS** (Ridgetop R 01281)  
**Bridge Over Broadway** (2:34) (Chappell Music/Intersong Music — ASCAP) (G. Dobbins, T. Rocco)

Gospel quartet-type vocals, a heavy drumbeat and an accent on the piano arrangement highlight The Capitals' latest, an excellent follow-up to the ground-breaking "Little Ground In Texas." A group with a lot of promise for many fruitful years to come, The Capitals could do it now.



**CINDY HURT** (Churchill Records Ltd. CR 7767)  
**Single Girl** (2:22) (Combine Music — BMI) (M. Sharpe)

Though this is Hurt's first record, she is no stranger to professional singing, having cut her teeth singing on national television commercials, as well as traveling with a road show that included such notables as Cyd Charisse and Anna Maria Alberghetti. PDs should give this a listen.



### HITS OUT OF THE BOX

**EMMYLOU HARRIS** (Warner Bros. WBS-49684)  
**MIster Sandman** (2:20) (Edwin H. Morris & Co. — ASCAP) (P. Ballard)

**MOE BANDY & JOE STAMPLEY** (Columbia 11-60508)  
**Hey Joe (Hey Moe)** (2:16) (Acuff-Rose — BMI) (B. Bryant)

**REX ALLEN, JR.** (Warner Bros. WBS-49682)  
**Just A Country Boy** (3:11) (Boxer Music — BMI) (R. Allen, Jr.)

**JANIE FRICKE** (Columbia 11-60509)  
**Pride** (2:19) (Cedarwood Publ. — BMI) (W. Walker, I. Stanton)

## ALBUM REVIEWS

**BETWEEN THIS TIME AND THE NEXT TIME** — Gene Watson — MCA MCA-5170 — Producers: Russ Reeder and Gene Watson — List: 8.98 — Bar Coded

Gene Watson is a country vocalist in the most traditional meaning of the word. His debut album release for MCA carries on in the style he carved for himself while on Capitol, drawing upon standard country lyrics and melodies, as well as lots of steel guitar and fiddle. Country purists will particularly like "Even At Its Worst, It's Still The Best."

**I HAVE A DREAM** — Cristy Lane — Liberty LT 1083 — Producer: Jerry Gillespie — List: 7.98

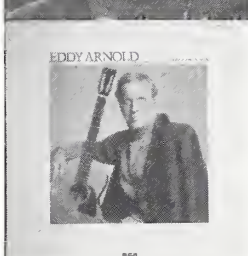
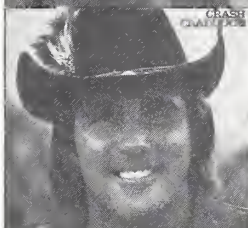
Lane's latest album for Liberty is a fresh, appealing concoction of melodic vocals, solid songs and excellent production compliments of Jerry Gillespie. Lane is a consistent favorite with jukebox operators. In fact, her current single, "I Have A Dream," entered the **Cash Box** Jukebox charts at #1. Top songs include David Gates' "Everything I Own," "Rio Grande" and "Give You Up To Get You Back."

**CRASH CRADDOCK** — Billy Crash Craddock — Capitol ST 12129 — Producer: Dale Morris — List: 7.98 — Bar Coded

Craddock perpetuates the good timing, hip swinging, Elvis sound-alike image with this latest release, an album's worth of up-tempo, "Rub It In" type songs, with a nice slow tune thrown in for good measure. The Craddock sound is epitomized in songs like "Strip It Down, Let It Brown," "Betty Ruth" and "Leave Your Love A' Smokin'."

**A MAN FOR ALL SEASONS** — Eddy Arnold — RCA AHL1-3914 — Producer: Bob Montgomery — List: 7.98 — Bar Coded

Arnold's often elegant, always smooth vocals lend themselves wonderfully to this collection of 10 love songs, produced by ace Nashville mastermind Bob Montgomery. Long a favorite within the easy listening/country circles, Arnold should really please his fans with songs like "Happy Everything," "Two Hearts Beat Better Than One" and "Don't Look Now (But We Just Fell In Love)." There are no surprises here, simply good, standard Arnold fare.



## BUILDING NEW LEGENDS...

WATCH FOR CHART ACTION  
 ON THESE NEW RELEASES...

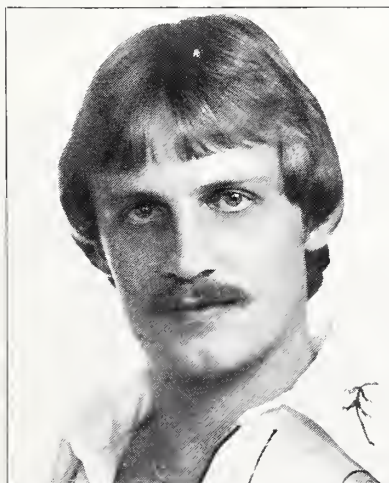
### SUSAN ANDERSON

"COME BACK BY"  
 (BB 0062)



### TERRY ADEN

"STEALIN' THE FEELIN'"  
 (BB 920)



### RON HEAD

"UNITED WE STAND"  
 (BB 0048)



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# COUNTRY RADIO

## MOST ADDED COUNTRY SINGLES

1. **SOMEBODY LED ME AWAY** — LORETTA LYNN — MCA — 31 REPORTS
2. **BETWEEN THIS TIME AND THE NEXT TIME** — GENE WATSON — MCA — 26 REPORTS
3. **FALLING AGAIN** — DON WILLIAMS — MCA — 23 REPORTS
4. **HOOKED ON MUSIC** — MAC DAVIS — CASABLANCA — 20 REPORTS
5. **REST YOUR LOVE ON ME/I AM THE DREAMER** — CONWAY TWITTY — MCA — 17 REPORTS
6. **SEVEN YEAR ACHE** — ROSANNE CASH — COLUMBIA — 15 REPORTS
7. **IF I KEEP ON GOING CRAZY** — LEON EVERETTE — RCA — 15 REPORTS
8. **LOVERS LOVE** — THE THRASHER BROTHERS — MCA — 15 REPORTS
9. **REVEREND SAM WHISKEY** — STEVE JONES and WINCHESTER — STARGEM — 15 REPORTS
10. **WASN'T THAT A PARTY** — THE ROVERS — EPIC/CLEVELAND INT'L. — 14 REPORTS

## MOST ACTIVE COUNTRY SINGLES

1. **OLD FLAME** — ALABAMA — RCA — 71 REPORTS
2. **PICKIN' UP STRANGERS** — JOHNNY LEE — FULL MOON/ASYLUM — 68 REPORTS
3. **TEXAS WOMEN** — HANK WILLIAMS, JR. — ELEKTRA/CURB — 68 REPORTS
4. **GUITAR MAN** — ELVIS PRESLEY — RCA — 66 REPORTS
5. **SOMETHIN' ON THE RADIO** — JACKY WARD — MERCURY — 59 REPORTS
6. **DRIFTER** — SYLVIA — RCA — 58 REPORTS
7. **YOU'RE THE REASON GOD MADE OKLAHOMA** — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 57 REPORTS
8. **WHAT I HAD WITH YOU** — JOHN CONLEE — MCA — 57 REPORTS
9. **LOVING ME AGAIN** — JOE STAMPLEY — EPIC — 56 REPORTS
10. **LOVE IS FAIR/SOMETIME, SOMEWHERE, SOMEHOW** — BARBARA MANDRELL — MCA — 54 REPORTS

## National Country Talent Hunt Launched

NASHVILLE — "Ray Price's Country Star-search '81," a national talent contest designed to discover new country talent, will kick off April 1. Prizes for the first place winner include \$50,000 cash, a one-year recording contract with Dimension Records and a booking agreement with the Shorty Lavender Talent Agency here.

### Acts Set For Reception At '81 Radio Seminar

NASHVILLE — A number of country artists are scheduled to participate in the upcoming artist reception and cocktail party, which will kick off the 12th annual Country Radio Seminar, March 12-14.

The reception will begin March 12 at 7:30 p.m. in Ballrooms I and II of the Hyatt Regency Hotel here. Artists attending the reception will include Dolly Parton, Bill Wence, Dottie West, Cristy Lane, Keith Stegall, Alabama, Jim Owen, Rita Remington, Dave Dudley, Leroy Van Dyke, Earl Thomas Conley, Freddie Hart, Billy Larkin, Baxter, Baxter and Baxter, the Shoppe, Tim Rex, King Edward IV, Roger Bowling, Gary Goodnight, Gene Kennedy, Karen Jeglum, Bonnie Shannon, Joy Ford, Carmol Taylor, Jacky Ward, Gail Davies and T.G. Sheppard.

Preliminary contests will be sponsored by local radio stations, with 240 already committed. Winners on the local level will be narrowed to one winner from each state, and these 50 winners will compete at the National Finals held in Nashville in October. From these 50 state finalists, 10 national finalists will be selected and featured in a projected 90-minute television special starring Price.

The executive producer of the talent search is Bill Starnes, and associate producers are Jay Chevalier and Bill Wilhite.

### WMAQ To Sponsor March Country Fair

NASHVILLE — WMAQ/Chicago will be sponsoring its first CountryFair March 20-22 at the Hyatt Regency Hotel in downtown Chicago. The CountryFair, a follow-up to the highly successful CountryFest, which was co-sponsored by WMAQ and Celebration/Flipside Prod. will feature 15-20 country music artists, as well as up to 100 exhibitors in the 24,500 square feet of space available.

Ticket prices for the CountryFair are tentatively set at \$5 per day, with the Hyatt offering a special weekend package.

## THE COUNTRY MIKE

**PLANS SET FOR '81 JAMBOREE IN THE HILLS** — J. Ross Felton, vice president and general manager of the Wheeling area Columbia Pictures Industries, has announced "the most exciting roster of entertainers yet" will take the stage when Jamboree In The Hills '81 presents its fifth show, July 18-19, in Wheeling W. Va. Jamboree In The Hills, known as the "Super Bowl of country music," is sponsored by WWVA/Wheeling, Jamboree USA and Columbia Pictures Industries, and will present 14 of today's top country music artists for the annual event. The entertainment, organized by Jamboree USA director Jerry Brighton, includes such Jamboree veterans as Alabama, Hoyt Axton, Billy "Crash" Craddock, Merle Haggard, Tom T. Hall, Mayf Nutter, T.G. Sheppard, Margo Smith and Tammy Wynette. Newcomers to the Jamboree this year include Emmylou Harris, George Jones,



Dale Eichor

Charly McClain, Bill Monroe and the Bluegrass Boys, and Conway Twitty. "The growth of country music during the past few years has been phenomenal," Felton added. "We are inundated with 'country' inspired fashions, food and entertainment. We are pleased to be in the forefront of the development, growth and excitement of country music."

**PERSONALITY PROFILE** — Dale Eichor, operations director for KWMT/Ft. Dodge, Iowa, recently celebrated his 20th anniversary in the radio business. After graduating from the Radio Engineering Institute in Omaha, Neb., he worked his way into being an on-the-air personality at KDSN/Denison, Iowa, where he used his skills in engineering as a vehicle toward broadcasting. After two years of learning, Eichor found an opening with a block programmed MOR station, KMA/Shenandoah, Iowa. During that four-year tenure, he dropped the engineering aspect of radio to concentrate completely on broadcasting, which finally earned him the title of music director. In 1967, Eichor traveled to San Antonio to work for KBUC, his first exclusively country station, where he handled the music responsibilities for a little over one year. Eichor then spent four years doing the mid-days and the music chores with WXCL/Peoria until 1972, when he found a home at KWMT. Among Eichor's achievements is the Country Music Assn. (CMA) award for Disc Jockey of the Year, small market, in 1974 and service on both the CMA Board of Directors and the FICAP Board. Eichor was named operations manager at KWMT in 1976.

**WJRB TO FEATURE NEW ARTISTS, LABELS** — WJRB/Nashville has begun a one hour per night radio program featuring new and upcoming recording artists, as well as smaller country labels. New artists' recent releases will be aired from 7-8 p.m., Monday through Saturday, and listeners are asked to call in and voice their opinions of the cut to regular disc jockeys, Ken Johnston or Lonl Night. "WJRB has always been receptive to giving unknown artists a break," comments program director Don Keith. "We sponsor two talent shows each year, and co-sponsor the Annual Kentucky Fried Chicken Songwriting Contest, in addition to playing records by artists with no big label behind them." Keith cited examples such as John Anderson, Terri Gibbs and Earl Thomas Conley, who were first played on WJRB, then went on to have big country records.

**MORE RUMOR SQUELCHING** — Amidst the myriad of radio stations crossing the Great Divide into country music land, there often happen to be a few stations, that, because of extenuating circumstances, are rumored to be a part of the country pilgrimage. Now, just because Terry Wood, former program director for country formatted WSAI/Cincinnati, has been named general manager at WQUD/Memphis, with the Viacom-owned station recently changing its call letters to WRVR (former call letters of Viacom's recent country convert WKHK/New York) coupled with the fact that the majority of Viacom-owned stations are country, there is no reason to assume that the Memphis adult contemporary station will be changing its format. General manager Terry Wood flatly denies all rumors.

**FORD LEAVES DETROIT** — Bill Ford, program director with WCXI/Detroit, will relinquish his position, effective Feb. 27. Ford has accepted the PD responsibilities with Viacom's WKHK/New York. General manager for WCXI, John Rischer, has appointed present music director Dan Dixon to fill the vacancy. Dixon will also retain the MD duties.

**TEESON TABBED AT KPPL-FM, KLAK** — Richard W. Gilbert, president of the Des Moines Register Broadcast Group, announced the appointment of Jim Teeson to the position of president and general manager of the Denver area radio stations, KPPL-FM and sister station KLAK-AM, effective Feb. 12, 1981. Teeson succeeds Robert Sharon of Denver, who resigned Feb. 11 for unspecified reasons. Teeson is a graduate of Buena Vista College, Storm Lake, Iowa, and has had years of experience in radio in Spencer, Iowa, Des Moines and Minneapolis prior to his joining the staff in Denver as a sales representative in 1977. KPPL-FM and KLAK-AM are subsidiaries of the Des Moines Register and Tribune Corp. of Des Moines, which also owns radio and television stations in Madison, Wisc.; Portland, Ore.; Moline, Ill.; and Honolulu, Hawaii.

country mike

## PROGRAMMERS PICKS

Country Joe Filnt	KSOP/Salt Lake City	If I Keep On Going Crazy — Leon Everette — RCA
Ross Corson	KBYM/Billings	Crying — Don McLean — Millennium
Danny McDuff	KPLX/Dallas	Falling Again — Don Williams — MCA
Al Hamilton	KEBC/Oklahoma City	Allie Doesn't Love Here Anymore — Bobby Goldsboro — Curb
Lee Phillips	WKMF/Flint	Falling Again — Don Williams — RCA
Chuck Logan	KRZY/Albuquerque	Peace Of Mind — Eddy Raven — Dimension
Bill Pyne	WQYK/St. Petersburg	Every Now And Then — Debby Boone — Warner/Curb
John Marks	WSAI/Cincinnati	Hooked On Music — Mac Davis — Casablanca
Debbie Fradlin	WMZQ/Washington, D.C.	Falling Again — Don Williams — MCA
Con Schader	KLAK/Denver	A Headache Tomorrow (Or A Heartache Tonight) — Mickey Gilley — Epic



**CALIFORNIA WELCOMING COMMITTEE** — Following his recent University of California at Davis performance, RCA artist Waylon Jennings was greeted by a welcoming committee of disc jockeys from area radio stations. Pictured on Jennings' tour bus in the front row are (l-r): Rick Stewart, MD, KRAK; Bobby Malik, PD, KROY, and Kenny Reuther, RCA field promotion, San Francisco. Pictured in the back row are (l-r): Jennings; Billy Manders, MD, KSFM; Glen Davidson, PD, KYLO; and Carson Schreiber, RCA West Coast country promotion.

# COUNTRY TALENT

## THE COUNTRY COLUMN

**THE REAL LEONARD** — Merle Haggard's latest single, "Leonard," which he also wrote, is about the life and career of **Tommy Collins**, a very successful artist in the late-'60s. Collins, whose real name is **Leonard Slipes**, (he was dubbed "Tommy Collins" by **Ferlin Husky**) found his first real success at the age of 21 when, as the songs says, he went to Bakersfield, Calif. to "hang a gold one on the wall." It turned out to be Haggard's "Let Me Tell You About A Song," a gold album on which Collins had two tunes. "Leonard" touches on all the phases of Collins' life — from following **Elvis Presley** on stage to his religious experience to his hard times with booze, and full circle back to his revived interest in recording, touring and writing — his comeback. Noted Collins in a special press release that accompanied the single, "I'll admit to everything he said. Merle told it right and I appreciate it. I appreciate the exposure, and I'm happy to say that I've got things pretty well under control. My heart's back in the music business again."



Tommy Collins

Speaking of Haggard, **Jim Priddy**, owner of Portland Meadows Race Track in Portland, Ore. has named two races after things associated with the singer. The fifth race is titled "Tuffy's Purse," after Haggard's chihuahua, and the 11th race is titled "Leonard's Purse" after Haggard's current single.

**Ronnie Milsap** kicked off his mid-winter tour by setting an attendance record at the Rapides Parish Coliseum in Alexandria, La. Jan. 30.

Race car driver **Darrell Waltrip**, winner of 27 Grand National victories, recently signed a representation agreement with the William Morris Agency. To celebrate the event, the Nashville branch of the agency hosted a luncheon for the NASCAR driver, whom they will represent in commercial endorsements, movies, television and celebrity appearances.

**NMA MEETS** — The Nashville Music Assn. (NMA) has a number of meetings scheduled for the upcoming weeks. They are: Black Music Committee, Feb. 25 at Broadcast Music, Inc. (BMI) and the Media Committee, March 4 at American Society of Composers, Authors and Publishers (ASCAP). Both meetings are scheduled for 5:15 p.m.

**REMEMBERING THE VETS** — One of the most infamous periods of this country's 200-plus year history is the Vietnam war. According to some news reports, the number of Vietnam veterans who have committed suicide is equal to the number of servicemen who were killed in action during the entire war. To help the Vietnam vet, Firesign Ltd. Music Prod. in New York City has recorded a song titled "Keep The Yellow Ribbons Tied," the proceeds from which will go into a special fund for the vets. The song is performed by **Billy Mitchell** and written and produced by **Steve Loeb** and **Ezra Cook**. According to Cook, cassettes of the tune have already been sent to a number of radio stations and some have already added it to their playlists. For the moment the production company is looking for a deal with a major label before pressing any records. Cook can be reached at (212) 765-4495.

PCB Public Relations has a new address. The company can now be reached at 4607 Natick, Suite 215, Sherman Oaks, Calif. 91405. The telephone number is (213) 981-8745.

**Dave Rowland** and **Sugar** have almost wrapped up work on their first album for Elektra/Asylum under the production guidance of **Jimmy Bowen**.

**WHICH WAY YOU GOIN' BILLY** — The name **Susan Jacks** might not instantly ring a bell, but if you associate it with the **Poppy Family** and the 1970 hit, "Which Way You Goin' Billy" (#8 for the year 1970 on the **Cash Box** year end polls), you might recall she was the lead vocalist for the group. For the past four years, Jacks has been keeping a pretty low profile in the U.S., but in her home of Vancouver, Canada, it's quite a different story. After a few years' hiatus from the recording industry, she released an album titled "Ghosts" in August 1980, and in turn was nominated for a Juno this year. Jacks was in Nashville a couple of weeks ago to meet with various publishers, searching for material for an upcoming album, which will be released by CBS Canada and domestically. "CBS and I are working very closely now, both in Canada and the United States," Jacks told **Cash Box**. "For a while, it seems as if the record company thought of me as just some rich broad living in Vancouver, recording for a hobby, which isn't the case at all. But now, I feel as if CBS Canada is 100% behind me, and that's what I need." Jacks will most likely record the album in Canada and says it will include A/C material with country crossover potential. She added that the album will probably be released by this summer.

**Helen Cornelius** headlined the grand opening of Bloomington, Minn.-based Carlton's second theatre, The Backstage. The club, which seats some 350 patrons, offers two shows nightly — the **Beefeater** and the **Nightcap**. Other clubs within the complex are the All Star Lounge, and the **Celebrity Ballroom**.



Helen Cornelius

jennifer bohler



**DOTSY SIGNS WITH TANGLEWOOD** — Country artist **Dotsy** has signed a recording contract with the Atlanta-based **Tanglewood Records**, a division of the **Equity Recording Company**. The vocalist is currently recording her first album for the label at **Quadrasonic Studios** in Nashville, with **Bobby Fischer** and **Joe Bob Barnhill** producing for **Lifesinger Prod.** Pictured are (l-r): **Mark Cooper**, **Equity** national promotion director; **Dotsy** and **Kirby Kinman**, president of the **Equity Recording Company**.

## Bar Keys Switch

**L.A. SPORTS ARENA** — In one sense, the recent show put on here by five contemporary groups was a bargain, an event that offered black music for varied tastes. In another sense, the five-hour show powered by **Kano**, **Slave**, **The Pointer Sisters**, **Switch** and headliners **the Bar Keys** was victim of ills inherent in all shows of this kind held at the L.A. venue.

The last three acts on the bill — **The Pointer Sisters**, **Switch** and **Bar Keys** — offered the most successful performances overall on a night when all acts had to overcome hasty set-ups, misplaced lighting, uneven pacing and poor sound.

Emergency recording group **Kano** opened the show with a great deal of spirit, which went far to exhort the younger components of the audience (the demographics were weighted heaviest in the 12-18 bracket), who made a Valentine party of the show. **Kano**, which has gained note with the single "I'm Ready" from its self-titled debut album, set a tone for the audience that **Slave** maintained throughout its too brief set. Featuring material largely from its **Cotillion LP**, "Stone Jam," **Slave** caught the evening's mood, but couldn't adequately display its skills. Both bands were well-received by the audience, but the duration of the sets and the delay between the two marred delivery.

Largely because their material is not familiar to the majority of contemporary black music fans, the **Pointers** were received coolly by the audience. But the three sisters managed to deliver by far the most balanced and polished set. The trio deftly mixed classics like "Salt Peanuts" with the **Bruce Springsteen** rocker "Fire," the mid-'70s **Pointer Sisters** hits "Yes, We Can-Can" and "How Long (Betcha Got A Chick On The Side)" and the recent pop hit "He's So Shy."

Though the audience warmed to the later material, what **The Pointers** had achieved paled in comparison to the audience reception to **Motown's Switch**.

The young aggregation bore right ahead with several dance-oriented numbers before sliding into ballad material that was not only suited for the Valentine's Day weekend, but also allowed more tasteful display of its vocal skills. On songs like "There'll Never Be" and "Love Over And Over Again," the outfit commanded distinction for its sparkling vocal-torch arrangements.

**Switch's** stage presence was geared to generate a party atmosphere, but it did not compare to the fireworks offered up by **Mercury's Bar Keys**.

**Memphis' own** took the stage to its current hit "Boogie Bodyland" and fanned the audience's fever with a quick medley of its more memorable hits like "Holy Ghost" and with more current material like "Say It Through Love" from the current "As One" LP. Personality best characterized the **Bar Keys' distinctive** qualities during the performance, as the band amply justified its legendary stature.

Imbalance, in sound and the pacing of the show, perhaps undermined an event that offered more promising potential.

michael martinez

## Harry Chapin

**BOTTOM LINE, NYC** — **Harry Chapin** has registered over 2,000 concerts on his performance meter. Nearly half of the 200 shows he plays annually in the U.S. and abroad are benefits, and most are on behalf of **World Hunger Year**. (Chapin recently concluded a two-year term on the **Presidential Council on World Hunger**.)

"Welcome to the 2,000th memorial shittickin' country choir," Chapin beamed during the first of six shows he gave over a three-encore engagement at the **Bottom Line**. It was the storytelling songwriter's first Manhattan club date since his **Bitter End** appearance in 1972, and all six shows, one of which was broadcast by **WNEW-FM**, were sold out at a \$10 ticket price. Chapin's playing time averaged close to three hours, and the club's management had to plead for cooperation in clearing the house.

Chapin is the **Tom T. Hall** of folk-rock, an entertainer who works hard at his craft and derives genuine pleasure from audience participation and interaction. His songs strike chords of comedy and compassion, and he really does not sentimentalize or cheapen the sadness of his characters. Like **Hall**, the late **Will Geer** and film director **John Huston**, Chapin believes in true grit, a gleam and a dream. Don't write him off as a rustic balladeer. He's got a lived-in quality that sells experience in such a manner that both "ordinary" people and persons who differ in varying respects from the norm can find a basic truth to relate to.

His first end-run up the charts was with "Taxi," from his debut Elektra album "Heads And Tales." Ten years later, he's cleverly updated his continuing saga of "Harry and Sue" with "Sequel," which is Chapin's new single and the title of his first (and charted) album for **Boardwalk Records**. "Sequel" is a winner, and many Chapin fans already know enough of the words to sing along.

Chapin is a worker, but his hardy band is on his case every minute. Keyboardist-leader-arranger **Steve Chapin** took one vocal turn from the early days in **Harry's** career, when **Steve**, **Tom**, **Harry** and their father, **Jim**, a jazz drummer, worked *le tout ensemble*. They've got an inventive new cellist, **Yvonne Cable**, who contributed some lovely moments. **Dougie Walker's** lead guitar took care of business, but didn't push; **Harry's** original drummer, **Howie Fields**, knew his time and changes, and **Harry's** original bass player and straight man, **John Wallace**, demonstrated an amazing soprano falsetto with full bass range that announced its presence most particularly with "the singing dry cleaner song, 'Mr. Tanner'."

**Big John** and **Harry** traded a lot of raps, sometimes too many. Granted, this gives Chapin a chance to recoup between long numbers, but it's a game that is better played at the college level. Jaded grownups can stay at home and find that kind of banter on the tube. But these days, when going out is a hassle and had better be worth it, you do get your money's worth with **Harry Chapin**.

linda solomon

# ON STAGE

# INTERNATIONAL

## Promo Video Use Increasing In European Marketing Plans

by Paul Bridge

LONDON — In a time of shrinking record markets and an industry in the throes of "rationalization," one area that seems to enjoy continuing growth is promotional video. Europe, in particular Britain and Germany, has embraced the dramatic video as a promotional tool. Dramatic illustrations of songs are now a common and popular sight in major record stores and on a number of "youth-oriented" TV programs.

Filmed live performance has always been a staple of the TV programs, but more and more, there are moves towards record company-financed shorts that present the artists as both musicians and actors. However, in this growing trend, there now seem to be many artists who excel on record and in live performance, but are unable to make the transition to an acting discipline — who, with videodiscs on the horizon, may find themselves pushed back from the front of the pack.

There are problems other than artist suitability that record and video companies have found, not least of which is cost. In most cases, record companies simply cannot afford to budget for video production until a record is already a hit, either in the shops or on the radio. Video companies, then, are required to work fast; one company recently had to find locations, cast, crew and ideas for two promotional films in five days. This, it was said, is not an exceptionally fast rate of work, though it was rare to have two productions running quite so parallel.

### New Company

One company that has made in-roads is Mallett Godfrey Mulcahy Prod., formed by directors David Mallett and Russell Mulcahy and their producer Lexi Godfrey; which has just been joined by Julian Temple, who made *The Great Rock 'n' Roll Swindle* with The Sex Pistols.



**AMERICAN VISITOR** — Haiku artist Jack Miller (l) was recently in Kingston, Jamaica, recording his latest LP, "Dreadlock Rock," due in May. During a lull, Miller visited Neville Willoughby, host of the Pipeline show on JBC Radio.

Typical of the firm's working system is a film first shown on TV last week to illustrate the single "Vienna" by Chrysalis group Ultravox, currently a hit in the U.K. Since the showing of the film, sales of the album too have increased, according to the label. Mallett Godfrey Mulcahy received the go-ahead from the label only two weeks before the finished film was shown. The film, a stunning and evocative interpretation of the fall of Vienna as the intellectual and creative center of Europe, revolved around the lyrics of the song, firmly expanding the image and mood of the band.

Explaining the video's concept, Russell Mulcahy, the director, said, "Usually it's a collaboration between myself and the artist. In this case, Ultravox had very definite ideas about their own image and also ideas about the story content of the film. There's a growing trend now, as in advertising, for there to be many meetings and discussions before actually shooting a film.

"The street scenes were shot in central London, in Convent Garden and the staircase scenes in the Kilburn Gaumont Cinema. We flew with a small crew to Vienna, but all the locations we wanted to use were either closed for the Winter or were covered in scaffolding. We always use the same crew if we can. It's like a family get-together when we shoot. You need that kind of atmosphere when shooting so quickly."

### Little Future For Drama

Avant-gardist Brian Eno is on record as having said recently that he sees little future for drama in the home video market. He foresees the successful film as one that contains a multitude of shifting abstractions that hold the attention and capture the imagination, but on which the consumer can project his or her own set of meanings or values.

"I see his point, but don't agree," said Mulcahy. "Video cassettes are expensive and monophonic, but the videodisc will change attitudes. The sound is better than conventional discs — they cost far less than cassettes, can't be copied and the hardware is cheaper than a cassette player. You don't have to watch the drama every time to get your value for money, you can enjoy the better sound quality. It is also feasible that material that wouldn't be shown on TV would be popular on disc."

The growing significance of promo videos was illustrated at MIDEM this year, where promo video awards were given for the first time. Mallett Godfrey Mulcahy Prod. received two — Mallett winning the Grand Prize for "Ashes To Ashes" with David Bowie and Mulcahy winning one for "Elstree" with the Buggles.



**JEFFREYS GETS READY** — Epic recording artist Garland Jeffreys recently travelled to the U.K. to prepare for his upcoming European tour, scheduled for March. His tour will support his "96 Tears" single from the newly released "Escape Artist" LP, which features Linton Kwesi Johnson and members of Bruce Springsteen's E Street Band. Pictured are (l-r): Ian Groves, general manager, E/P/A; Tony Woolcott, senior director, CBS U.K.; Malcolm Eade, manager, international repertoire, Epic; Barbara Spiegel, executive director, Fred Heller Enterprises, Ltd.; Jeffreys; Fred Heller, manager; Judd Lander, promotions manager, Epic; David Betteridge, managing director, CBS U.K.; Peter Robinson, international A&R director, CBS U.K.; and Jonathan Morrish, manager, press & publicity, E/P/A.

## INTERNATIONAL DATELINE

### Italy

MILAN — Italian female star **Patty Pravo** is recording her new album in L.A. and N.Y. It will be released in May on the CBO label, distributed by EMI.

A monthly TV program on videocassette, called *Musica Piu* and dedicated to new recordings by the various artists, has been created by CBS, which signed agreements with 60 Italian TV stations for regular diffusion.

GGD has released the new LP by **Gianni Togni** (who was a chartbuster in '80 with "Luna"). Produced by **Giancarlo Lucariello**, the LP is called "Le Mie strade."

**Bruno Tibaldi**, formerly A&R manager at EMI, has been named marketing manager at PolyGram... **Claudio Gobbi** has been named publicity manager at Fonit-Cetra. Previously he was at PolyGram... **Antonio Cocco** has left PolyGram, where he had the position of marketing assistant... **Arnaldo Morosi** is the new head of national A&R at Fonit-Cetra... **Danilo Ciotti**, formerly head of promotion at EMI, has joined PolyGram... **Carla Paggaglio** has resigned from EMI's classical department.

A congress on the relationship between record and culture took place in Sanremo on Feb. 6, and was attended by many writers and journalists. In the same occasion, a book on the record industry, including articles by **Alberoni**, **Arbasino**,

**Zanzotto** and others, was presented to the press.

A new label, **Blitz**, was born last month, connected to Interbeat music publishing group and distributed by Clio. Among the recording artists there are **Luna & Black Connection** and **Franco Riccardi**.

marlo de Iulgi

### Japan

TOKYO — **Takami Shobochi**, president of Nippon Columbia, is expected to be named the next president of the Japan Phonograph Record Assn. (JPRA) at the upcoming general meeting here at the end of the month. Shobochi will replace **Saburo Watanabe**, who is also the president of Victor Music Industries.

In the field of sales, Victor reported a 10% jump in records and 30% jump in pre-recorded tapes during the Christmas and New Year's holiday season. Top sellers were **Spectrum**, **Hiroshi Takigawa**, **Arabesque**, **Rupert Holmes**, **Richard Clayderman** and **Steely Dan**.

Sales were also up for Shinseyi-do Co., Ltd., one of Japan's largest record and musical instrument wholesalers. According to company president **Masamori Miyazaki**, for the fiscal year ended Jan. 31, 1981, total sales revenue of 25.6 billion yen (\$127.8 million) was 19.8% up over the previous year and 4% over the company's projected goal of 24.6 billion yen. By category, sales of records, tapes and musical instruments

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 **Ahora O Nunca** — Angela Carrasco — Microfon
- 2 **Woman In Love** — Barbra Streisand — CBS
- 3 **Another One Bites The Dust** — Queen — EMI
- 4 **Perdoname** — Camilo Sesto — Microfon
- 5 **Cansado De Hacerlo Bien** — Rocky Burnette — EMI
- 6 **Wanderer** — Donna Summer — WEA/EMI
- 7 **El Mundo De Los Ninos** — Roberto Carlos — CBS
- 8 **Solo Tu, Solo Yo** — Toto Cutugno — Interdisc
- 9 **Nina Que Tienen Tus Ojos** — Leo Dan — CBS
- 10 **Estas OK** — Patrick and Sue Timmel — Music Hall

#### TOP TEN LPs

- 1 **Parchis** — Los Parchis — Tonodisc/ATC
- 2 **20 Exitos De Oro** — Beatles — EMI/ATC
- 3 **Gully** — Barbra Streisand — CBS
- 4 **Exitos Del Verano** — various artists — Microfon/ATC
- 5 **14 Grandes Exitos** — Julio Sosa — K-tel/ATC
- 6 **Amore Mio** — various artists — K-tel/ATC
- 7 **Super Trouper** — ABBA — RCA
- 8 **Amaneciendo** — Camilo Sesto — Microfon
- 9 **Tributo A Los Cinco Latinos** — Estela Raval — ATC
- 10 **Fame** — Soundtrack — Phonogram

—Prensario

### Australia

#### TOP TEN 45s

- 1 **(Just Like) Starting Over** — John Lennon — Geffen
- 2 **Duncan** — Slim Dusty — Columbia
- 3 **Shaddap You Face** — Joe Dolce Theatre — Astor
- 4 **The Time Warp** — Rocky Horror Picture Show cast — Interfusion
- 5 **Jesse** — Carly Simon — Warner Bros.
- 6 **One Step Ahead** — Split Enz — Mushroom
- 7 **Stop The Cavalry** — Jona Lewie — Stiff
- 8 **The Tide Is High** — Blondie — Chrysalis
- 9 **State Of The Heart** — Mondo Rock — Avenue
- 10 **Another One Bites The Dust** — Queen — Elektra

#### TOP TEN LPs

- 1 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- 2 **Back In Black** — AC/DC — Albert
- 3 **Zenyatta Mondatta** — The Police — A&M
- 4 **Gully** — Barbra Streisand — CBS
- 5 **The Very Best Of Elton John** — DJM
- 6 **Always** — Willie Nelson — CBS
- 7 **Icehouse** — Flowers — Regular
- 8 **Making Movies** — Dire Straits — Vertigo
- 9 **Hits** — Boz Scaggs — CBS
- 10 **Gauche** — Steely Dan — MCA

—Kent Music Report

### Germany

#### TOP TEN 45s

- 1 **Angel Of Mine** — Frank Duval & Orchestra — Telefunken
- 2 **Life Is For Living** — Barclay James Harvest — Polydor
- 3 **Super Trouper** — ABBA — Polydor
- 4 **Banana Republic** — The Boomtown Rats — Mercury
- 5 **Der Teufel Und Der Junge Mann** — Paola — CBS
- 6 **(Just Like) Starting Over** — John Lennon — Geffen
- 7 **Uber Sieben Brucken** — Peter Maffay — Metronome
- 8 **Woman In Love** — Barbra Streisand — CBS
- 9 **Fellicidad (Margherita)** — Boney M. — Hansa Int.
- 10 **Flash** — Queen — EMI

#### TOP TEN LPs

- 1 **Hilparade Der Schlumpfe** — Die Schlumpfe — K-tel
- 2 **Super Trouper** — ABBA — Polydor
- 3 **Guten Abend, Gute Laune** — Karel Gott — Polydor
- 4 **Revanche** — Peter Maffay — Metronome
- 5 **Hilthaus Ramba Zamba '81** — Rudi Rambas Partytiger — Polystar
- 6 **Der Jahrhundertball** — Die Wiener Philharmoniker — Arcade
- 7 **Sound Giganten** — Ennio Morricone — K-tel
- 8 **Traumerien 2** — Richard Clayderman — Teldec
- 9 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- 10 **Happy Trini Lopez** — K-tel

— Der Musikmarkt

# INTERNATIONAL

## INTERNATIONAL DATELINE

accounted for 20.9 billion yen (\$100.4 million); sporting goods brought in 3.9 billion yen (\$19.3 million); and books and magazines accounted for 767 million yen (\$8.1 million).

kozo otsuka

### United Kingdom

LONDON — After promoting several of the Chrysalis Group's special projects, **Phil Symes** is leaving the company to join Dennis Davidson Assoc. DDA, which has offices in London and Los Angeles and affiliates in New York City, Tokyo, Sydney and Toronto, and is starting a new division to promote music product, which Symes will head. It is a natural progression for DDA, as it has worked on such films as *Grease*, *The Kids Are Alright*, *Breaking Glass*, *Quadrophenia* and *Xanadu* in a PR capacity. Symes worked on *Dance Craze* and *Babylon* while at Chrysalis, and at DDA, he joins **Janet O'Hanlon**, who has been taking care of *The Who* Group for two years.

**Ken Malphand**, Phonogram's managing director since 1977, has decided to move on. "I have decided after 12 years, and having spent my entire working life with the PolyGram Group, that, at 35, I should pursue my profession as a marketer elsewhere." Pending the appointment of a successor, **Ramon Lopez**, PolyGram Record Operations (U.K.) managing director, will take over the day-to-day management of Phonogram Ltd., and **Brian Shepherd** will act as his deputy. Malphand said of his future, "There are a number of alternatives available to me, some within the industry and some outside it. However a new year brings with it, for me, the requirement also to move on."

In the U.S. for the first of his six customary annual trips is British entrepreneur **Jeffrey Kruger**. The main pur-

pose of his visit will be to see the launch of a new label, Energy Records, whose product will be available through CBS. At MIDEM, distribution deals were pacted for most European territories, South Africa, Japan and Brazil. Product and artist development manager for Energy is **Martin Dorsey**, who will be searching out new British talent for the label.

**PIL** drummer and solo artist **Brian Brain** appeared recently at London's Woolwich Tramshed. After his set finished, a few members of the audience were a little annoyed, but rather than shout it out from the stage, Brain invited the punters backstage to discuss the matter quietly in a gentlemanly manner. For his grace, he was struck in the face with an empty bottle. His stage costume now includes a certain amount of sticking plaster.

Some time ago, **Topper Headon** of *The Clash* bought a set of kettle drums at a bargain price. On reflection, he realized that the set was probably stolen. His hunch was correct, and he traced ownership to the tympani player of the New Symphony Orchestra who perform regularly at The Royal Albert Hall. As a kind of reward, he was asked to perform with the orchestra, which he did, helping out on percussion for a performance of **Tchailkovsky's** "1812 Overture." The concert sold out, due to the publicity, unusual for a Sunday night concert, and all went well. "I really enjoyed it. I hadn't seen a set of tubular bells before, but they are set up like a piano, they told me the key and how many bars, so there was no problem" was how Headon described the concert afterwards, adding that he vaguely remembered hearing the "1812" once before at school.

**Adam and the Ants**, which recently held two singles in the U.K. Top 10 as well as the #1 album slot, is set to appear at a Royal Variety Show.

paul bridge



**PLATINUM BEAUTY** — Producer/composer **Giorgio Moroder**, who has stayed in the limelight with his successful production of product by *Donna Summer* and *Blondie*, is preparing to begin recording international singing star *Madleen Kane* at his Beverly Hills studio for *Friederich Productions*. Pictured are (l-r): *Jean Claude Friederich*, president of *Friederich Prods.*; *Kane*; *Moroder*; and (standing) *Tom Hayden*, *Kane's* manager.

## Canada's Murray Moves On With A Down-to-Earth Style

(continued from page 10)

Canadian music business, Murray shrugs off the "ambassador" label many wish she'd adopt.

"I'm part of the industry, but it's not mine," she said. "In no other country would that (pressure to set an example for a fledgling industry) happen. They say, 'People think of you as an ambassador' . . . to hell they will! I'm proud of the people who have done well in this country, but I have my own thing to do."

Of the Juno awards themselves, she is candid and critical.

"I had to turn down the sound," she said of viewing a video tape of the Juno show upon her return from a Las Vegas engagement. "I think for the image of the Canadian music industry, it did nothing, did less than nothing. I mean, it was a laugh."

There had been reports she did not attend this year's ceremony after a dispute with the program's producers, who reportedly wanted her to host the show.

"They (media) said I turned down the chance to host because I would not be paid enough money. What a lot of garbage that is. I don't need money," she said. "I don't feel right about going. Sometimes you can not be a part of something that is that embarrassing."

"The show itself was the ultimate embarrassment to me. I think it was as bad as I've seen it. There were people on that show who had nothing to do with the music industry. I thought it was all thoroughly unprofessional."

"People say I've abandoned ship, but I don't agree with that. I have a certain amount of self-respect, and I intend to keep it," Murray said.

From the outset, Murray has seemed to excel in situations where she is at her most vulnerable. If she made mistakes during the early part of her career out of naivete and fell victim to management that saw her as something she could not honestly embody, today Murray is as straightforward and gimmick-free a performer as any in her field. It shows in her work, with each album becoming increasingly assured and strengthened.

She once told an interviewer, "my career never really took off until I got my family together."

She can still vividly recall sitting with her agent in a Nevada motel about five years ago, wondering if it was all over. "I played him a rough tape of 'You Needed Me,'" she said. "I knew I had a hit, but I also knew I had to straighten out my life."

After one year away from her work she resurfaced with longtime friend **Leonard Rambeau** as her manager. A revised

business approach resulted in a restored confidence and enthusiasm for her profession.

"I don't think I yet understand the effect that song ('You Needed Me') had on me or the people who heard it. I really meant what I sang. There have been maybe only five or six songs where I could feel that magic. I'm not saying no one else could sing it, but it was made for me, with my fat, round voice. In a sense, the title was wrong — I needed it."

Currently at work on her first album project in more than a year with producer **Jim Ed Norman** in Toronto, Murray expects for the first time to have an album "which could have three or four singles. Never before have I felt this way about an album. I won't go out on the limb, but this is the best I've felt in a long time about a project in advance."

Scheduled for an April release, the LP will also follow another Canadian national television special.

"I really have no great ambition to be remembered for a long period of time," Murray added. "Most importantly, I'd like to be thought of as a good mother and a good wife. My work is not as important as my family."

### Garcia Named To Latin Music Post At Intersong

NEW YORK — **Emilio Garcia** has been named to the post of Latin product administrator for Intersong Music-USA. In his new position, Garcia will be responsible for promoting the Intersong catalog in Latin America, as well as act as liaison between Intersong and Latin American labels in the U.S.

Most recently, Garcia served as vice president of **Roxie Entertainment**, where he handled international licensing and consulting. Prior to that, he had his own management firm, **Emilio Garcia Assoc.**, and served as a consultant to **Sunbury-Dunbar** for its international catalog.



**MUPPETS MEET BLONDIE** — *Deborah Harry* of *Chrysalis* recording group *Blondie* was recently in London to tape a segment of *The Muppet Show*. *Harry* is shown here in her appearance with the *Muppet Punk Band*.

## INTERNATIONAL BESTSELLERS

### Italy

#### TOP TEN 45s

- 1 **Master Blaster (Jammin')** — Stevie Wonder — Motown
- 2 **Anna Dal Capelli Rossi** — I ragazzi dai capelli rossi — CBS
- 3 **Woman In Love** — Barbra Streisand — CBS
- 4 **How Long** — Lipps, Inc. — Casablanca
- 5 **The Wanderer** — Donna Summer — Geffen
- 6 **Don't Stand So Close To Me** — The Police — A&M
- 7 **Cervo A Primavera** — Riccardo Cocciante — RCA
- 8 **Upside Down** — Diana Ross — Motown
- 9 **Enola Gay** — Orchestral Maneuvers in the Dark — Dindisc
- 10 **(Just Like) Starting Over** — John Lennon — Geffen

#### TOP TEN LPs

- 1 **Dalla** — Lucio Dalla — RCA
  - 2 **Zenyatta Mondatta** — The Police — A&M
  - 3 **Cervo A Primavera** — Riccardo Cocciante — RCA
  - 4 **Hotter Than July** — Stevie Wonder — Motown
  - 5 **Gully** — Barbra Streisand — CBS
  - 6 **Amanti** — Jullio Iglesias — CBS
  - 7 **The Wanderer** — Donna Summer — Geffen
  - 8 **Making Movies** — Dire Straits — Vertigo
  - 9 **Diana** — Diana Ross — Motown
  - 10 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- Musica E Dischi

### Japan

#### TOP TEN 45s

- 1 **Sneaker Bruce** — Masahiko Kondo — RVC
- 2 **Koyibitoyo** — Mayumi Itsuwa — CBS/Sony
- 3 **Osaka Shigure** — Harumi Miyako — Nippon Columbia
- 4 **Ayl Wa Kagerou** — Gamu — Teichiku
- 5 **Okuhida Bojo** — Tetsuya Ryu — Trio
- 6 **Kaette Koylo** — Kazuko Matsumura — Victor
- 7 **Hitorijozu** — Miyuki Nakajima — Canyon
- 8 **Happy Date** — The Nolans — Epic/Sony
- 9 **Banri No Kawa** — Chage and Asuka — Warner/Pioneer
- 10 **Blandy Glass** — Yujiro Ishihara — Teichiku

#### TOP TEN LPs

- 1 **Double Fantasy** — John Lennon and Yoko Ono — Warner/Pioneer
  - 2 **Koyibitoyo** — Mayumi Itsuwa — CBS/Sony
  - 3 **Happy Date** — The Nolans — Epic/Sony
  - 4 **Kogarashini Dakarete** — Chiharu Matsuyama — News
  - 5 **We Are** — Of Course — Toshiba/EMI
  - 6 **Toshi '81** — Toshihiko Tawara — Canyon
  - 7 **Junko The Best** — Junko Yagami — Disco
  - 8 **Super Trouper** — ABBA — Disco
  - 9 **North Window** — Seyiko Matsuda — CBS/Sony
  - 10 **Julcy A La Mode** — Juicy Fruits — Nippon Columbia
- Cash Box of Japan

### United Kingdom

#### TOP TEN 45s

- 1 **Shaddap You Face** — Joe Dolce — Epic
- 2 **Vienna** — Ultravox — Chrysalis
- 3 **Woman** — John Lennon — Geffen
- 4 **In The Air Tonight** — Phil Collins — Virgin
- 5 **I Surrender** — Rainbow — Polydor
- 6 **Oldest Swinger In Town** — Fred Wedlock — Rocket
- 7 **The Return Of The Los Palmas 7** — Madness — Stiff
- 8 **Rock This Town** — The Stray Cats — Arista
- 9 **Fade To Grey** — Visage — Polydor
- 10 **Rapture** — Blondie — Chrysalis

#### TOP TEN LPs

- 1 **Double Fantasy** — John Lennon and Yoko Ono — Geffen
- 2 **Kings Of The Wild Frontier** — Adam & The Ants — CBS
- 3 **Vienna** — Ultravox — Chrysalis
- 4 **Making Movies** — Dire Straits — Vertigo
- 5 **The Very Best Of David Bowie** — K-tei
- 6 **Imagine** — John Lennon — Parlophone
- 7 **Manilow Magic** — Barry Manilow — Arista
- 8 **Paradise Theater** — Styx — A&M
- 9 **Mondo Bongo** — The Boomtown Rats — Ensign
- 10 **Visage** — Polydor

— Melody Maker

# JAZZ

## ON JAZZ

**JAZZ OUTREACH** — An education and concert program co-funded by the New York State Division for Youth, the New York City Youth Board and Meet The Composers, a government-funded arts program, has been bringing the history and sounds of jazz into four youth development centers in New York City. The instructors, who work with minors, adjudicated juvenile delinquents and persons in need of supervision placed in Brooklyn, the Bronx and Harlem group homes, include saxophonist **Byard Lancaster**, tuba player **Joe Dalley**, drummer **Phecroan ak Laff** and violinist **Leroy Jenkins**. In a conversation with **Cash Box**, Jenkins spoke of a recent concert program in the Bedford-Stuyvesant section of Brooklyn that featured the violinist with pianist **Anthony Davis** and drummer **Andrew**



**SHATTERING EXPERIENCE** — *Legendary jazzist Ella Fitzgerald recently received a 10 year anniversary cake from Memorex in honor of her 10 years doing the "Is it live or is it Memorex?" campaign. Appropriately, instead of candles on the cake, it was suited with 10 shattered glasses.*

"there is funding for special summer events and outside concerts where the kids can meet the artists." The director adds that while this is the first year that funding has been made available for the program, everyone is hopeful that it won't be the last.

**TOUR PACKAGE** — A group tour tentatively set to feature **Stanley Turrentine**, **Roy Ayers**, **Jean Carn**, **Lonnie Liston Smith** and **Bobbi Humphrey** as an all-star band will get under way on March 26, with dates set in 24 cities. While package tours featuring established artists are not unique, the concept of a jazz star tour without the participation of a record company is. **Jody Wenig**, head of the concert department at Associated Booking Corp., said that "the idea is to present a unique event. I'm not doing this to take work away from sidemen" . . . Also on the tour trail are bassist **Ron Carter**, making dates in Canada, New York and Europe; pianist **McCoy Tyner**, dividing his time between two coasts; and trombonist **Silke Hampton**, who skipped a scheduled appearance with **Dizzy Gillespie** at New York's Avery Fisher Hall in order to take his own group to Europe. Also looking towards Europe is drummer **Panama Francis and His Savoy Sultans**, who will return to the continent in the next few months on a tour being set by the Sultan's new management, Victor O'Gilvie Assoc. If American fans feel that the Europeans are getting all the goods, they should take note that a rare American tour by French pianist **Martial Solal** is planned for the spring.

**VINYL SPECULATION** — British concert promoter **Jeffrey Kruger** is in the United States putting together a distribution network for his independent Bulldog Records. The line will bow in April and carry a \$5.98 list price. Featured in the first batch of issues will be LPs by **Count Basie**, **Duke Ellington**, **Fats Waller**, **Dizzy Gillespie**, **Stan Kenton**, **Woody Herman** and others. A variety of distribution deals are being explored, with sources at Bulldog mentioning CBS and Pickwick as possibilities . . . Discussions on joint distribution and production between ECM and Watt continue, this time centering around the possibility of a "Watt/ECM" imprint on the forthcoming LP, "Social Studies," by the **Carla Bley Band**.

fred goodman

## TOP 40 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1 WINELIGHT</b> GROVER WASHINGTON, JR. (Elektra 6E-305)	1 16	<b>21 SAVANNA HOT-LINE</b> NATIVE SON (MCA 5157)	28 3
<b>2 VOICES IN THE RAIN</b> JOE SAMPLE (MCA 5172)	3 4	<b>22 TWENNYNINE with LENNY WHITE</b> (Elektra 6E-304)	15 17
<b>3 LATE NIGHT GUITAR</b> EARL KLUGH (Liberty LT-1079)	2 13	<b>23 LOVE APPROACH</b> TOM BROWNE (GRP/Arista 5008)	23 33
<b>4 CARNAVAL</b> SPYRO GYRA (MCA 5149)	4 18	<b>24 GOTHAM CITY</b> DEXTER GORDON (Columbia JC 36853)	25 4
<b>5 NIGHT PASSAGE</b> WEATHER REPORT (ARC/Columbia JC 36793)	5 12	<b>25 THE HOT SHOT</b> DAN SIEGEL (Inner City IC 1111)	27 6
<b>6 GIVE ME THE NIGHT</b> GEORGE BENSON (Qwest/Warner Bros. HS 3453)	6 30	<b>26 MAGNIFICENT MADNESS</b> JOHN KLEMMER (Elektra 6E-284)	26 30
<b>7 ALL AROUND THE TOWN</b> BOB JAMES (Tappan Zee/Columbia C2X 36786)	21 2	<b>27 RODNEY FRANKLIN</b> (Columbia JC 36747)	22 15
<b>8 INHERIT THE WIND</b> WILTON FELDER (MCA 5144)	7 19	<b>28 IN CONCERT, ZURICH OCTOBER 28, 1979</b> CHICK COREA and GARY BURTON (ECM-2-1182)	24 12
<b>9 MAGIC</b> TOM BROWNE (GRP/Arista 5503)	11 2	<b>29 OUTUBRO</b> AZYMUTH (Milestone M-9097)	29 10
<b>10 FAMILY</b> HUBERT LAWS (Columbia JC 36396)	9 21	<b>30 NIGHT SONG</b> AHMAD JAMAL (Motown M7-945RA)	30 14
<b>11 CIVILIZED EVIL</b> JEAN-LUC PONTY (Atlantic SD 16020)	8 20	<b>31 'NARD</b> BERNARD WRIGHT (GRP/Arista 5011)	— 1
<b>12 MR. HANDS</b> HERBIE HANCOCK (Columbia JC 36578)	12 15	<b>32 VICTORY</b> NARADA MICHAEL WALDEN (Atlantic SD 19279)	32 19
<b>13 THIS TIME</b> AL JARREAU (Warner Bros. BSK 3434)	14 37	<b>33 RHAPSODY AND BLUES</b> THE CRUSADERS (MCA 5124)	31 35
<b>14 ODORI</b> HIROSHIMA (Arista AL 9540)	10 15	<b>34 LAND OF THE THIRD EYE</b> DAVE VALENTIN (GRP/Arista 5009)	33 23
<b>15 REAL EYES</b> GIL SCOTT-HERON (Arista AL 9540)	13 11	<b>35 LOVE FANTASY</b> ROY AYERS (Polydor/PolyGram PD-1-6301)	34 17
<b>16 IT'S JUST THE WAY I FEEL</b> GENE DUNLAP featuring THE RIDGWAYS (Capitol ST-12130)	19 3	<b>36 YOU MUST BELIEVE IN SPRING</b> BILL EVANS (Warner Bros. HS 3504)	— 1
<b>17 80/81</b> PAT METHENY (ECM 2-1180)	17 17	<b>37 UTOPIA PARKWAY</b> MIKE MANDEL (Vanguard VSD 79437)	35 6
<b>18 TOUCH OF SILK</b> ERIC GALE (Columbia JC 36570)	18 20	<b>38 THE CELESTIAL HAWK</b> KEITH JARRETT (ECM M5E 1175)	37 13
<b>19 SEAWIND</b> (A&M SP-4824)	16 21	<b>39 HOW'S EVERYTHING</b> SADAO WATANABE (Columbia C2X 36818)	39 23
<b>20 4 X 4</b> MCCOY TYNER (Milestone 55077)	20 12	<b>40 CATCHING THE SUN</b> SPYRO GYRA (MCA 5108)	38 50

## JAZZ ALBUM PICKS

**SIXTY MINUTE MAN** — Charles Tyler — Adelphi AD 5011 — **Producer: Charles Tyler** — List: 7.98

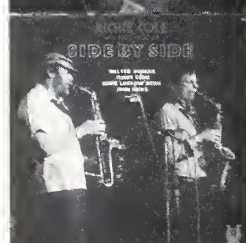
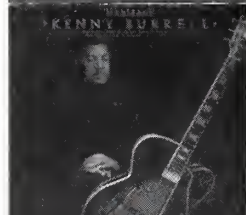
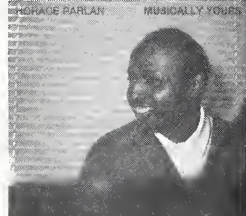
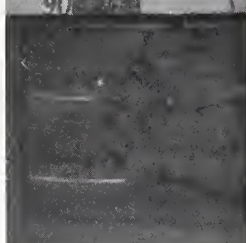
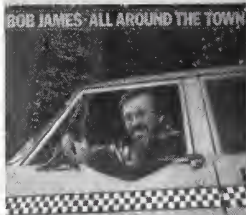
With baritone in hand, saxophonist Charles Tyler goes it alone on this one, originally a live broadcast from Soundscape in New York. With complete comprehension of his instrument's capabilities, Tyler takes the horn from its most sonorous depths to a squealing harmonic exuberance, and uncovers a few improvisational gems along the way. Switching to alto on "The Mid-Western Drifter," the tone becomes conversational and the mood intensely personal.

**ALL AROUND THE TOWN** — Bob James — Columbia/Tappan Zee C2X 36786 — **Producers: Bob James, Joe Jorgensen and Peter Paul** — List: 10.98 — Bar Coded

This is the vinyl document of producer/composer/pianist James' three N.Y. concerts given within one week. The different musical settings include a piano triumvirate with JoAnne Brackeen and Richard Tee, a duet with guitarist Earl Klugh, and groups featuring Steve Gadd, Billy Hart, Mike Lawrence, Idris Muhammad, Tom Scott, Tom Browne and others. A varied look at the James book.

**MIROSLAV VITOUS GROUP** — Miroslav Vitous Group — ECM-1-1185 — **Producer: Manfred Eicher** — List: 8.98

Bassist Vitous leads his quartet featuring saxophonist John Surman, pianist Kenny Kirkland and drummer Jon Christensen on this second foray for ECM. Unlike many groups whose leaders lend name only to outings, Vitous remains boldly in the forefront of this group throughout, with each track focusing sharply on his considerable arco and pizzicato talents. "Second Meeting," "Gears," and "Interplay" unfold in an atmosphere of relaxed freedom.



**MUSICALLY YOURS** — Horace Parlan — Steeplechase SCS 1141 — **Producer: Nils Winther** — List: 8.98

Parlan, residing in Denmark for some time now, has been enjoying the type of relationship with Steeplechase Records that should keep him in that country forever. This 1979 solo date finds Parlan as fluid and expressive as ever. Treatments of "Ill Wind," "Lullaby of the Leaves," "Ruby My Dear," "Memories of You" and "Alone Together" get the Parlan touch. The pianist's own "Musically Yours" rounds out a solid date from a solid artist.

**HERITAGE** — Kenny Burrell — AudioSource ASD-1 — **Producer: Jeffrey Weber** — List: 9.98

Aided by a cadre of stunning sidemen like Patrice Rushen, Oscar Brashear, Shelly Manne, Andy Simpkins and others, Burrell strikes a totality in emotional range with this music. Burrell employs sparse, but pertinent, chops on compositions by Gillespie, Ellington, W.C. Handy, Armstrong and Trane. Best cuts include "Tunisia," "Naima," "Mood Indigo" and Burrell's rendering of Thad Jones' "A Child Is Born."

**SIDE BY SIDE** — Richie Cole with Phil Woods — Muse MR 5237 — **Producer: Mitch Farber** — List: 8.98

The alto sax conversations here between Richie Cole and Phil Woods are articulate, laced with a vibrant range of drama and even more tongue-in-cheek humor. Uncompromising bebop and bits and pieces of its post-era brethren is the stuff of this LP. "Nagahyde Reality" is perhaps the most adventurous cut on an album that relies more on foundation than undeveloped ideas. Other top cuts are "Save Your Love For Me" and "Eddie's Mood/Side By Side."



# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1</b> GAP BAND III GAP BAND (Mercury/PolyGram SRM 1-4003)	2	<b>10</b>	<b>39</b> IRONS IN THE FIRE TEENA MARIE (Gordy/Motown G8-999M1)
<b>2</b> HOTTER THAN JULY STEVIE WONDER (Tamil/Motown T8-373M1)	1	<b>17</b>	<b>40</b> GOLDEN TOUCH ROSE ROYCE (Whitfield/Warner Bros. WHK 3512)
<b>3</b> IMAGINATION THE WHISPERS (Solar/RCA BZL 1-3578)	3	<b>7</b>	<b>41</b> THE AWAKENING THE REDDINGS (Believe in A Dream/CBS JZ 36875)
<b>4</b> THE TWO OF US YARBROUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	5	<b>7</b>	<b>42</b> AUTOAMERICAN BLONDIE (Chrysalis CHE 1275)
<b>5</b> FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL 1-3720)	4	<b>14</b>	<b>43</b> GIVE ME THE NIGHT GEORGE BENSON (Owest/Warner Bros. HS 3453)
<b>6</b> STONE JAM SLAVE (Cotillion/Atlantic SD 5224)	7	<b>20</b>	<b>44</b> ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)
<b>7</b> CELEBRATE KOOL & THE GANG (De-Lite/PolyGram DSR 9518)	6	<b>20</b>	<b>45</b> INHERIT THE WIND WILTON FELDER (MCA-5144)
<b>8</b> IN OUR LIFETIME MARVIN GAYE (Tamil/Motown T8-374M1)	12	<b>5</b>	<b>46</b> SWEET VIBRATIONS BOBBY "BLUE" BLAND (MCA 5145)
<b>9</b> LIVE AND MORE ROBERTA FLACK and PEABO BRYSON (Atlantic SD 2-7004)	10	<b>11</b>	<b>47</b> JOY AND PAIN MAZE featuring FRANKIE BEVERLY (Capitol ST-12087)
<b>10</b> TOUCH CON FUNK SHUN (Mercury/PolyGram SRM-1-4002)	9	<b>12</b>	<b>48</b> THERE MUST BE A BETTER WORLD SOMEWHERE B.B. KING (MCA-5162)
<b>11</b> AS ONE THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	11	<b>12</b>	<b>49</b> ELOISE LAWS (Liberty LT-1063)
<b>12</b> WINE/LIGHT GROVER WASHINGTON, JR. (Elektra 6E-305)	13	<b>16</b>	<b>50</b> BETTER DAYS THE BLACKBYRDS (Fantasy F-9602)
<b>13</b> THREE FOR LOVE SHALAMAR (Solar/RCA BZL1-3577)	14	<b>7</b>	<b>51</b> ZAPP (Warner Bros. BSK 3463)
<b>14</b> TRIUMPH THE JACKSONS (Epic FE 36424)	8	<b>20</b>	<b>52</b> TURN THE HANDS OF TIME PEABO BRYSON (Capitol ST-12138)
<b>15</b> ARETHA FRANKLIN (Arista AL 9538)	15	<b>19</b>	<b>53</b> LICENSE TO DREAM KLEEER (Atlantic SD 19288)
<b>16</b> FACES EARTH, WIND & FIRE (ARC/Columbia KC 36795)	18	<b>15</b>	<b>54</b> CARNAVAL SPYRO GYRA (MCA 5149)
<b>17</b> FEEL ME CAMEO (Chocolate City/ PolyGram CCLP 2016)	17	<b>18</b>	<b>55</b> DIANA DIANA ROSS (Motown M8-936)
<b>18</b> AT PEACE WITH WOMAN THE JONES GIRLS (Phila. Int'l./CBS JZ 36767)	16	<b>20</b>	<b>56</b> ULTRA WAVE BOOTSIE (Warner Bros. BSK-3433)
<b>19</b> CITY NIGHTS TIERRA (Boardwalk FW 36995)	21	<b>10</b>	<b>57</b> HURRY UP THIS WAY AGAIN THE STYLISTICS (TSOP/CBS JZ 36470)
<b>20</b> I HAD TO SAY IT MILLIE JACKSON (Spring/PolyGram SP-1-6730)	20	<b>7</b>	<b>58</b> THE BOYS ARE BACK STONE CITY BAND (Gordy/Motown G8-1001M1)
<b>21</b> JERMAINE JERMAINE JACKSON (Motown M8-1499F)	22	<b>13</b>	<b>59</b> I LIKE WHAT YOU'RE DOING TO MEI YOUNG AND COMPANY (Brunswick BL 754224)
<b>22</b> SKYYPORT SKYY (Salsoul/RCA SA-8537)	24	<b>12</b>	<b>60</b> LOVE IS... ONE WAY ONE WAY (MCA-5163)
<b>23</b> THIS IS MY DREAM SWITCH (Gordy/Motown G8-999M1)	23	<b>16</b>	<b>61</b> SWEET SENSATION STEPHANIE MILLS (20th Century-Fox/RCA T-603)
<b>24</b> GAUCHO STEELY DAN (MCA-6102)	25	<b>4</b>	<b>62</b> ALL AROUND THE TOWN BOB JAMES (Tappan Zee/Columbia C2X 36786)
<b>25</b> MAGIC TOM BROWNE (GRP/Arista 5503)	52	<b>2</b>	<b>63</b> REAL EYES GIL SCOTT-HERON (Arista AL 9540)
<b>26</b> DIRTY MIND PRINCE (Warner Bros. BSK 3478)	27	<b>18</b>	<b>64</b> HEROES COMMODORES (Motown M8-993M1)
<b>27</b> HOUSE OF MUSIC T.S. MONK (Mirage/Atlantic WTG 19291)	46	<b>6</b>	<b>65</b> PORTRAIT OF CARRIE CARRIE LUCAS (Solar/RCA BXL 1-3579)
<b>28</b> GREATEST HITS MANHATTANS (Columbia JC 36861)	28	<b>11</b>	<b>66</b> RAY, GOODMAN & BROWN RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6299)
<b>29</b> SHADES OF BLUE LOU RAWLS (Phila. Int'l./CBS JZ 36774)	30	<b>7</b>	<b>67</b> SEAWIND (A&M SP-4824)
<b>30</b> VOICES IN THE RAIN JOE SAMPLE (MCA-5172)	36	<b>5</b>	<b>68</b> DEE DEE DEE DEE SHARP GAMBLE (Phila. Int'l./CBS JZ 36370)
<b>31</b> TP TEDDY PENDERGRASS (Phila. Int'l./CBS FZ 36745)	19	<b>29</b>	<b>69</b> SWEAT BAND (Uncle Jam/CBS JZ 36857)
<b>32</b> KANO (Emergency EMLP 7505)	32	<b>11</b>	<b>70</b> SPECIAL THINGS POINTER SISTERS (Planet/Elektra P-9)
<b>33</b> POSH PATRICE RUSHEN (Elektra 6E-302)	31	<b>14</b>	<b>71</b> THE WANDERER DONNA SUMMER (Geffen GHS 2000)
<b>34</b> SHINE ON L.T.D. (A&M SP 4819)	29	<b>26</b>	<b>72</b> TWENNYNINE with LENNY WHITE (Elektra 6E-304)
<b>35</b> TROMBIPULATION PARLIAMENT (Casablanca/PolyGram NBLP 7240)	26	<b>11</b>	<b>73</b> LATOYA JACKSON (Polydor/PolyGram PD-1-6291)
<b>36</b> CANDLES HEATWAVE (Epic FE 36873)	33	<b>12</b>	<b>74</b> 14 KARAT FATBACK (Spring/PolyGram SP-1-6729)
<b>37</b> LET'S BURN CLARENCE CARTER (Venture VL 1005)	47	<b>11</b>	<b>75</b> MR. HANDS HERBIE HANCOCK (Columbia JC 36578)
<b>38</b> THE DRAMATIC WAY THE DRAMATICS (MCA-5146)	41	<b>15</b>	



**BENEFIT SHOW** — Cotillion recording group Sister Sledge recently co-sponsored a special show to raise funds for the benefit of research into Lupus Disease. The group was touched by the disease personally when back-up band member Gary Cooke died last year from the disease. Pictured backstage during the show, which featured Ben Vereen and Grover Washington, among others, are (l-r): Kim Sledge, Debbie Sledge, labelmate Stacey Lattisaw, Joni Sledge and Kathie Sledge.

## THE RHYTHM SECTION

**SHIFT IN EMPHASIS** — Comments by black retailers on the recently unveiled "Black Music Is Green" campaign, which is being waged by the National Assn. of Recording Merchandisers (NARM) and the Black Music Assn. (BMA), stressed the need for the organizations to more directly address the problems small retailers face in trying to expand their black music business. The joint BMA/NARM "Black Music Is Green" merchandising campaign is designed to draw from case histories of various retailers who have been successful in selling black music, and then to discuss techniques and practices employed to achieve the success. The information will come to interested retailers via seminars to be included in this year's NARM Convention, set for April in Hollywood, Fla., and again during the BMA convention, set for June in Los Angeles. Black retailers, however, feel that to aid their cause more fundamental support is necessary. "To successfully continue merchandising black music, we need more advertising and radio time buys," said Bruce Webb, who operates Webb's Department Store in Philadelphia. Webb also said that labels could respond more consistently to requests for in-store merchandising aids and be more prudent in the release of black product. Webb also said that small retailers specializing in black music could benefit from sales incentive programs attached to new artists releases. He said incentives offered the dealer allowed more room for passing such savings on to consumers. Those contacted agreed that training and other educational programs developed by NARM and the BMA are a source of valuable information, but also that such forums are defused when record companies don't supply dealers with basic tools. Sylvia Williams of Sylvia's Records in Washington, D.C. summed up black retailers' frustrations when she said, "You learn these things, but if you aren't getting the promotion and display material you need, you're still up against the wall."

**COMMITMENT** — ECM Records' Shella Jordan and Steve Kuhn's recent visit to Los Angeles for a gig at the Maiden Voyage was an example of how committed the pair are to their music. For Jordan, it was only the second time she had ever visited Los Angeles, and her first professional visit. For Kuhn, who doesn't like to travel, it was a necessary agony. Both artists, whose jazz integrity has maintained steady cult followings over the last 20 years, take part-time jobs when not touring or recording. Jordan works in an office and, Kuhn does everything from teaching music to "working commercial gigs" to support their music habits. A refreshing circumstance when you consider the lengths some will go to try to make a living in this industry.

**PRESERVATION** — MVP/PolyGram duo Peaches & Herb recently supported Black History Month by donating a special collection of recordings by black composers and performers to Horace Mann Junior High School in Los Angeles, L.A.'s largest black enrolled junior high. With every major record label participating in establishing the historical archive, the collection includes material featuring spirituals, ragtime, blues, documentary recordings of famous blacks in history and contemporary releases of the last decade. The singing duo addressed the students during presentation of the collection to school officials.

**AIRWAVES** — Georgia state senator and renowned political activist Julian Bond is scheduled to soon join the Sheridan Broadcasting Network (SBN) to do a syndicated show, titled *Bond's Byline*, as part of the *SBN Focus* program . . . KDKO/Denver staff basketball team is set to play a series of non-profit organizations with funds being forwarded to local needy causes.

**HOT CROSSOVER VINYL** — With its Chrysalis album "Autoamerican" on the *Cash Box* B/C Album chart only one week, Blondie's single, "Rapture," crossed to the *Cash Box* Top 100 B/C Singles chart to debut at #65 bullet . . . "All American Girls" by Cotillion's Sister Sledge (#95 bullet), Peabo Bryson's Capitol LP, "Turn The Hands Of Time" (#134 bullet), and "There Must Be A Better World Somewhere" by MCA's B.B. King (#161 bullet) were the top crossovers on the *Cash Box* Top 200 Albums chart.

**SHORT CUTS** — Arista's *Bus Boys*, recently on the road like dervishes probing the darker regions of America's underbelly, returned to its native Los Angeles for a date at UCLA's Ackerman Grand Ballroom last week (Feb. 25). *Bus Boys* protegee Roach and the *White Boys* opened the show for this lively set of irreverent rockers . . . Beckett Records recently signed Archie Bell, of *Drells* fame, to an exclusive recording contract. An album by Bell, now being produced in the Philadelphia area, is scheduled for a mid-March release . . . LAX Records recently released Funkadelic's "Connections & Disconnections" album under its new agreement with CBS Distribution. The title track from this album, which is described as a funk opera, was shipped as a single three weeks ago . . . Mercury's top-charting debut act, *Yarbrough & Peoples* has been busy on the vid airwaves with tapings on the *Merv Griffin Show*, *Solid Gold*, *John Davidson Show* and *Soul Train* programs. The Texas-bred duo also participated as presenters and performers on the recent R&B Awards show on ABC.

michael martinez



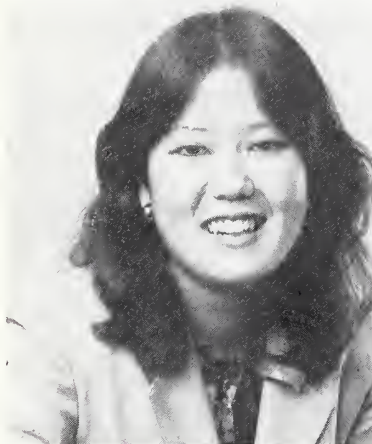


# COIN MACHINE

## Atari Expands Marketing Staff



Mariann Layne



Mary Takatsuno

SUNNYVALE — Frank Ballouz, director of marketing for Atari's Coin-op division, announced the appointment of Mariann Layne as marketing services supervisor. In this position, she will have responsibility for trade shows and sales promotions, and will coordinate advertising and publicity programs related to marketing of Atari products.

Layne comes to Atari from the San Martin Winery, where she was national public relations manager. She also is currently attending Santa Clara University, studying for a Masters degree in Business Administration.

In making the announcement, Ballouz stated, "We are pleased to have Mariann join the marketing department. Her previous communications experience will be a tremendous additional asset in her new post with Atari." Laura Burgess, previously assistant to Frank Ballouz, will become Layne's assistant.

In related announcements, Mary Takatsuno has been promoted to market research supervisor. She has been with Atari's marketing department for the past three years. As supervisor of market research, Takatsuno will be responsible for initiating and directing research in the areas of prototype game development and the analysis of market trends. She will also be assisting in the expansion and development of new markets for video games. Linda Butcher will continue her role as market research analyst.

Leslie McFarland has also joined the marketing department as junior research assistant. Her responsibilities include the

(continued on page 37)



**FLASH FANS** — Bally's "Flash Gordon" pin features some of the spacey sounds Elektra/Asylum Group Queen created for the new film. Pictured testing out the stylish flipper are (l-r): WMMS-FM/Cleveland program director John Gorman; E/A Cleveland promotional representative Murray Saul; and WEA special projects director Dave Lucas.

## Betson Pacific Opens Vending Division

LOS ANGELES — Betson Pacific president Peter Betti announced the opening of the distributor's new vending division in Betson's Los Angeles headquarters office and said John Lotz has been appointed director of marketing for the vending division.

"We wanted the new division to be headed by someone with a strong experience base in vending," commented Betti, in making the announcement. "With John's background and qualifications, hav-

ing worked at all levels of the industry, Betson Pacific has the best person to help make us the leading vending supplier in the Southwest."

Betti pointed out that Betson Pacific is the distributor for Moyer Diebel and Rock-Ola vending equipment in the area. He indicated that Betson will also handle other product lines such as Automatic Products, National Rejectors, Ardac Bill Changers

(continued on page 37)

## Universal Bows Two New Video Games

SANTA CLARA — Universal USA is in the process of sample shipping the new "Space Panic" video game to its distributor network. The model will be available in upright and table versions.

In playing the game, the player operates a "man," positioning him on different levels of ladders and digging holes in the process, the object being to trap attacking monsters and enclose them in the holes. Point values are awarded according to the number of floors from which the monster drops. Once a monster drops into a hole the hole must be filled up quickly to prevent escape.

As skill develops, the game becomes progressively more challenging and the attackers vary in number, shape and distance they must fall to be destroyed.

Also in release is Universal's new space combat video upright game called "Zero Hour," which is enhanced by a colorful dis-

play of a space craft passing through multi-colored asteroids. The combat action centers on the craft being launched from earth to attack the enemy, which is under the protection of energy fields.

### Play Features

By controlling an eight-position joystick and a rapid fire button, the player can destroy the onslaught of asteroids and await the brief moment when the enemy's energy field disappears. If hit, the enemy's craft splits into three attacking ships for added challenge. If the player successfully completes the destruction of the enemy, the space craft must carefully be redocked to obtain bonus points.

Further information about the new games may be obtained through factory distributors or by contacting Universal USA, 3250 Victor St., Santa Clara, Calif. 95050.



'Space Panic'



'Zero Hour'

## THE JUKE BOX PROGRAMMER

### TOP NEW POP SINGLES

1. **RAPTURE BLONDIE** (Chrysalis CHS 2485)
2. **WHAT KIND OF FOOL BARBRA STREISAND & BARRY GIBB** (Columbia 11-11430)
3. **HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')** NEIL DIAMOND (Capitol 4960)
4. **DON'T STAND SO CLOSE TO ME** THE POLICE (A&M 2301)
5. **FADE AWAY** BRUCE SPRINGSTEEN (Columbia 11-11431)
6. **MORNING TRAIN (NINE TO FIVE)** SHEENA EASTON (EMI-America 8071)
7. **WHILE YOU SEE A CHANCE** STEVE WINWOOD (Island IS 49656)
8. **DON'T STOP THE MUSIC** YARBROUGH & PEOPLES (Mercury/PolyGram 76085)
9. **JUST THE TWO OF US** GROVER WASHINGTON, JR. (Elektra E-47103)
10. **ANGEL OF THE MORNING** JUICE NEWTON (Capitol 4976)

### TOP NEW COUNTRY SINGLES

1. **I HAVE A DREAM** CRISTY LANE (Liberty 1396)
2. **LOVIN' WHAT YOUR LOVIN' DOES TO ME** CONWAY TWITTY & LORETTA LYNN (MCA 51050)
3. **TEXAS WOMEN** HANK WILLIAMS, JR. (Elektra/Curb E-47102)
4. **EVERY NOW AND THEN** BRENDA LEE (MCA 51047)
5. **LEONARD** MERLE HAGGARD (MCA 51048)
6. **COMPLETELY OUT OF LOVE** MARTY ROBBINS (Columbia 11-11425)
7. **FALLING AGAIN** DON WILLIAMS (MCA 51065)
8. **IT'S A HEARTACHE** DAVE & SUGAR (RCA PB-12168)
9. **REST YOUR LOVE ON ME/I AM THE DREAMER** CONWAY TWITTY (MCA 51059)
10. **PICKIN' UP STRANGERS** JOHNNY LEE (Full Moon/Asylum E-47105)

### TOP NEW B/C SINGLES

1. **ALL AMERICAN GIRLS** SISTER SLEDGE (Cotillion/Atlantic 46007)
2. **SUKIYAKI** A TASTE OF HONEY (Capitol P-4953)
3. **PERFECT FIT** JERRY KNIGHT (A&M 2304)
4. **HOW 'BOUT US** CHAMPAIGN (Columbia 11-11433)
5. **JUST THE TWO OF US** GROVER WASHINGTON, JR. (Elektra E-47103)
6. **EVERYTHING IS COOL** T-CONNECTION (Capitol P-4968)
7. **GET TOUGH** KLEER (Atlantic 3788)
8. **YOU'RE TOO LATE** FANTASY (Pavillion/CBS JZ6 6407)
9. **F-ENCOUNTER** BOOTSY (Warner Bros. WBS 49661)
10. **BEING WITH YOU** SMOKEY ROBINSON (Tamla/Motown T 54321F)

### TOP NEW A/C SINGLES

1. **SOMEBODY'S KNOCKIN'** TERRI GIBBS (MCA-41309)
2. **CAFE AMORE** SPYRO GYRA (MCA 51035)
3. **GUITAR MAN** ELVIS PRESLEY (RCA JH-12158)
4. **KISS ON MY LIST** DARYL HALL & JOHN OATES (RCA JH-12142)
5. **KEEP ON LOVING YOU** REO SPEEDWAGON (Epic 19-50963)

# COIN MACHINE

## Stern Bows New 'Freefall' Pingame

CHICAGO — Stern Electronics, Inc. announced plans for international distribution of a new solid state four-player pinball game called "Freefall," which is scheduled for release this month.

Designed by pinball industry pioneer Harry Williams, Freefall features multiple ball play whereby a bonus feature picks up and transports the ball across the playfield — by tramway — to an elevated launch site. The ball accumulator is activated following completion of the "skydiver" scoring sequence and can launch as many as three balls simultaneously onto the playfield.

Freefall's three-dimensional, richly colored backglass of azure blues, shaded to deep purples and other dawn-to-dusk sky colors, emphasizes the game's ethereal theme, depicting celestial winged nymphs free-floating under an impressionistic scripted logo.

Among the game's scoring highlights are a "lighted line selector changer," a player-controlled option which enables the player, by depressing both flippers, to change the lighted line selector on the bonus multiplier



'Freefall'

scoring feature; numerical drop targets that score 10,000 points or, if made in sequence, 50,000 points, and a bonus multiplier which can increase the point value up to 14 times.

As a further enhancement the new model has a 20-word vocabulary which signals game "Take Off," identifies players by number (one through four) and alerts players

## Atari Expands Marketing Team

(continued from page 36)

collection and assessment of information gathered in player surveys and field tests. She will also serve a sales support function, and will be involved in special project implementation for new markets. McFarland is a recent San Jose State University graduate with a B.S. degree in marketing.

"Market research continues to play an increasingly vital role in the marketing effort at Atari," stated Ballouz. "The additions to our marketing and research staffs are part of our on-going program to further strengthen our capability in these areas and to increase our ability to provide more new games that are proven marketplace successes."

to the completion of sequenced scoring features.

Freefall's advanced solid state electronic system was designed and manufactured by Universal Research Laboratories, Inc., a Stern subsidiary.

Further information about the new game may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway Chicago, Ill. 60614.

## Betson Pacific Opens Vending Division

(continued from page 36)

and complementary equipment. "Our intention is to have the largest supply of parts and equipment on the West Coast to best serve our vending customers," added Lotz. "We will be doing some revolutionary things including new services our customers deserve." The Southern California distributor also serves operators in Arizona, Nevada and Hawaii.

Lotz has been in the vending industry for over 12 years. In his previous position as marketing manager for Moyer Diebel, he worked to develop a Cooperative Service Vending leasing program for operators. "The program has had excellent results," he said. "There are many innovations for the vending industry to adjust to today's conditions; CSV leasing is one viable avenue."

KEEP YOUR EYE ON GPI

# INTRUDER FROM GamePlan

NEW LASER BASE GAME CHALLENGES SKILL AND PROMOTES PROVED PROFIT PERFORMANCE . . .

Intruder has the popular space motif . . . but there the comparison with competitive units ends, or more likely, begins.

With most players becoming increasingly more skillful, now comes a game to challenge their highly sharpened techniques while being equally exciting to the occasional player.

Intruder is a unique combination of graphics, challenge, excitement and electronics to fulfill all of the requirements of a successful game that commands the first coin and promotes continuous play.

Rather than the usual action of space ships attacking the player, Intruder features two space ships in combat with each other. Two mother ships are located top and bottom with numerous space vehicles passing between them. Points are scored both for hitting the opposing mother ship and lesser points for hitting the smaller ships in between. But, there's a catch. There is a limited fuel supply. So, if the player uses too much fuel shooting the smaller ships, his laser will not reach the main ship for the big score. Then, he gets zapped!



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# COIN MACHINE

## PERSONALITY PROFILE

### Empire's Zeidman Nears Half Century In Coin Business

by Frank Manners

CHICAGO — Leonard Zeidman of Empire Distributing is nudging 50 years in the coin business. How many can make that statement? It's been a half century of satisfaction and aggravation, but most of all hard work.

The story begins in 1929, somewhere in the Stone Age of the coin machine business. Zeidman was hanging around a candy store in Chicago and met local operator Eli Schulman, who was installing a machine. With his curiosity piqued and his desire to repair things titillated, Zeidman took a part-time job with Schulman.

His first challenge was repairing Mills counter games and the earliest Bally pinballs. The challenge was hardly taxing, however, since reconditioning in those days simply consisted of changing rubbers and straightening metal pins. The games were cheap then — \$6 to \$10 — and collections were healthy; operators emptied the coin box two or three times weekly.

#### Peanut Route

Zeidman put aside game service when he entered college, but he did begin operating. Along with his brother, he slowly put together a route of 2,000 peanut machines in speakeasies, candy stores and pool halls. The machines cost \$14.50.

The industrious pair made a little bit of history in the nut business. To outshine the competition and get locations they needed a gimmick, so they were the first to introduce red pistachio nuts. Zeidman spent his after school hours on the route, doing collections and service. His shop was the back of a Ford convertible.

After a year the route was sold and Zeidman concentrated on college. However, prior to graduation, he reconsidered his intended career in engineering or teaching, discovering that it could not provide sufficient finances. Instead, (and this was in the mid-'30s) he and his brother operated a cigar store and the coin machine business was shunted aside for six years.

Nevertheless, Zeidman's desire to tinker with games would not remain quiescent. The satisfaction of unraveling the problem of fixing them motivated him. Consequently during World War II, he worked days in the game shop of area operator Phil Schwartz and took the night shift at a defense plant. A neophyte company called Empire Coin Machine Exchange supplied Schwartz with



Leonard Zeidman

parts and S.L. London in Milwaukee sold his truck loads of bargain basement equipment.

#### Joins National Coin

In the late '40s games were banned in Chicago so Leonard joined local distributor National Coin. After a start in the shop, he traveled the midwest as one of the earliest field service representatives. In its pioneering program, National wanted to spur sales by familiarizing mechanics with the names of machine parts and standard repair procedures. This was an era of step-up units, not motors. The industry blossomed — new factories appeared, old ones were rejuvenated.

In the mid-'50s Zeidman left National Coin for full-time duty on Empire's route. The switch, however, was short lived. Chicago again banned games and Leonard first did service for suburban operator Rudy Kit; then worked nine months in Indiana for Phil Schwartz, setting up licensed in-line gaming devices.

In-line machines were banned next and shuffle alleys filled the breach. Zeidman spent the time training several mechanics who would later become local operators.

Post-Indiana, Zeidman returned to the streets to put together the largest route in Chicago, Empire's 500 shuffles. Shuffles were easy to license money makers and were eventually followed by the bumper pool and ball bowler craze. After the route was sold, Zeidman went into the shop temporarily for two weeks, but remained on the job for 20 years and in the interim Empire became Empire Distributing, Inc. He served as shop supervisor for 18 years while moonlighting at night, servicing 1000 pieces. Now he serves as Empire's traffic supervisor.

### Atari Introduces Pair Of New Video Games At European Trade Shows

SUNNYVALE — Two new video games — "Red Baron" and "Warlords" — were premiered at the recently held ATE (London) and IMA (Germany) trade shows by Atari's Coin-op division. The new models, which are scheduled for release later this year, were exhibited in London by Music Hire Group and Ruffler & Deith, Atari distributors for the U.K.; and in Frankfurt by Lowen Automaten and Nova Apparate, the factory's distributors in Germany.

Red Baron is Atari's latest first person combat video game where the player assumes the role of a WWI fighter pilot searching the skies for the enemy. In the play process the horizon shifts and tilts as the player maneuvers the joystick to intercept and destroy enemy biplanes, observation blimps and ground targets before being hit.

The reality of actual flight is further enhanced by Atari's unique Quadrascan "3-D" screen graphics and exciting sound effects. This model will be available in both upright and sit-down cabinets.

Warlords is a cocktail table game for one, two, three or four players. It's a game of medieval defense and conquest in which players must protect their king, defend castle walls and destroy the enemy warlord. With the aid of a "Power Stone," the player can catch a fireball and redirect it, aiming it at the enemy castle opposite him. As player skill increases, the game responds to

provide more player challenge, increasing the number and speed of the fireballs. The newly redesigned cocktail cabinet offers comfortable seating for four.

Atari's current hits, "Asteroids," "Missile Command" and "Battlezone" were also displayed and continuously played at both conventions.

In addition to the product introduction, Atari also hosted a cocktail party for ATE attendees, which was held in the Ballroom of the famed Dorchester Hotel in London and attended by operators and distributors from all over the U.K., Europe and by many U.S. distributors as well.

During the ATE show, Mary Takatsuno and Linda Butcher, Atari's marketing research team, conducted a "Tellus" survey of attending operators and distributors from the United Kingdom to gain current data about Atari games, service support, etc.

### Advance Automatic Sets Hawaii Service School

CHICAGO — The Ilikai Hotel in Honolulu, Hawaii will be the scene of a weeklong, multi-factory service school being sponsored by Advance Automatic Sales Co. of San Francisco. Classes will be held from 9 a.m. to 5 p.m. daily beginning on March 9 and concluding on the 13th.

Each of the participating factories will have individual sessions and these include Gremlin-Sega (9), Cinematronics (10), Atari (11), Bally (12) and Midway (13), with technicians and service personnel from the respective firms conducting.

In a letter of invitation to all operators in Hawaii, C. N. McMurdie, president of Advance, noted that a similar program was sponsored last year with great success. "We feel that these schools are worthwhile and offer a great assistance to the operator and we are quite certain that the school being held this year will be equally good in providing useful help and information," he added.



**EAGLE HAS LANDED** — "Eagle," a space fantasy video game, is among the current products in the Centuri lineup. It's a one- or two-player game of heated action in which the player controls and defends a spacecraft against waves of attacking atomic war birds. Time is a factor and speed accelerates in the play process as an incentive for high score. The upright model contains a 19 inch color monitor and is designed in classic cabinet styling. For the location with limited space Centuri offers the "Maxi" cabinet with a 13 inch color monitor and a walnut grain cabinet.

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# COIN MACHINE

## CHICAGO CHATTER

**Cash Box** received a call last week from 22-year-old **Kevin Fair** of Boise, Id., who scored a total of 200,480 points ("in about 58 minutes") on a Midway "Galaxian" video game. The feat was accomplished, and duly witnessed, he said, at the Po-jo Electronic Amusement arcade in Boise. Kevin's previous high score of 131,000 points was made in Ray's Bachelor-I Bar in Keego Harbor, Mich. while he was living in Detroit. It was here that his interest began and, at this point, he'd like to know where he ranks in the world championship standing on the game.

HEAR TELL THAT Bally has something big on the planning board for this spring — involving distribs service people. Keep tuned to **Cash Box** for further developments.

THERE'S PLENTY HAPPENING AT Empire Dist., Inc. these days, what with a string of hit video sellers, the expected arrival of some hot, new pinballs and a decided surge in phonograph sales. With respect to the latter, marketing chief **John Neville** reports a good upswing in sales of Rock-Ola phonos, especially in the past 30 days — and with emphasis on the recently debuted Max 2 model. In videos, Midway's "Pac Man" just won't stop selling, Atari's "Battlezone" continues on the best seller list and Neville said the distrib has written up a pile of orders for Gremlin's upcoming "Astro Blaster" — sight unseen and based solely on the reports of the game's tremendous impact at ATE. (Incidentally, Gremlin is to be commended for such an outstanding brochure on this piece.) The Centuri "Phoenix" upright video and the Amstar cocktail table version are both doing extremely well, he added. Cocktail tables continue to flourish in this market and with some untapped locations still out there he expects steadily increasing activity. Empire has been booking orders for the new "Space Invaders Trimline," which is coming soon from Taito America — and Neville said he is anxiously awaiting the arrival of two hot, new pinballs, namely, Bally's "Flash Gordon" and Gottlieb's "Force II."

## EASTERN FLASHES

Latest addition to the area's coinbiz scene is the newly opened U.S. office of Nintendo — Nintendo of America, Inc., to be exact. This is the first U.S. outlet of the noted Japanese manufacturer and it is located at 1107 Broadway (Suite 1420) in New York City. As noted by company president **Minoru Arakawa**, the new office will serve mainly in sales and distribution. Among current products being marketed in the U.S. is the "Radarscope" video game.

AND SPEAKING OF NINTENDO, Mondial Springfield just added the line to its product roster for the New Jersey market, as we learned from **Tony Yula**. Distrib is now awaiting delivery of "Radarscope." He also mentioned receiving initial shipments of Gottlieb's "New York, New York" video game, which is meeting with very good reaction; and Taito America's "Polaris," which is likewise getting a very good reception from ops. The Exidy "Spectar" in "classic" and upright models is quite a big seller, he added. The new cabinet design is making its mark in the areas, Yula noted, "smaller operators find it easy to move around" and a real door opener to new locations. Cocktail tables, which previously were not too well accepted in this market, have been picking up just beautifully — and Yula sees a continuation of this trend through 1981.

BUSINESS IS "sensational" at Cleveland Coin-Columbus, according to **Stanley Knoll**. The year 1980 was a banner one and '81 has a super start, thanks to some exceptional equipment. Hit pieces include Midway's "Rally-X," Centuri's "Phoenix," Stern's "Berzerk" and Williams' "Black Knight," to name a few. Knoll also expressed enthusiasm for the new Game Plan video "Intruder." Good things are happening, as he pointed out, and new locations for coin-op equipment are flourishing. Convenience stores have been big business in this market before now — and still are, but in addition, there are so many other good locations opening up, he said, including Sears Roebuck & Co., where you can see a small game room with an assortment of coin-op equipment, and the men's section of department stores as well as the big super markets. This, he added, is of benefit to all levels of the industry — and should make for a great year.

## CALIFORNIA CLIPPINGS

C.A. Robinson vice president **Ira Bettelman** maintains that the Southern California is not experiencing the normal dip in sales at this time of year because of the plethora of top quality machines on the scene and the large number of new locations opening up. "The operator who is going back to the locations that have said no to games in the past is finding these establishments much more receptive," insists Bettelman. "Those people who are persevering and knocking on doors a second time are winning out in the long run." Bettelman also mentions that factories, distributors and operators were banding together for a team effort on accounts that were unreceptive to videos in the past. The distrib's v.p. also related that he was excited to see Midway's "Rally X" and Centuri's "Phoenix" finally arrive.

IT'S BEEN POSTPONED ANOTHER MONTH because of the New Orleans Show, but **Oscar Robins** promised that Betson Pacific will have plans for a Gottlieb service school set by late April. Gamewise, Robins tells us that "anything that's decent is moving." He was also pleased with the longevity of the cocktail table market. "Owners of nice dinner houses and bars that wouldn't think of putting games in a few years back are coming around when they find out how lucrative and easy to run the cocktail table is," says Robins.

## INDUSTRY CALENDAR

- March 12-14; Amusement Operators Expo; annual trade conv.; Hyatt Regency Hotel; New Orleans.
- March 26-29; Florida Amusement Vending Association; annual conv. & trade show; Sheraton Twin Towers; Orlando.
- April 3-5; NAMA Western Convention; Phoenix Civic Center; Phoenix, Az.
- May 8-9; Ohio Music & Amusement Assn.; annual meeting; Columbus Hilton Inn; Columbus.
- May 8-10; Music & Amusement Assn. (N.Y.); annual conv.; Kutsher's Country Club; Monticello, N.Y.
- June 4-7; Music Operators of Texas; annual meeting; Houston.
- June 5-6; Wisconsin Music Merchants Assn.; annual conv.; Holiday Acres; Rhinelander.
- July 24-26; Amusement & Music Operators of Tennessee; annual conv.; Hyatt Regency; Nashville.
- Sept. 11-13; No. & So. Carolina (combined) state assn. meeting; Carolina Inn; Columbia, S. C.
- Sept. 11-13; So. Carolina Coin Operators Assn.; annual meeting; Carolina Inn; Columbia.
- Oct. 6-8; JAA convention; International Trade Center-Harumi bldg.; Tokyo, Japan.

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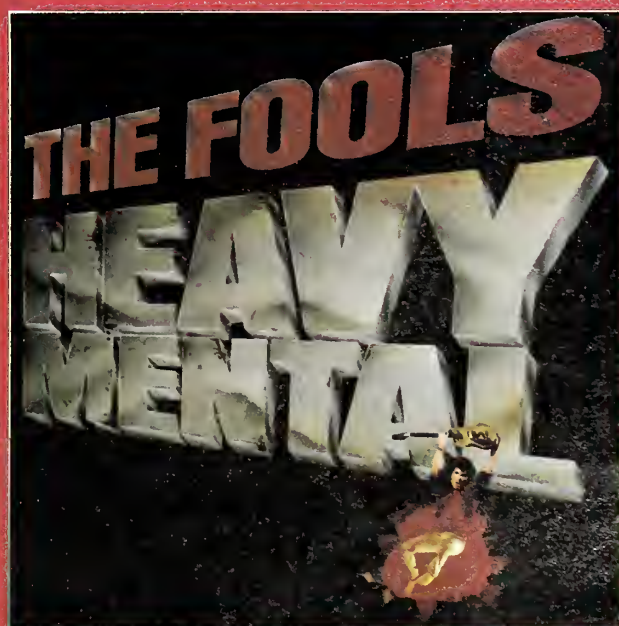
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