

CASH BOX

March 7, 1981

NEWSPAPER

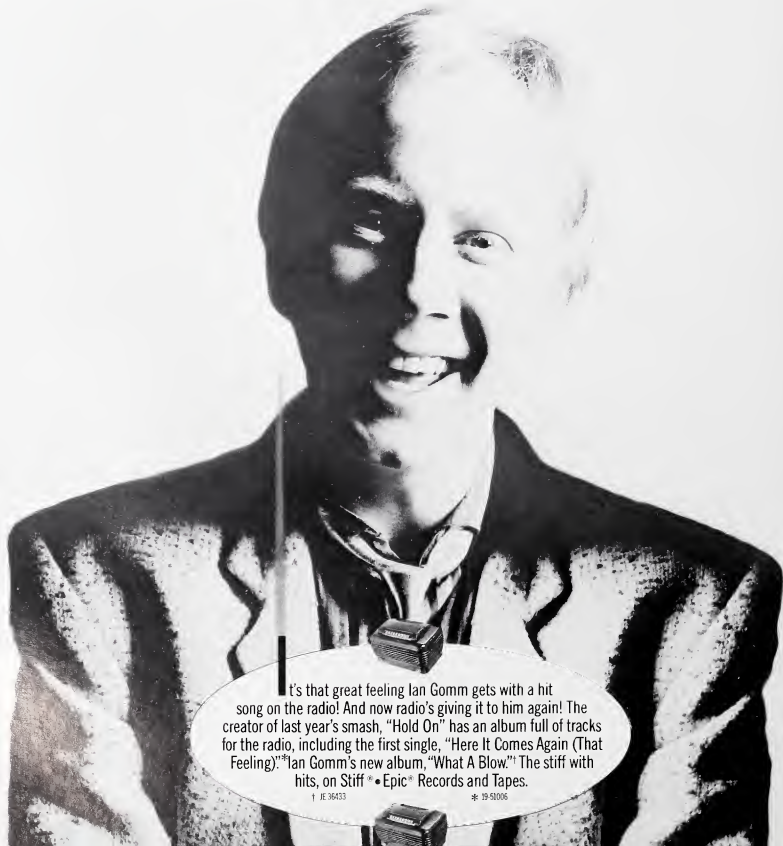
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Randy Melsner

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ooh-ooh, that feelin'."



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CASH BOX

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EDITORIAL A Moment To Savor

The unprecedented sweep of the top Grammys last week by newcomer Christopher Cross — winning all four General Category awards and five of the six he was nominated for — highlighted a sparkling debut year for the young singer/songwriter . . . and illustrated once again that the lifeblood of the music industry is young talent on the way up.

Starting in a year when the music industry was attempting to rebound from the economic disaster that was 1979, Cross brightened the scene with his infectious pop sound. Riding the crest of the adult contemporary (A/C) boom, Cross led a host of new artists who also won large followings over the course of the year.

1980 was supposed to be the year of the superstars — who were conspicuously absent the year before — but instead, it turned out to be the newcomers who made the biggest splashes. Regardless of musical genre, such new talents as Cross, Irene Cara, Robbie Dupree, the Pretenders, Amy Holland and a host of others hold the promise of a bright future for the industry.

Cash Box extends its heartiest congratulations to Cross for his spectacular achievement and to his label, Warner Bros., for bringing the act home. While Cross may find that the winning of five Grammys the first time around only provides a formidable challenge for the follow-up effort, this is still a sweet unprecedented moment to savor.

NEWS HIGHLIGHTS

- CBS revises returns policy and implements suggested list price hike (page 5).
- Charges of obstruction fly as Sam Goody Inc. counterfeit tape trial approaches (page 5).
- Christopher Cross wins five times at 23rd annual Grammy Awards show (page 5).
- EMI and Virgin "disown" Island U.K. One Plus One cassette format (page 5).
- "Her Town Too" by James Taylor and J.D. Souther and "I Missed Again" by Phil Collins (new and developing artist) are the top Cash Box Singles Picks (page 11).
- James Taylor's "Dad Loves His Work" and the self-titled debut by Midnight Flyer (new and developing artist) are the top Cash Box Album Picks (page 13).

TOP POP DEBUTS

SINGLES

74

MISTER SANDMAN — Emmylou Harris — Warner Bros.

ALBUMS

91

TO LOVE AGAIN — Diana Ross — Motown

POP SINGLE

KEEP ON LOVING YOU
REO Speedwagon
Epic

B/C SINGLE

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

COUNTRY SINGLE

DO YOU LOVE
AS GOOD AS YOU LOOK
Bellamy Brothers
Warner/Curb

JAZZ

WINELIGHT
Grover Washington, Jr.
Elektra

NUMBER ONES



REO Speedwagon

POP ALBUM

HI INFIDELITY
REO Speedwagon
Epic

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

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'KEEP ON LOVING YOU', 'TOO TIGHT', 'WOMAN', 'I LOVE A RAINY NIGHT', etc.

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like '(GHOST) RIDERS IN THE SKY', 'TOO TIGHT', 'DON'T STOP THE MUSIC', 'BACK IN BLACK', etc.

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME', 'FIREFLIES', 'IT'S MY TURN', etc.

ALPHABETIC TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'A Little Love (ATV - BM)', 'A Woman Needs (Raidios - ASCAP)', 'Ain't Leash (BEMA - ASCAP)', etc.

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'Guilty (Stigwood, Inc./Unichappell, Admin. - BM)', 'Heart of Mine (Victor - BM)', 'He Can't Love You (Deja/Bema - ASCAP)', etc.

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'Keep This Train (Tauphin Tunes - ASCAP)', 'Kiss On My List (Hot-Chu's Contamin's - BM)', 'Fast Buzz - BM)', etc.

Table with 3 columns: Rank, Song Title, and Artist. Includes songs like 'Seven Bridges (Irving-Berlin)/Tina Turner (A&M) - BM', 'Shine On (Almo/Hammer & Nells - ASCAP)', 'Bushman Keer - BM)', etc.

3 Exceptionally heavy radio activity this week

3 Exceptionally heavy sales activity this week

3 Exceptionally heavy sales activity this week

3 Exceptionally heavy sales activity this week



ANOTHER WALDEN — New York-based vocalist Wanda Walden, the sister-in-law of recording artist Narada Michael Walden, who produced her LP, recently entered an exclusive recording agreement with Elektra/Asylum Records. She is set to release her debut LP, "Searchin' For Love," which was produced by Narada, in April while the title track, featuring a duet by Wanda and Narada, was recently released. Pictured at the signing are (l-r): Oscar Fields, vice president of special markets, E/A; Walden; Vic Faraci, vice president/director of marketing, E/A; and Joe Smith, chairman of the board, E/A.

Cross, Warner Bros. Top Field At 23rd Grammy Awards Fete

by Aaron Fuchs and Dave Schuls

NEW YORK — Although the 23rd Annual Grammy Awards night at Radio City Music Hall was dominated by superstars, the surprise of the evening was the sweep by newcomer Christopher Cross, who received Grammys for Record of the Year, Song of the Year, Album of the Year, Best New Artist and Best Arrangement Accompanying a Vocalist for his debut LP "Christopher Cross" and single "Sailing." Cross' producer, Michael Omartian, shared in the album, record, and arrangement awards. In addition, Cross' record company, Warner Bros., earned the most non-classical awards with 12, outnumbering CBS, which garnered eight.

George Benson had the next largest total for a single artist with awards for Best R&B Vocal Performance, Male (for his LP "Give Me The Night"), Best R&B Instrumental Performance ("Off Broadway") and Best Male Jazz Vocal Performance ("Moody's Mood") with an additional award for Best Instrumental Arrangement being shared by Quincy Jones and Jerry Hey for their work on a Benson LP cut, "Dinorah, Dinorah."

In the pop field, Steve Miller won Best Female Vocal Performance for "The Rose," Kenny Loggins won Best Male Vocal Performance for "This Is It," Barbra Streisand and Barry Gibb shared the award for Best Vocal Performance by a Duo for "Guilty."

EMI, Virgin 'Disown' Island One Plus One

LONDON — The future of Island U.K.'s controversial One Plus One cassette, which features Steve Winwood's "Arc Of A Diver" LP on one side and blank tape on the other (Cash Box, Feb. 14) was endangered when EMI and Virgin Records agreed to "disown" all subsequent stock of the tapes.

The announcement by EMI, which presses and distributes Island product in the U.K., and Virgin, which handles sales for the label, was made at a recent meeting of the British Phonographic Industry (BPI). Several thousand copies of the members of the One Plus One cassette encouraged home taping, the organization subsequently brought pressure to bear on retailers, with the result that at least one chain, Boots, has agreed to postpone any decision to stock the controversial tapes.

Several thousand copies of the tapes, which have already been distributed to

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(with Streisand joking "I feel like I'm cheating on Neil Diamond"), and Bob James and Earl Klugh, who was nominated for a separate award for Best Jazz Instrumental Performance by a Soloist, sharing the award for Best Pop Instrumental Performance.

Return To New York
This year's ceremonies marked the first time in five years the awards night had been held in New York. As host of the awards ceremonies, nine-time Grammy winner Paul Simon, who has expressed his disappointment several times at not winning an award this year, Simon also gave a rousing performance of "Late In The Evening" from his film *One Trick Pony*.

In the rock field, Pat Benatar won Best Female Vocal Performance for "Crimes of Passion"; Billy Joel won Best Male Vocal Performance for "Glass Houses"; The Police won Best Instrumental Performance for "Regatta de Blanc," and Bob Seger & the Silver Bullet Band won Best Performance by a Group for "Against The Wind," which also won a Best Album Package Grammy for art director Roy Kohara.

In the R&B field, Best Female Vocal Performance went to Stephanie Mills for "Never Knew Love Like This Before," which earned songwriters Reggie Lucas and James Miume their own Grammy for Best R&B Song. The Manhattaners received a Grammy for Best R&B Vocal Performance by a Group for "Shining Star."

In the country field, George Jones received his first Grammy for Best Male Vocal Performance for "He Stopped Loving Her Today," Anne Murray won Best Female Vocal Performance for "Could I Have This Dance," Roy Orbison and Emmylou Harris won Best Vocal Performance by a Duo for "That Lovin' You Feelin' Again" (from the film *Roadie*), Mickey Gilley's Urban Cowboy Band won Best Country Instrumental Performance for "Orange Blossom Special/Hoedown" (from the film *Urban Cowboy*), and Willie Nelson won Best Country Song for "On The Road Again" (from the film *Honeysuckle Rose*).

In the jazz field, Ella Fitzgerald won Best Female Vocal Performance for her LP with Count Basie, "A Perfect Match." The late Bill Evans won awards for Best Jazz Instrumental Performance as a soloist for "I Will Say Goodbye" and with a group for "We Will Meet Again." Count Basie won Best Jazz Instrumental Performance, Big

(Continued on page 14)

CBS Adjusts Returns Policy And Increases List Prices

by Richard Inamura and Dan Nooger

NEW YORK — In a major policy change, CBS Records has revised its returns allowance to include separate terms for retailers and subdistributors and restructured its suggested list price scale for albums and tapes. The changes, effective March 30, reflect "continually increasing marketing, recording and manufacturing costs, particularly in the area of improved quality control," according to a company statement.

Under the revised returns policy, subdistributors (rack jobbers and one-stops) will be entitled to a returns allowance of 23%, while retailers will qualify for an 18% returns allowance. Accounts involved in both wholesale and retail will earn returns allowances pro-rated on their involvement in both categories. The initial CBS returns policy introduced in January 1980 (Cash Box, Sept. 8, 1979) did not distinguish between subdistributors and retailers, opting instead for a flat 20% rate.

The new policy will apply to gross applicable sales beginning March 30, but will not affect any balance of returns allowance earned through March 27. As with the original CBS returns policy, the balance of returns allowance accrued will not be permitted to exceed the maximum allowance earned over the previous 12 months.

CBS will continue its 100% exchange

policy on releases in its New and Developing Artists program. All 7-inch and 12-inch singles will continue to be sold on a 100% exchange basis. Christmas product will be sold on a 50% exchangeable basis, and all limited edition releases will continue to be non-returnable.

In the area of pricing, all single-disc economy line albums and tapes formerly listed at \$3.98 and \$4.98 will go to \$5.98, and all single-disc \$7.98 pop/rock, country, R&B and jazz releases will be increased to an \$8.98 suggested list. Two-disc economy line albums and tapes will increase to \$9.98; while two-disc \$9.98 pop/rock, country, R&B and jazz releases will go to \$11.98, with the exception of C2X and S2X prefixed product, which will go to \$13.98.

In addition, an \$8.98 list for "superstar" product will be indicated by a TC prefix, which debuts on James Taylor's new "Dad Loves His Work" LP.

CBS Masterworks classical releases will also be included in the price increases, with single-disc \$8.98 product going to a \$9.98 list and multi-disc releases increasing accordingly.

Finally, all soundtrack and original cast albums with the exception of SW prefixed product, will go to \$3.98 from \$8.98.

In addition, pick, pack and shipping charges will increase March 30. Pick and pack charges will double, going from five

(Continued on page 12)

Charges Of Obstruction Fly As Goody Trial Approaches

by Dan Nooger

NEW YORK — Threats, charges and countercharges over hidden documents and secretive witnesses marked the final week of pre-trial hearings in the Sam Goody Inc. counterfeit recordings trial, set to begin this week.

The disputes centered on tapes of a statement made by Norton Vermer, who has been identified as a major middleman dealing in counterfeiters who has been granted immunity from prosecution, to Recording Industry An. America (RIAA) attorneys with an FBI agent present, as well as statements made to the Justice Department by convicted counterfeit cassette manufacturer Frank Carroll who was struck a plea-bargaining agreement in exchange for his testimony in this and other cases (Cash Box, Feb. 28). Also at stake were

Justice Department documents relating to an aborted probe into record company price fixing by the antitrust division.

Sam Goody, Inc.'s president, George Levy, and its vice president, Samuel Stolton, 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).

RIAA contended that it could not release Vermer's statement because he gave it on the condition that it must not be given to the defendants. Although John Jacobs of the Justice Department's Organized Crime Strike Force for New York's eastern district said he did not have and had never seen Vermer's statement, Federal District Court Judge Thomas C. Platt ordered him to get the statement from RIAA and turn it over to the defendants, stating "Vermer will not be

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ALL SMILES AT SCREEN GEMS WEST COAST FETE — A Los Angeles party capped off a week's West Coast meetings by Screen Gems/Capitol Music Publishing for its New York, Nashville and local staffs. Staffers met with new, L.A.-based director of professional activities Rick Riccobono and the professional department was reorganized in the course of the confab, and plans for a June international meeting were discussed. Pictured at the party are (l-r): Rupert Perry, Capitol Records vice president of A&R; Paul Tanen, Screen Gems-EMI vice president and N.Y. director of professional activities; Riccobono; Lester Sill, Screen Gems-EMI president; Bhaskar Menon, Capitol Industries chief operating officer; Don Grierson, EMI America/Liberty Records vice president of A&R; and Fred Williams, Capitol Industries vice president of business development.

Top 40 Airplay Gives Black Music Greater Pop Presence

by Michael Martinez

LOS ANGELES — Expanding acceptance at Top 40 radio is a major reason for the growing presence of black artists on the pop charts at a time when there are fewer superstar pop titles dominating the market, according to label executives. Other reasons cited were the gravitation of the music to the mainstream and wider consumer acceptance of traditional R&B sounds.

During the past year, acts such as the Gap Band, Patrice Rushen, Lenny White, Stacey Lattisav, The S.O.S. Band and others, as well as pop-crossover stalwarts such as Diana Ross, The Spinners, Stevie Wonder, George Benson, The Jacksons and Kool and the Gang, had exemplary success in the pop marketplace.

Currently, black artists account for 21% of the **Cash Box** Top 100 Singles chart, while 26% of the albums on the **Cash Box** Top 200 Album chart are by black music acts. While a substantial portion of the black acts that have charted offer other music that could be labeled progressive

PolyGram Records Hold Planning Meet In L.A.

NEW YORK — PolyGram Records held a series of planning meetings in Los Angeles, Feb. 9-10, to stress the company's commitment to organizational unity and communications between coasts. The forum was chaired by Mick Brown, vice president, West Coast marketing, PolyGram Records, Inc. In attendance were representatives from all the major marketing departments within the company, including promotion, sales, merchandising, press and artist relations, production, black music marketing, A&R, top management, and PolyGram Distribution.

Bob Sherwood, executive vice president and general manager, said "Since a substantial number of artists on our roster record on the West Coast, and we have a fully-staffed operation based in Los Angeles, it is logical for us to use that base as a launching pad for all the marketing, press, promotion and merchandising ideas that allow us to fully maximize their potential. This was just the first in a series of meetings combining the talents of staffs based on both coasts and in Nashville."

Comprehensive sales, promotion, publicity and merchandising plans were discussed for all the February and March releases, with special emphasis on facilitating the teamwork between the staffs in New York and Los Angeles.

contemporary black music — i.e. funk and fusion — acts that perform softer, more traditional varieties of R&B are also prevalent on the pop charts.

Consistent Sell-through
Many of those contacted by **Cash Box** said that black product's consistent sell-through affords the music regular representation on the pop charts.

Bill Haywood, vice president of black music marketing for PolyGram Records, said that the growing number of white consumers contributing to that sell-through has made Top 40 programmers pay more attention to black product.

"Sales figures influence those charts, and black product sells more consistently than pop product," commented Haywood.

Haywood also pointed out that many Top 40 stations are having a difficult time maintaining respectable numbers and are programming more black music to expand their listenership.

Underscoring Haywood's comments, Henry Allen, president of the Atlantic distributed Cotillion Records label, said that black music has become a mass appeal item.

Allen and Haywood agreed that black product is showing increasing sales strength in the pop marketplace, which has led to more pop radio airplay.

While recognizing the importance of mainstream sales in generating Top 40 airplay for black product, Bob Sherwood, executive vice president/general manager, PolyGram Records, said, "There is more of an open mindedness on the part of radio — radio is realizing that even though something may be labeled country, R&B or whatever, it can be mass appeal.

"For an artist who crosses from another genre to the pop market, the combined sales to the pop audience, plus the original base audience, will often top sales of those artists who are strictly pop," Sherwood added.

Agreeing, Haywood said, "It's easier to get a title on Top 40 radio if it already has a sales base in the market. A pop promotion manager has something to talk about to pop radio if he can show strong sales."

Traditional R&B

Some contacted said that another reason for black product growth is the flourishing trend toward softer, adult contemporary sounds on Top 40 radio coinciding with black music's return to softer, more traditional R&B stylings.

"R&B music doesn't have the stigma of disco hanging around its neck anymore, (continued on page 8)

RCA Bows Initial Vid Disc Catalog With 100 Titles

by Michael Glynn

LOS ANGELES — In preparation for the March 22 national rollout of its SelectaVision VideoDisc system, RCA has released an initial catalog of 100 titles with selected music subjects, special television and children's programming, documentaries, Shakespearean plays and instructional ("how to") discs in the areas of cooking, sports and child care included, in addition to motion pictures.

Diversity, as opposed to breadth, of programming is being stressed in the introductory videodisc release, according to Robert Shortal, staff vice president, public affairs, RCA SelectaVision VideoDiscs. Shortal added that SelectaVision executives opted almost a year ago to cut the number of titles back in the first shipment from the originally projected 150 and increase disc volume instead.

"It was a simple marketing decision," explained RCA's Shortal. "We decided to come with expanded volume on 100 titles rather than come with 150. Within the next six months, we've scheduled the release of 50 additional titles, with 25 slated for May and 25 more for August... as well as an as yet undetermined number of Christmas releases."

Motion Picture Discs

More than half of the opening catalog will be comprised of feature film discs, led by such titles as *Saturday Night Fever*, *Rocky*, *The Godfather*, *Fiddler On The Roof*, *Grease*, *The Muppet Movie* and *Foul Play*. Among the music-oriented titles in the initial release is the recently acquired *Grateful Dead* disc, in addition to the reggae film *The Harder They Come*, *Blondie's Eat To The Beat*, *Tu Russia ... With Elton* and *Gimme Shelter*. Herbert Schlosser, executive vice president, RCA, noted that videodiscs of concert performances by Paul Simon and Fleetwood Mac are scheduled for release later this year.

Pricing for the RCA VideoDiscs is expected to range from \$14.95, at the low end, to a top of \$27.98, with the exception of the four-disc set for *Jesus of Nazareth* which will carry a suggested retail list of \$99.98. Two-disc movie title sets, including *The Godfather*, *Fiddler on the Roof* and *Star Trek — The Motion Picture*, will retail for \$27.98.

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CASH BOX



"One More Song" is an appropriate title for Epic recording artist Randy Meisner's new solo album. Industry insiders knew the high-voiced singer/songwriter had more in him than the songs of his Eagles days gone by like "Take It To The Limit" and "Is It True," and he has certainly lived up to their expectations.

Meisner, who helped pioneer the Southern California sound as a principal member of Poco, Rick Nelson's Stone Canyon Band and the Eagles, is in top form this time around as the LP's first single, "Hearts On Fire," has already jumped to the #19 bull position on the **Cash Box** Pop Singles chart.

The soft spoken, Scottsbluff, Neb. native became a semi-recluse after 1978's poorly received self-titled solo album on Elektra/Asylum; but a new label (Epic); producer (Val Garay) and songwriting partner (Eric Kaz) have gotten his creative juices flowing again.

Meisner also assembled a fine working group for the album, *The Silverados*. The band consists of Don Francisco (percussion), Bryan Garofalo (bass), Craig Hull (guitars and pedal steel), Craik Krampf (drums) and Sterling Smith (keyboards). In addition, friends Kim Carnes (vocal on "Deep Inside My Heart") and Wendy Waldman (co-songwriter and harmonies) also came along for the ride.

And while the Meisner/Kaz tunes dominate the LP, the former Eagles member has not forsaken the close knit fraternity of Southern California rockers. Meisner includes Poco-cohort Richie Furay's "Anyway, Bye, Bye" and Jack Tempchin's humorous "White Shoes" on the new collection.

The LP is proof positive that Meisner's choice to leave the Eagles and go it alone was the right one, and his growing audience should take comfort in the fact that "One More Song" won't be his last.

"I had to take a hard look at myself and my strengths and weaknesses as a singer, songwriter and musician," said Meisner. "I decided I wanted to make another record and I decided where I wanted to go with it, and I was fortunate that things clicked with people like Val Garay and Eric Kaz."

Chapman Lawyer Wants 'State Of Mind' Testimony

NEW YORK — Jonathan Marks, defense lawyer for Mark David Chapman, accused murderer of John Lennon, has requested three Lennon fans and a city policeman who may have had contact with Chapman before the shooting to come forward and be interviewed by the defense. Marks made his request after a pre-trial hearing in Manhattan Supreme Court.

Although the three unidentified fans have asked the Manhattan District Attorney's office not to turn over their names to the defense, Marks claims that they may be able to provide insight into Chapman's state of mind. Chapman has pled not guilty to the charge of second-degree murder by reason of insanity.

As Chapman, wearing a bullet-proof vest and guarded by several court officers, was leaving the hearing, a spectator, David Weissner, shouted "You're a creep" at Chapman and was immediately expelled from the courtroom. Chapman is being held on Riker's Island in solitary confinement under 24-hour suicide watch, to prevent a possible escape attempt, as well as attacks by other inmates.



SEAWIND BLOWS THROUGH THE ROXY — A&M recording group Seawind recently wrapped up a three-night stand at the Roxy in Los Angeles as part of a national tour in support of its self-titled LP. After completing the tour, the band is scheduled to visit the Philippines, Japan and its native Hawaii. Pictured backstage are (l-r): Pauline Wilson of the group, Jerry Moss, A&M chairman, and Larry Williams, Ken Wilf, Bob Wilson, Bud Nuñez, and Kim Hutchcroft of the group.

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BMI offers these nominees for the Academy's approval



BEST MUSIC IN CONNECTION WITH MOTION PICTURES

BEST ORIGINAL SCORE

THE EMPIRE STRIKES BACK

John Williams

FAME

Michael Gore

and

A CLEAN SWEEP

BEST ORIGINAL SONG

“Fame” from FAME

Michael Gore
Dean Pitchford

“9 to 5” from 9 TO 5

Dolly Parton

“On the Road Again”

from HONEYSUCKLE ROSE

Willie Nelson

“Out Here On My Own”

from FAME

Michael Gore
Lesley Gore (ASCAP)

“People Alone”

from THE COMPETITION

Lalo Schifrin
Wilbur Jennings



BMI

SERVING MUSIC SINCE 1940

NEW FACES TO WATCH



Eve Moon

As recently as a year ago, Capitol recording artist Eve Moon was singing her supper on the sidewalks of New York, accompanying herself with an electric guitar and Pignose amplifier. Her transition to leader of the hard-hitting, four-piece rock 'n' roll band featured on her just-released debut album, "Eve Moon," was not so abrupt as one might imagine, though.

She took to the street as early as 1976, primarily out of frustration with the then-dry N.Y.C. club scene, and found that she could support herself without experiencing many of the hardships encountered trying to eke out a living in the clubs. Musically, Moon honed her chops basically playing a stripped-down version of the unabashed rock style she plays with her band. "Playing electric gave me an edge over all the acoustic guitarists on the street. I was different. I stood out," she says. "The street was a perfect testing ground for new material — if they liked it, they stuck around; if not, they'd just walk away."

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"Willy DeVille was an old friend," Moon recalls. "He'd started out playing the clubs at around the same time as my old band, Rupert Perry was in New York to check out a band, and Willy told him that if he really wanted to hear a hot band, he should see Eve Moon. Soon after, I got a call from Perry asking for a tape. All I had was a tape I'd recorded on my Sony at a club date I'd done with a band, so you can imagine the quality. Still, he liked it enough to arrange for me to do a demo, and here I am."

Moon spent nine months looking for the right producer, and finally found him in Colin Thurston, who'd produced such young British acts as the Only Ones and Magazine and engineered scores of records, including David Bowie's "Heroes" and Iggy Pop's "Lust For Life." "I wasn't in a rush to grab a name producer," she asserts. "I've seen too many people get a record deal and rush in without checking out the chemistry, just because the producer had a name. I wanted someone who'd be totally committed to what I was doing. After about 10 hour-long transatlantic phone conversations, I knew Colin could give me that kind of commitment and create a live feel, a band sound and capture some of the excitement of what I do."

Moon considers what she's doing unique — for a female. "There just aren't many other hot female guitarists around. When I was growing up, there were no female role models for who I was doing. My new heroes were people like Mick Taylor, Eric Clapton and B.B. and Albert King. When I first started playing I always used to hear 'You play pretty good... for a girl.'"

Thankfully, she says, those days are pretty much past. "Now people just tell me... 'hey, you play pretty good.'"



The Plimsouls

"Our philosophy has always been to set one goal at a time," says Peter Case, the bespectacled 26-year-old lead singer/rhythm guitarist for Los Angeles-based pop/rock quartet The Plimsouls. "When we first started, we weren't even sure we could get booked at any of the clubs in town."

In the space of a little more than two years, Case, an ex-member of The Nerves, and his compadres, guitarist Eddie Munoz, drummer Lou Ramirez and bassist David Paha, have become one of the leading attractions on the California club circuit. Now, with a self-titled debut LP on Planet Records, The Plimsouls have finally captured the intensity of those live appearances in a true studio chronicle produced by manager and friend Danny Holloway.

The saga of Case and company, however, is hardly an overnight success story — by Case's own recollection, it all started one freezing cold winter day in Buffalo, N.Y. "About seven or eight years ago" when the youngster, after knocking about the East Coast, went down to the local bus depot clad only in a windbreaker and sneakers and bought a ticket out west.

Eventually landing in San Francisco, Case earned a meager living for a time as a street musician, crashing, at one point, in a junkyard outside the heliport in Mill Valley. Things started looking up when he formed The Nerves with Paul Collins (of The Beat) and Jack Lee (writer of "Hagin' On The Telephone"). After one regional EP, though, things fell apart, and in January of 1978, Case was back at square one. So, he travelled south to L.A. for a fresh start.

"After The Nerves were gone, it was impossible to find anyone who wasn't into 'heavy metal' and then, when the club scene exploded, 'new wave,'" Case bemoaned. "When I met Lou and Dave, we just hung out listening to records most of the time. I was almost afraid to hear them play because we were such good friends."

Case liked what he heard, though, and The Plimsouls began as a three-piece, practicing in a shack outside Ramirez' house in Paramount, Calif. during the days and working as a back-up band for a blind singer-guitarist named Doc at a club in El Monte, called The Place, at night.

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"That they did. After a summer's worth of shows in '79, they ran into Holloway, a former staff producer for Island, and joined forces on a five-EP set for the local Beat label entitled "Zoo Hour." It was at that time that Munoz, fresh in from Austin, Texas, joined the band as lead guitarist.

With the regional success of the EP, label A&R people began flocking to The Plimsouls. When '79 they ran into Holloway, a former staff producer for Island, and joined forces on a five-EP set for the local Beat label entitled "Zoo Hour." It was at that time that Munoz, fresh in from Austin, Texas, joined the band as lead guitarist.

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PUBLISHER PROFILE

Bob Esposito: The Creative Publisher Must Get Credit

by Dan Nooger

NEW YORK — "In the past, the creative publisher has been regarded as the low man on the totem pole," says Bob Esposito, vice president and general manager of BlendingWest Music, the publishing arm of CashWest Prod. and Lifesong Records. "There are awards for best artist, writer, producer, DJ and promo man. If the creative and aggressive publisher were credited for his role in finding the right song for an artist, he'd have an incentive to work harder. In this business, the bottom line — a hit record — is the product of many different people doing their jobs."

"Our emphasis is on a small stable of writers who we feel deserve greater attention than major publishers, who are often overwhelmed with catalog, are able to give them. We stay more in touch with what's going on in the street, and as a result, writers and producers who have product but can't get through to A&R men will often call me and ask me to recommend someone to call. It makes me work harder to accomplish things on a creative level, because you're only big by your latest accomplishment."

"It's tough for most artists to objectively pick hit material for themselves," Esposito observes. "They need good producers and A&R men, and the publisher must supply the songs. As an examination of the charts reveals, an increasing number of artists are recording outside material. Performers like Streisand, Kenny Rogers, Engelbert and Dr. Hook have all sustained their careers in this way."

One innovation made by Esposito has been his taking on songs by writers from outside his company and placing them with



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artists on consignment on a 50/50 basis. "I need a steady flow of good material," he says, "and doing this affords me a more extensive catalog, which makes it easier for me to approach artists and producers. For instance, since October, we've been representing Randy VanWarmer, Jesse Winchester and Tony Willson and have placed their songs with people like The Spinners and Ed Bruce through our New York and Nashville operations. This has been very effective for us because it's made other writers offer us material. I'll pick out songs I think I can work with."

Esposito has a "rubber band" philosophy about songs. "If I feel a tune has pop, R&B and country possibilities, I'll give it more time, because it's worth stretching a copyright. The rise of country pop music is a plus for a creative publisher because a song can be cut both ways. I think some of Jim Croce's songs like 'Time

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Top 40 Airplay Gives Black Music Greater Pop Presence

(continued from page 6)

and black music was hurt by disco during the late-'70s," says Joe Petrone, vice president of marketing at EMI America/Liberty Records.

"The emphasis is not necessarily on the dance beat anymore; it's gotten back into the slower softer sounds," concurred Vernon Slaughter, newly appointed vice president of black music and jazz promotion, Columbia Records. "Music runs in cycles — when one dormant, we tend to go back to roots."

Slaughter also said that many pop/rock artists who have charting titles — such as Blondie with its Top 10 hit "Rapture" — have incorporated a black feel to their music. He also said that a host of black artists, many of whom have returned to more traditional R&B material, have had success with black music performed with a pop feel.

Allen added that "black music has become more sophisticated, in the technical, sense and white record buyers have become more sophisticated."

"Pop radio has become more receptive, and I think pop stations are willing to play black records when they find out that's what the public wants," he continued.

The success of acts like Teddy Pendergrass, Smokey Robinson, The Spinners, The Dramatics, Shalamar and The Manhattaners in the marketplace supports contentions that black music's return to its roots has found success in an environment desiring mellower pop.

Greater Variety

But R&B-based music is not the only black music that has shown strength during the first quarter of 1981. A/C jazz bands like Spyro Gyra and artists like Grover Washington, Jr. have successfully crossed pop.

"Radio is indeed playing a greater variety of music," commented Vic Faraci, vice president/director of marketing, Elektra/Asylum Records. Part of the reason for radio programmers softening playlist during the first part of the year, according to Faraci, is that fewer superstar pop titles are released during this period.

"The first quarter of every year there seems to be a lack of pop product," said Faraci. "Because so many radio stations have softened playlists and are more receptive to new or developing acts right now, we have an opportunity to support other artists we have on the roster."

Aggressive Promotion

The increasing permeability of pop radio has permitted pop promoters to act more swiftly on black product showing crossover potential.

"Our pop promotion staff doesn't wait for a record to enter the Top 10 of the black music charts to promote the product pop," said Cortez Thompson, director of promotion, black music marketing, Warner Bros. Records.

"With the economy being what it is, companies are realizing that they can't wait for a single to take off before they release the album, and that they can't wait to cross an act," Thompson said.

Maintaining Base

Although most agreed that crossover and a substantial pop presence can be the key bringing an act to gold or platinum, some said that black radio and retail can still take an act to gold, as in the case of Larry Graham's "One In A Million You," and many of the Bar Kays' hits. Others said that crossover can not be handled pro forma.

If the act "strays too far from its base," it could end up diluted or stretched too far

(continued on page 16)

NARM CONVENTION '81

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Records Up, Film Down As MCA Net Income Dips In '80

LOS ANGELES — Despite a dramatic turnaround by the records and music publishing division, MCA Inc. last week reported lower profits for the fourth quarter and full year in 1980.

MCA blamed the reduced profitability of its filmed entertainment division for the decline, which saw 1980 net income dip 23% to \$137.6 million, or \$5.83 a share, from \$178.7 million, or \$7.65 a share, a year ago. Net for the year includes extraordinary income of \$12.3 million, or 52 cents a share, compared with 1979's net which includes extraordinary income of \$39.7 million, or \$1.70 a share.

Full-year revenues rose 2.5% to \$1.3 billion from 1979's \$1.27 billion, due primarily to the music division's strong showing in 1980. Higher totals were also posted by the Universal Studios Tour, other recreation services and MCA's book publishing division.

Records Group Up

In 1980, the MCA Records Group posted earnings of \$15.9 million compared with a loss of \$9.6 million a year earlier. Revenues increased to \$184.9 million from \$163.9 million in 1979.

For the three months ended Dec. 31, 1980, the music division reported a profit of \$8.04 million versus a loss of \$5.49 million in the fourth quarter of 1979. Revenues for the quarter jumped to \$56.8 million from 1979's \$52.3 million.

By comparison, MCA Inc. fourth quarter earnings plunged approximately 40% to \$26.9 million, or \$1.13 a share, compared with \$44.4 million, or \$1.90 a share, for the similar period in 1979. Revenues dropped 13% to \$337.5 million from \$387.7 million the year before.

NMPA Will Hold Publisher's Forum, Elect Committee

LOS ANGELES — The National Music Publisher's Assn. (NMPA) is scheduled to sponsor The Music Publishers' Forum, at 6:30 p.m., March 3 in the Top of the Strip conference room of the Continental Hyatt House here.

On the agenda for the evening are the elections of the chairperson and steering committee for the forum and a panel discussion titled "Old Friends and New Labels," which is to be moderated by Shelly Weiss of Homegrown Music with Carol Childs of Geffen Records, Joel Newman of Handshake Records and Gary LaMell of Boardwalk Recording.

Foster And Rice Form Publishing Co. In Nashville

NASHVILLE — For the first time in some 15 years, noted Nashville songwriters Jerry Foster and Bill Rice are not associated with any other publishing firm. As of January of this year, the writing team formed its own company — Jerry and Bill Music, a Broadcast Music, Inc. (BMI) affiliate, and Foster and Rice Music, an American Society of Composers, Authors and Publishers (ASCAP) affiliate. Additionally, three other noted writers are signed with the company — Roger Murray, who is signed with Jerry and Bill Music, and Mary Sharon Rice and Jim McBride, who are with the Foster and Rice company.

Most recently associated with April/Blackwood Music and prior to that, the Weik Music Group, Foster and Rice, who have been a team for 20 years, have well over 1,200 songs to their credit, with about 1,100 of those in the Weik archives.

Foster and Rice's staff includes Rich Alves and Jay Foster, both song pluggers, and Mary Francis Wright, the writing team's assistant.

Ivy Hill Recquired By Its Previous Owners

NEW YORK — Sole control of Ivy Hill Communications, Inc., the country's oldest and largest record packaging producer, has now returned to the corporation owned by Lewis Garlick, Murray Gordon and Ellis Kern. The acquisition was made from Rosenkranz & Co., a New York investment company, on Feb. 18.

Simultaneous with the reacquisition was the completion of a major revolving credit agreement with the First National Bank of Boston, which will provide operating flexibility.

Corporate and sales offices will soon be relocated from Great Neck, Long Island to Manhattan, New York.

Robinson Establishes Modern Productions

LOS ANGELES — John Mark Robinson has opened Modern Prod., a film production company specializing in music-oriented promotional films and videos with offices here and in London. Among the first projects completed by the new company are promo film spots featuring such artists as Bob Marley, the Pretenders, Ramones, M. and Billy Burrette.

Headquarters for Modern Prod. is located at 73 Market Street, Venice, Calif. 90291. The telephone number is (213) 396-6762. In London, the address is c/o Tony Vanden-Ende, 60 The Chase, London SW4 901.

EXECUTIVES ON THE MOVE



Barbis Named At Geffen — Geffen Records has announced the appointment of John Barbis as director of promotion for the label. Prior to his appointment, Barbis and his brother Dino headed the Barbis Bros. Production and Management company. Barbis' experience includes four years as west coast A&R and promotion director for London Records.

Quinn To Word — Walter Quinn has been named director of public relations for the World Record Group. He has previously worked on various television projects with Marty Fassetta Productions, including the Academy Awards show and the American Film Institute's "Tribute To Alfred Hitchcock." Most recently, he held the post of promotion director for the Ice Capades, Metromedia, Inc.

Begun Named — Warner Amex Satellite Entertainment Company has announced the appointment of Benson H. Begun as vice president, legal and business affairs. He comes to WASEC from Orion Pictures where he was involved with contract negotiations and all aspects of the production and distribution of feature motion pictures. Prior to joining Orion in 1979, he spent 18 years at Columbia Pictures Industries, Inc.

Jones Appointed At Motown — Robert L. Jones has been appointed director of purchasing and facilities for Motown Records Corp. He has served in varied positions with the company, most recently, production manager and administrative assistant to the vice president of manufacturing.

Mathes Named — Whitehouse Records has announced the appointment of David Mathes as vice president and general manager of the Nashville offices of the Virginia corporation. He most recently served as assistant to the president of IBC Records, Inc.

Walker Named — Rob Walker has been appointed director international operations, Australia and Latin America, Capitol/EMI/Albany Records Group. He has been with the company since 1971, when he joined EMI New Zealand as a pack services representative. Most recently he served as head of A&R and promotion for EMI Australia.

Sparrow Names Hearn — Sparrow Records has announced the appointment of Bill Hearn as director of marketing services. He joined the company in 1977 in warehouse operations and was most recently Sparrow's manager of promotion and publicity.

Wright For Regency — Dan Wright has joined Regency Records as national director of A&R. Prior to his joining Regency, he has held positions at Father Music as publishing administrator/A&R manager, served as manager of David Gates' Kipahulu Music (Screen Gems) and has managed Street West stores in San Francisco.

Freiser Named — A&M Records has announced the appointment of Manny Freiser to director, marketing administration. He was formerly executive assistant to A&M president, Gil Friesen.

Bennett Appointed At E/P/A — Epic/Portrait/CBS Associated Labels has announced the appointment of Bill Bennett as associate director, product management, east coast, E/P/A. Since 1980, he has been product manager, east coast, E/P/A. He joined CBS Records in 1974 as sales representative for the Memphis market. In 1976 he moved to Miami as local promotion manager, Epic Records and in 1977 was appointed regional promotion marketing manager, Atlanta, Columbia Records.

Federer Appointed — Lind Records, which recently was a national promotion director in Los Angeles for MCA Records, has assumed the same position in the Philadelphia branch.

Carroll Named At E/P/A — Joe Carroll has been appointed regional promotion marketing manager, mid-central region for Epic/Portrait/CBS Associated Labels. He joined E/P/A in 1978 as local promotion manager, Cleveland market. Prior to that he worked in a regional promotion capacity at Capricorn Records and as local promotion manager, Cleveland, Elektra/Asylum Records.

Changes At WEA — The Warner/Elektra/Atlantic Corp. has announced the following seven appointments: Frank Kraus as video sales representative; Tony Pellegrino as sales representative; Joe Washington as special project coordinator; Sue Costello as media specialist; Mel Kougl as video sales representative; Rick Miller as sales representative; and Bruce Hamilton as singles specialist. Kraus, with WEA for the past five years, started in the warehouse as a picker and from there went on to the promotion mail room, order entry and advertising. Pellegrino, with WEA for 3½ years, started in the warehouse, and was most recently special project coordinator. Washington, with WEA for 4½ years, started in the warehouse and then went on to order entry clerk, inventory clerk and was most recently a field merchandiser. Costello, with WEA since July of 1977, started as a general office clerk. She then went on to be an order entry clerk and was most recently the branch marketing coordinator's secretary. Kougl, with WEA since January of 1975, started as a field merchandiser and was most recently a sales representative. Miller has been with WEA for the past 2½ years as a field merchandiser, sales representative and singles specialist. Hamilton has been with WEA for the past two years as a field merchandiser. Prior to joining WEA, Hamilton was a salesman for Handieman. Kraus, Pellegrino, Washington and Costello will continue to work out of the Philadelphia branch office, while Kougl, Miller and Hamilton will be headquartered at the Baltimore/D.C. sales office.

PolyGram Adds Rickman — Janet Rickman has been named southeast/regional press and artist relations manager for PolyGram Records, Inc., based in Nashville. Prior to assuming her current post, she was the southern publicity manager, Mercury/Phonogram Records, for three years, also located in Nashville.

Young Appointed At April-Blackwood — Donna Young has been appointed to April-Blackwood Music's west coast professional staff. Prior to joining April-Blackwood, she was professional manager, west coast, Interworld Music Group.

Bowles Appointed At CBS — CBS Records has announced the appointment of Woody Bowles to head the press and public information department for CBS Records, Nashville. Bowles, a Nashville native, was formerly president of the Nashville-based public relations and management firm, The Berry Hill Group, Inc., and attended Belmont College.

Durham Elected — Hal Durham, general manager of the Grand Ole Opry and a vice president of WSM, Inc., has been elected to the board of directors of WSM, Inc., and named to the WSM executive committee. He joined WSM in 1964 as an announcer and was program director of WSM-AM before being named general manager of the Opry in 1974.

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Willie Nelson

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Michael Gore

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“People Alone”

from **THE COMPETITION**

Lalo Schifrin

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NEW FACES TO WATCH



Eve Moon

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One innovation made by Esposito has been his taking on songs by writers from outside his company and placing them with



Bob Esposito

artists on consignment on a 50/50 basis. "I need a steady flow of good material," he says, "and doing this affords me a more extensive catalog, which makes it easier for me to approach artists and producers. For instance, since October, we've been representing Randy VanWarmer, Jesse Winchester and Tony Wilson and have placed their songs with people like the Spinners and Ed Bruce through our New York and Nashville operations. This has been very effective for us because it's made other writers offer us material. I'll pick out songs I think I can work with.

Esposito has a "rubber band" philosophy about songs. "If I feel a tune has pop, R&B and country possibilities, I'll give it more time, because it's a way of stretching a copyright. The rise of country pop music is a plus for a creative publisher because a song can be cut both ways. I think some of Jim Croce's songs like 'Time

(continued on page 41)

Top 40 Airplay Gives Black Music Greater Pop Presence

(continued from page 6)

and black music was hurt by disco during the late-'70s," said Joe Petrone, vice president of marketing at EMI America/Liberty Records.

"The emphasis is not necessarily on the dance beat anymore; it's gotten back to the slower softer sounds," concurred Vernon Slaughter, newly appointed vice president of black music and jazz promotion, Columbia Records. "Music runs in cycles — when one is dormant, we tend to go back to roots."

Slaughter also said that many pop/rock artists who have charting titles — such as Blondie with its Top 10 hit "Rapture" — have incorporated a black feel to their music. He also said that a host of black artists, many of whom have returned to more traditional R&B material, have had success with black music performed with a pop feel.

Allen added that "black music has become more sophisticated, in the technical, sense and white record buyers have become more sophisticated.

"Pop radio has become more receptive, and I think pop stations are willing to play black records. We've just found out that's what the public wants," he continued.

The success of acts like Teddy Pendergrass, Smokey Robinson, The Spinners, The Dramatics, Shamalam and The Manhattanians in the marketplace supports contentions that black music's return to its roots has found success in an environment desiring melodic pop.

Greater Variety

But R&B-based music is not the only black music that has shown strength during the first quarter of 1981. A/C jazz bands like Spyro Gyra and artists like Grover Washington Jr. have successfully crossed pop.

"Radio is indeed playing a greater variety of music," commented Vic Faraci, vice president/director of marketing, Elektra/Asylum Records. Part of the reason for radio programmers softening playlist during the first part of the year, according to Faraci, is that fewer superstar pop titles are released during this period.

"The first quarter of every year there seems to be a lack of pop product," said Faraci. "Because so many radio stations have softened playlists and are more receptive to new or developing acts right now, we have an opportunity to support other artists who are on the roster."

Aggressive Promotion

The increasing permeability of pop radio has permitted pop promoters to act more swiftly on black product showing crossover potential.

"Our pop promotion staff doesn't wait for a record to enter the Top 10 of the black music charts to promote the product pop," said Cortez Thompson, director of promotion, black music marketing, Warner Bros. Records.

"With the economy being what it is, companies are realizing that they can't wait for a single to take off before they release the album, and that they can't wait to cross an act," Thompson said.

Maintaining Base

Although most agreed that crossover and a substantial pop presence can be the key bringing an act to gold or platinum, some said that black radio and retail can still take an act to gold, as in the case of Larry Graham's "One In A Million You," and many of the Bar Kays' hits. Others said that crossover can not be handled pro forma.

If the act "strays too far from its base," it could end up diluted or stretched too far

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Barbis Named At Geffen — Geffen Records has announced the appointment of John Barbis as director of promotion for the label. Prior to his appointment, Barbis and his brother Dino headed the Barbis Bros. Production and Management company. Barbis' experience includes four years as west coast A&R and promotion director for London Records.

Quinn To World — Walter Quinn has been named director of public relations for the World Record Group. He has previously worked on various television projects with Marty Pasetta Productions, including the Academy Awards show and the American Film Institute's "Tribute To Alfred Hitchcock." Most recently, he held the post of promotion director for the Ice Capades, Metromedia, Inc.

Begun Named — Warner Amex Satellite Entertainment Company has announced the appointment of Benson H. Begun as vice president, legal and business affairs. He comes to WASEC from Orion Pictures where he was involved with contract negotiations and all aspects of the production and distribution of feature motion pictures. Prior to joining Orion in 1979, he spent 18 years at Columbia Pictures Industries, Inc.

Jones Appointed At Motown — Robert L. Jones has been appointed director of purchasing and facilities for Motown Records Corp. He has served in varied positions with the company, most recently, production manager and administrative assistant to the vice president of manufacturing.

Mathes Named — Whitehorse Records has announced the appointment of David Mathes as vice president and general manager of the Nashville offices of the Virginia corporation. He most recently served as assistant to the president of IBC Records, Inc.

Walker Named — Rob Walker has been appointed director international operations, Australia and Latin America, Capitol/EMIA/Liberty Records Group. He has been with the company since 1971, when he joined EMI New Zealand as a rack service representative. Most recently he served as head of A&R and promotion for EMI Australia.

Sparrow Names Hearn — Sparrow Records has announced the appointment of Bill Hearn as director of marketing services. He joined the company in 1977 in warehouse operations and was most recently Sparrow's manager of promotion and publicity.

Wright For Regency — Dan Wright has joined Regency Records as national director of A&R. Prior to his joining Regency, he has held positions at Father Music as publishing administrator/A&R manager, served as manager of David Gates' Kipahulu Music (Screen Gems) and has managed Stereo West stores in San Francisco.

Fraser Named — A&M Records has announced the appointment of Manny Fraser to director of marketing administration. He was formerly executive assistant to A&M president, Gil Friesen.

Bennett Appointed At E/P/A — Epic/Portrait/CBS Associated Labels has announced the appointment of Bill Bennett as associate director, product management, east coast, E/P/A. Since 1980, he has been product manager, east coast, E/P/A. He joined CBS Records in 1974 as sales representative for the Memphis market. In 1976 he moved to Miami as local promotion manager, Epic Records and in 1977 was appointed regional promotion marketing manager, Atlanta, Columbia Records.

Feder Appointed At E/P/A — Fred Feder, who has recently was a regional promotion director in Los Angeles for MCA Records, has assumed the same position in the Philadelphia branch.

Carroll Named At E/P/A — Joe Carroll has been appointed regional promotion marketing manager, mid-central region for Epic/Portrait/CBS Associated Labels. He joined E/P/A in 1978 as local promotion manager, Cleveland market. Prior to that he worked in a regional promotion capacity at Capricorn Records and as local promotion manager, Cleveland, Elektra/Asylum Records.

Changes At WEA — The Warner/Elektra/Atlantic Corp. has announced the following seven appointments: Frank Kraus as video sales representative; Tony Pellegrino as sales representative; Joe Washington as special project coordinator; Sus Costello as media specialist; Mel Kogul as video sales representative; Rick Miller as sales representative; and Bruce Hamilton as singles specialist. Kraus, with WEA for the past five years, started in the warehouse as a picker and from there he went on to the promotion mail room, order entry and advertising. Pellegrino, with WEA for 3½ years, started in the warehouse, and was most recently special project coordinator, Washington, with WEA for 4½ years, started in the warehouse and then went on to order entry clerk, inventory clerk and was most recently a field merchandiser. Costello, with WEA since July of 1977, started as a general office clerk. She then went on to be an order clerk clerk, and was most recently the branch marketing coordinator's secretary. Kogul, with WEA since January of 1975, started as a field merchandiser and was most recently a sales representative. Miller has been with WEA for the past 2½ years as a field merchandiser, sales representative and singles specialist. Hamilton has been with WEA for the past two years as a field merchandiser. Prior to joining WEA, Hamilton was a salesman for Handieman, Kraus, Pellegrino, Washington and Costello will continue to work out of the Philadelphia branch office, while Kogul, Miller and Hamilton will be headquartered at the Baltimore/D.C. sales office.

PolyGram Adds Rickman — Janet Rickman has been named southeast/regional press and artist relations manager for PolyGram Records, Inc., based in Nashville. Prior to assuming her current post, she was the southern publicity manager, Mercury/Phonogram Records, for three years, also located in Nashville.

Young Appointed At April-Blackwood — Donna Young has been appointed to April-Blackwood Music's west coast professional staff. Prior to joining April-Blackwood, she was professional manager, west coast, Interworld Music Group.

Bowles Appointed At CBS — CBS Records has announced the appointment of Woody Bowles to head the press and public information department for CBS Records, Nashville. Bowles, a Nashville native, was formerly president of the Nashville-based public relations and management firm, The Berry Hill Group, Inc., and attended Belmont College.

Durham Elected — Hal Durham, general manager of the Grand Ole Opry and a vice president of WSM, Inc., has been elected to the board of directors of WSM, Inc., and named to the WSM executive committee. He joined WSM in 1964 as an announcer and was program director of WSM-AM before being named general manager of the Opry in 1974.

Foster And Rice Form Publishing Co. In Nashville

NASHVILLE — For the first time in some 15 years, noted Nashville songwriters Jerry Foster and Bill Rice are not associated with any other publishing firm. As of January of this year, the writing team formed its own company — Jerry and Bill Music, a Broadcast Music, Inc. (BMI) affiliate, and Foster and Rice Music, an American Society of Composers, Authors and Publishers (ASCAP) affiliate. Additionally, three other noted writers are signed with the company — Roger Murrah, who is signed with Jerry and Bill Music, and Mary Sharon Rice and Jim McBride, who are with the Foster and Rice company.

Most recently associated with April/Blackwood Music and prior to that, the Weik Music Group, Foster and Rice, who have been a team for 20 years, have well over 1,200 songs to their credit, with about 1,100 of those in the Weik archives.

Foster and Rice's staff includes Rich Alves and Jay Foster, both song pluggers, and Mary Francis Wright, the writing team's assistant.

Ivy Hill Reacquired By Its Previous Owners

NEW YORK — Sole control of Ivy Hill Communications, Inc., the country's oldest and largest record packaging producer, has been reacquired by a corporation owned by Lewis Garlick, Murray Gordon and Ellis Kern. The acquisition was made from Rosenkrantz & Co., a New York investment company, on Feb. 18.

Simultaneous with the reacquisition was the completion of a major revolving credit agreement with the First National Bank of Boston, which will provide operating flexibility.

Corporate and sales offices will soon be relocated from Great Neck, Long Island to Manhattan, New York.

Robinson Establishes Modern Productions

LOS ANGELES — John Mark Robinson has opened Modern Pro., a film production company specializing in music-oriented promotional films and videos with offices here and in London. Among the first projects completed by the new company are promo film spots featuring such artists as Bob Marley, the Pretenders, Ramones, M. and M. Billy Burnette.

Headquarters for Modern Pro. is located at 73 Market Street, Venice, Calif. 90291. The telephone number is (213) 396-6782. In London, the address is c/o Tony Vanden-Ende, 60 The Chase, London SW4 901.

Records Up, Film Down As MCA Net Income Dips In '80

LOS ANGELES — Despite a dramatic turnaround by the records and music publishing division, MCA Inc. last week reported lower profits for the fourth quarter and full year in 1980.

MCA blamed the reduced profitability of its filmed entertainment division for the decline, which saw 1980 net income dip 23% to \$137.6 million, or \$5.83 a share, from \$178.7 million, or \$7.65 a share, a year ago. Net for the year includes extraordinary income of \$12.3 million, or 52 cents a share, compared with 1979's net which includes extraordinary income of \$39.7 million, or \$1.70 a share.

Full-year revenues rose 2.5% to \$1.3 billion from 1979's \$1.27 billion, due primarily to the music division's strong showing in 1980. Higher totals were also posted by the Universal Studios Tour, other recreation services and MCA's book publishing division.

Records Group Up

In 1980, the MCA Records Group posted earnings of \$15.9 million compared with a loss of \$9.6 million a year earlier. Revenues increased to \$184.9 million from \$163.9 million in 1979.

For the three months ended Dec. 31, 1980, the music division reported a profit of \$8.04 million versus a loss of \$3.49 million in the fourth quarter of 1979. Revenues for the quarter jumped to \$56.8 million from 1979's \$52.3 million.

By comparison, MCA Inc. fourth quarter earnings plunged approximately 40% to \$26.9 million, or \$1.13 a share, compared with \$44.4 million, or \$1.90 a share, for the similar period in 1979. Revenues dropped 13% to \$337.5 million from \$387.7 million the year before.

NMPA Will Hold Publisher's Forum, Elect Committee

LOS ANGELES — The National Music Publisher's Assn. (NMPA) is scheduled to sponsor The Music Publishers' Forum, at 6:30 p.m., March 3 in the Top of the Strip conference room of the Continental Hyatt House here.

On the agenda for the evening are the elections of the chairman and steering committee for the forum and a panel discussion titled "Old Friends and New Labels," which is to be moderated by Shelly Weiss of Home Grove Music with Carol Childs of Geffen Records, Joel Newman of Handshake Records and Gary LaMell of Boardwalk speaking.

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NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

PHIL COLLINS (Atlantic 3790)

I Missed Again (3:42) (Effectsound Ltd./Pun Music — ASCAP) (P. Collins) (Producer: P. Collins)

With a little help from the Earth, Wind & Fire horn section and bassist Alphonso Johnson, Genesis' lead singer Collins embarks on a solo career with his funkiest outing to date. Saxman Ronnie Scott blows a nice little interlude, adding to the Englishman's loose groove. Multi-format material from the "Face Value" LP.



THE CLASH (Epic 19-51013)

Hitsville U.K. (4:22) (Ninened Limited) (The Clash) (Producer: The Clash)

Socior/politic rockers The Clash have patterned this tune, celebrating the English Independent labels, along the lines of the old Tamla/Motown sound. The specific reference here is The Supremes' "You Can't Hurry Love," complete with female backup vocals. From the "Sandinista" three-LP set.



JOHN VALENTI (RCA PB-12160)

That's The Way Love Goes (3:08) (Chardax Music — BMI) (M. Piccirillo, G. Goetzman) (Producer: G. Tobin)

Valenti has covered all the bases on the first single from his RCA solo debut LP, "I Won't Change," with a little bit of blue-eyed soul phrasing, a tad of Cliff Richard and a Doobie Brothers-like rhythm section and chorus. Pop radio should be most receptive to this hook-strong stew, so programmers, keep an eye out for this.



MICHAEL STANLEY BAND (EMI America 8064)

Lover (3:40) (Michael Stanley Music/Bema Music Co. — ASCAP) (M. Stanley) (Producers: The Michael Stanley Band)

Critics have accused Stanley of being the pretender to Springsteen's title as The Boss, but the man's brand of Midwest rock is far more evocative than (and preferable to) that of other purveyors of the genre. Sample the stirring urgency of the vocals and lyrics of this smoldering ballad to see why Stanley is king in Cleveland.



HAWKS (Columbia 11-60500)

Right Away (3:39) (Junior Wild Music — ASCAP) (D. Steen) (Producer: T. Werman)

From the bonodocks of Otho, Iowa comes HAWKS (Hearn, Adams, Wiewel, Kaufman and Steen), a five-member band that exhibits a pure pop sensibility, crystalline vocals and harmonies, and sparkling melodies. Producer Tom Werman takes all these ingredients and molds them into a beautiful pop package here that will work on A/C and pop formats. Sleeper stuff.



TIERRA (Boardwalk WBS 70073)

Memories (2:59) (Marvin Gardens Music — ASCAP) (R. Salas) (Producers: R. Salas, S. Salas)

If you like your pop hot and spicy, with plenty of salsa, then this new tune from Tierra may be just for you. Hot 'n' heavy conga work opens the track, with the bright Tierra horn section joining in the Latin romp along with the Salas brothers' tasty harmonies. Look for East, West Coast metropolitan play.



T.G. SHEPPARD (Warner Bros. WBS 49690)

I Loved 'Em Every One (3:23) (Tree Publishing Co., Inc. — BMI) (P. Sampson) (Producer: B. Killen)

Pop crossover is the game plan for former record promotion man T.G. Sheppard, an established country artist with a chart track record dating back from "Devil In A Bottle" on Motown's Melodyland label to a #1 single with Warner Bros. last year. Bouncy Country pop here could do it.



THE PETER MYERS BAND (Deli Platters DP-5)

Real Tears (4:40) (Duchess Music Corp (MCA) — BMI) (P. Myers) (Producers: S. Scharf, N. Teaman)

New Yorker Myers has neatly integrated the simple bass and piano of "Bluesy Hill" into a full-bodied pop/blues number of his own on this Deli Platter. Hammond organ swells give the proceedings a nice "fat" and appropriately sorrowful sound, augmenting Myers' white urban blues growl perfectly.

FEATURE PICKS

HITS OUT OF THE BOX

SIDE EFFECT (Elektra E-47112)

Make You Mine (3:14) (Relaxed Music/Happy Birthday Music/Tuff Cookie Music — BMI) (D. Ross) (Producer: A. Johnson)

With the co-production aid of vet Wayne Henderson, former Fantasy act Side Effect finds a solid balance between its stellar vocal work/wild jazzy inflections a la Slave and the heavy funk dance touch here.

"WEIRD AL" YANKOVIC (TK 1043)**Another One Rides The Bus** (2:36) (Queen Music Ltd./Beechwood Music Corp. — BMI) (J. Deacon) (No producer listed)

The man responsible for the Knack smack "My Bologna" has really outdone himself on this Queen kicker about the freaks who utilize "rapid" transit. A Dr. Demento fave, Al plays everything from accordion to his armpits and the floor here.

EDGAR WINTER (Blue Sky ZS6 70068)**Love Is Everywhere** (3:49) (Hirophant, Inc. — BMI) (E. Winter) (Producer: E. Winter)

The Frankenstein of keyboard rock has returned to vinyl with a glistering mid-tempo love ballad that could easily expose him to the A/C and pop adult market. Once again, this proves the veteran rocker's musical versatility.

GRANDMASTER FLASH AND THE FURIOUS FIVE**(Sugar Hill SH-759)****The Birthday Party** (4:57) (No publisher listed) (S. Robinson, J. Chase, The Furious Five) (Producer: Sylvia, Inc. Prod. & Jigsaw Prod.)

A rap for the ultimate party... the birthday party. A tough rhythm and horn section keep the rap hard 'n' fast from the Furious Five. Rock, don't stop, on every B-day!

ELOISE LAWS (Liberty 1399)**You Are Everything** (3:49) (Assorted Music/Bellboy Music — BMI) (L. Creed, T. Bell) (Producer: L. Creed)

Eloise Laws duets beautifully with Carl Helms on this sympathetic cover of the Stylistics hit, which, incidentally, is tastefully produced by one of the song's original composers.

GEORGE THOROGOOD & THE DESTROYERS (Rounder

4540)**I'm Wanted** (4:05) (Arc Music/Dixon Willie Songs — BMI) (W. Dixon) (Producer: G. Thorogood)

Guitarist/singer Thorogood has the unique ability to make just about any blues tune for him and the Destroyers cover, such as this Willie Dixon standard, into a good time boogie number, while maintaining a degree of authenticity. Ribald rock 'n' roll for AOR.

MANFRED MANN'S EARTH BAND (Warner Bros. WBS**49678)**

For You (3:50) (Bruce Springsteen Inc./Laurel Canyon Music — ASCAP) (B. Springsteen) (Producer: M. Mann)

Mann and band have made a career, of late, covering Springsteen tunes. Keyboards and synthesizers, 'natch, are prominently featured on the latest in the string of "heavy" pop/rock cover versions.

TODD RUNDGREN (Bearsville BSS 49696)**Time Heals** (3:33) (Humanoid Music — BMI) (T. Rundgren) (Producer: T. Rundgren)

Peppy, peppy and poppy, Rundgren is back doing what he does best... that is, create bright, fast moving pop/rock numbers, such as this cut from the "Healing" LP.

THE ROMANTICS (Nemperor ZS6 70063)

A Night Like This (3:36) (Forever/Endeavor Music, Inc. — ASCAP) (P. Mann, M. Skiff) (Producer: P. Collier)

Another teenage pop/rock fantasy from Motor City's Romantics, this is the foursome at its dirtiest, although the rhythm is no more complicated than The Monkees' "I'm Not Your Stepping Stone."

ELVIS COSTELLO AND THE ATTRAXIONS (Columbia**11-60519)****Watch Your Step** (2:59) (Plangent Visions Music Ltd. —

ASCAP) (E. Costello) (Producer: N. Lowe)

There is a subdued carnival feel to this tune from the "Trust" LP, underscored by Steve Nave's cello-like keyboards, while Costello slips out the cautionary lyrics. An accessible mid-tempo melody for pop as well as AOR.

JAMES TAYLOR AND J.D. SOUTHER

(Columbia 11-60514)**Her Town Too** (4:35) (Country Road Music, Inc./Leadsheetland Music — BMI/Ice Age Music — ASCAP) (J. Taylor, J.D. Souther, W. Wachtel) (Producer: P. Asher)

STEELY DAN (MCA MCA-51082)

Time Out Of Mind (4:10) (Zion Music/Free-junet Music — ASCAP) (W. Becker, D. Fagen) (Producer: G. Katz)

RITA COOLIDGE (A&M 2318)

Words (3:25) (Casserole Music/Unichappell Music, Inc. — BMI) (B. Gibb, R. Gibb, M. Gibb) (Producer: D. Anderle)

SHALAMAR (Solar YB-12192)

Make That Move (3:45) (Spectrum

VII/Mykinda Music — ASCAP) (K. Spencer, W. Shelby, R. Smith) (Producer: L. Sylvers, III)

TEDDY PENDERGRASS (Philadelphia Int'l

ZS6 70062)**Is It Still Good To Ya** (3:45) (Nick-O-Val

Music Co., Inc. — ASCAP) (V. Simpson, N. Ashford) (Producers: N. Ashford, V. Simpson)

RCA SelectaVision To Debut With 100 Title Vid Disc Line

(continued from page 8)

At least two of the current motion picture titles recently licensed from Paramount Pictures, including *Airplane!* and *Urban Cowboy*, have been set for May release, along with one of 11 James Bond films licensed from United Artists, *Goldfinger*. Two Paramount Academy Award nominees, *Ordinary People* and *Elephant Man*, will be released later in 1981.

"We will add to our catalog regularly in the months and years to come, and we are continuing our efforts both here and abroad to acquire new titles to create an ever-expanding library," stated RCA's Schlosser.

Custom Pressing

On the subject of custom pressing, RCA's Shortall indicated that the company presently has "unlimited production capacity," with its Rockville Road plant in Indianapolis manufacturing videodiscs full time for the market debut, and therefore capable of taking on any custom pressing projects until sometime within the next three years.

"Our philosophy has been 'we want to custom press and we will custom press'... when we have the capacity," said Shortall. "Hopefully, by 1984, we will be able to begin custom pressing. But our point has been that you have to establish the business first and then we can do it, that's what we are concentrating on right now. We expect to sell two million discs by the end of this year and bring our production capacity up to five million discs, which will take all of our current production resources."

Creditors Meet In Record Shack Chapter XI Case

NEW YORK — The creditors of the bankrupt five-unit Record Shack one-stop chain have formed five creditors' committees (one for each store unit in New York, Atlanta, Los Angeles, Dallas, and the now-closed store in Cleveland) under the chairmanship of Sid Rogoff, PolyGram Distribution credit manager. The creditors will meet again on March 12, but the chain, which filed for voluntary reorganization of debt under Chapter XI of the bankruptcy laws on Feb. 4 (**Cash Box**, Feb. 14), is not expected to file its reorganization plan until April.

The petition filed in U.S. Bankruptcy Court for the Eastern District of New York on Feb. 4 by Record Shack president Edward Portnoy listed assets of \$8,016,084 and liabilities of \$12,805,010. Major creditors included Columbia Records, \$3.3 million; RCA Records, \$1.9 million; PolyGram Distribution, \$1.9 million; Capitol Records, \$1.6 million; and WEA Corp., \$1.3 million.

CBS Inc. has been granted a stipulation and order by the bankruptcy court judge Manuel J. Price for the protection of its security interest in all CBS product sold to Record Shack under a 1979 agreement. The amount, based on an Inventory of Record Shack's stock, is \$433,274. The court has ordered Record Shack to deposit all money from sales of CBS product in a special escrow account. Although CBS will continue to sell product to the chain, it retains the right to terminate its agreement on 48 hours notice and demand that all money in the account be turned over to CBS.

Donald Itzler, Record Shack's attorney, says that RCA and "probably" Capitol also have liens against the chain. PolyGram Distribution, which was ordered a summary judgement of \$2.2 million by the New York State Supreme Court on Jan. 30, five days before Record Shack filed its bankruptcy petition, is an unsecured creditor.

CBS has already announced that it plans to custom press videodiscs in RCA's CED (Compact Electronic Disc) format eventually. However, according to previously published reports, disc software manufacturing facilities at its Carrollton, Ga. plant aren't expected to be on-line for another five years.

While RCA announced last week that its VideoDiscs and Records division would jointly develop original music-oriented video productions for the disc (**Cash Box**, Feb. 28), Frank McCann, vice president, public affairs, for RCA's Consumer Electronics division, stated that the company has not moved up its projected timetable for introducing a stereo CED player system model, set for 1982.

In a related development, **Cash Box** has learned that a noise reduction technique developed by the CBS Technology Center (**Cash Box**, Oct. 18, 1980) for use with normal audio recordings "can be applicable to (RCA's) videodisc," according to Dr. Don McCooy, vice president and general manager of the Stamford, Conn.-based research center.

The advantage of this technique is that it will provide an approximately 20 decibel improvement in the dynamic range of a record or the audio portion of a videodisc with the use of a fairly inexpensive decoder/expander," said Dr. McCooy. "It (the decoder) will eventually be made into an integrated circuit for stereos and, we hope, videodisc systems."

CBS' McCooy noted that the technique is currently "one of a number of approaches that RCA is currently looking at" and RCA's McCann confirmed that the company is indeed considering the noise reduction device for its CED videodisc system.

Electric Factory Fined

NEW YORK — Electric Factory Concerts, Inc. has been fined \$5,000 after pleading guilty to a charge of theft by deception in connection with concerts promoted by the firm at Cincinnati's Riverfront Coliseum. The charges stemmed from a local newspaper's investigation into rock concert operations in the wake of the Dec. 3, 1979 show, where 11 people were killed while trying to enter the arena.

An inquiry conducted by the *Cincinnati Post* revealed that the Philadelphia-based concert promoters had double-billed expenses in order to increase the amount deductible from gross receipts before the firm's acts' percentages of the gate, and that the practice generated additional profits of up to \$4,688 on shows promoted at the Coliseum between February 1979 and the Who's December appearance.

The matter was brought to court by Hamilton County Prosecutor Simon Leis, Jr. after the *Post's* stories on the subject of the promoters' investigation for the offense committed is \$10,000.

CBS Revises Policies

(continued from page 5)

cents per unit to 10 cents, while shipping charges will go from seven cents per unit to 10 cents. The shipping charge applies to orders of less than 90 records and to any order requiring pre-packing or drop shipment to wholly owned individual outlets of retail chains. It does not apply to special "free goods" programs.

Releases from the New and Developing Artists program, CBS Masterworks, Odyssey, 7-inch singles, and "free goods" will not be affected by these increases.

Commenting on the program, Bruce Lundvall, president, CBS Records Division, said CBS Records has taken an imaginative, dynamic approach in revising its exchange policy. We believe that these modifications will have a strong stabilizing effect on the record industry as a whole."

THIS MUSIC OF BUSINESS — Could this be the week **Jack Craig** makes changes at RCA? Talk has the president set to bring in Mike Pittet to head AOR promotion... PolyGram and Boardwalk are engaging in an eight-figure bidding war over Diana Ross, whose Motown contract expired Jan. 1... Warner Communications recently offered **David Gaffen** \$100 million to "make films of his choice," according to a *Daily News* profile... A key figure in the **Rolling Stones'** past is working on a full-length unauthorized film about the group... Look for CBS to announce a P&D deal with **John Hammond, Sr.**, one of the label's most astute A&R executives through the years... **Charlie Danlel's** *Sir Charles Brod*, has formed a production/publishing deal for the services of Nashville stalwart **Paul Johnson**... Look for MCA Music to dissolve its RCA-distributed Panorama Records... Cleveland International boss **Steve Popovich** will again tap into Slim Whitman country to handle mail-order superseller **Boxcar Willie**.



WILLY COMES CLEAN FOR EVE — *Capitol Recording artist Eve Moon* recently performed at *Trax*, where she was joined backstage by a newly clean-shaven **Willy DeVille**.

Photo by Ebel Roberts

physically escorted from the Hall. The four, claiming they were publicly humiliated, are suing Cossette for damages.

HERE NOW THE SCHMOZZ — RCA will release an "Urban Chipmunk" album... **Three Dog Night** has reformed. The band will try the reverse cross-over route by using the **Commodores** production team of **Lionel Ritchie** and **Thomas McClary**. The **Commodores** by the way, recently nixed a marriage offer from **Tracy Azoff**... **PolyGram** has signed **Judy Collins**... **Elektra** has signed the **Rockets**... **Columbia** has signed Chicago soul veteran **Walter Jackson**. After the company puts out new product by him, it will follow with a reissue of material he cut for CBS' **Okeh** subsidiary in the '60s. Is CBS also set to sign another soul veteran, **Wiley Wells**?... **The Blues Project**, stalwarts of the Greenwich Village folk-rock era, will reunite at **Bond's** on March 17... **Jem** is now carrying British "cassette singles." The label will also release a promotional 12" of **Alan Vega's** brilliant "Juke Box Baby" (now a hit in France).

RIDIN' IN THE STREETS OF ROCKET — Although Atlantic Records has sometimes accused of faithlessness to the sax and piano "jump" style city blues that was a cornerstone of the label's beginnings, the firm is to be lauded for the release of the self-titled album by **Rocket 88**, which sound like an outfit **Alma Ertegun** might have signed out of **Snooky's** in 1949. Fronted by **Rolling Stones** founding member pianist **Ian Stewart** (whose status as the "sixth Rolling Stone" has seen him play on virtually all of the group's LPs) **Rocket 88's** loose aggregate of jammers and players includes the likes of British R&B luminaries **Charlie Watts**, **Jack Bruce** and **Alexis Korner**, as well as American tenor man **Hai Singer**. "It started as a two piano concert with me and **Bob Hall**, in the tradition of **Albert Ammons** and **Pete Johnson**," Stewart told **Cash Box**. "Three



so much we decided to add a rhythm section, so we wrote **Charlie (Watts)** to make it interesting. The turning point for the ensemble was a concert at **Swindon Hall** celebrating the 50th anniversary of the death of boogie pianist **Pinetop Smith**, where it became a band with saxophones and a rhythm section." Due to the obvious commitments of players like **Bruce** and **Watts**, the group remained a once a month jam band with interchanging personnel. "We decided to get it on tape," recalls **Stewart**, "because it was so much fun, and we've got access to the **Rolling Stones'** mobile unit." The contents of the album were recorded at a small club in Hanover, Germany, fueled by "a couple of us having hangovers and being pissed at each other, which always makes for more interesting musical chemistry." According to **Stewart**, Atlantic had been discouraged by sales of what they perceived was a similar project; a recording of Kansas City pianist **Jack McShann**, with horn man **Paul Quinichette**, but **Stewart** argued that this recording, by contrast, featured players, all of whom were in their prime. While **Stewart** would like to bring the band to America, he notes that the reason this has been as successful as it has, is because of "PolyGram's regimented schedule. 'Charlie likes it,'" he notes, "because after the show he can go home, which would be impossible during a tour." **Stewart** noted that **Watts**, however, has recently expressed interest in doing three or four gigs here. "There's no question that this music is becoming more popular here. **Bob's** job as a patent attorney takes him to the U.S. periodically," he notes, "and lately he's consistently been able to find time where he could sit in and jam."

Photo by Joseph Szkodzinski

DIGGIN' THEM 'TATERS — The '70s was back in full force as the "pride of the boros," the legendary **Dictators**, played a oneoff **New York reunion** at **Irving Plaza**. Pictured onstage are (l-r): **Handsome Dick Manitoba**, **Tom Tan**, **Andy Chernoff** and **Ross "the Boss" Furfelle**.

K-tel International's Profits Increase In First Half

NEW YORK — K-tel International, the music, oil and real estate conglomerate, reported increased sales and after-tax profits for the first half of fiscal 1981. Net sales were \$109.9 million, up 13% from the \$97.4 million reported for the first half of the

previous fiscal year.

Net profit for the six months ended Dec. 31, 1980 nearly doubled to \$4.1 million from the \$2.2 million earned in last year's first half. A spokesman stated that 90% or more of profits came from the music division.

HITS OUT OF THE BOX

HITS OUT OF THE BOX

DAD LOVES HIS WORK — James Taylor — Columbia TG 37009 — Producer: Peter Asher — List: 8.98

Mr. Mellow always seems to deliver albums that sound as if they were made in his living room. Of course state of the art recording techniques and musicians (Ronin) were employed on "Dad Loves His Work," but the record still retains that comfortable home grown feel. J.T.'s latest is paced by a superb duet with J.D. Southern called "Let Town Too," but a fiery rocker, "Stand And Fight," should bring Taylor back into good graces with the AOR community. He doesn't try anything new here, but A/C and Pop audiences won't mind a bit. "I Will Follow" and "London Town" are also tracks of note.



JAMES TAYLOR

BEING WITH YOU — Smokey Robinson — Tamla T8-375M1 — Producer: George Tobin — List: 8.98

You can always tell when a Smokey Robinson song is in the grooves because it takes off like wild fire. Such is the case with the title track on "Being With You," as it looks to be headed toward the Top 10 in both the B/C and pop arenas. Ever since '79's "Crusin'," Robinson has been on a roll, and his slick, soft and soulful style is in all its glory on this George Tobin-produced effort. "If You Wanna Make Love" and "You Are Forever" sound like great follow-ups to the first single. Whether it be in pop or R&B circles, the Smokey is still king of the whisper.



SMOKEY ROBINSON

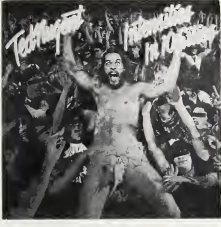
INTENSITIES IN 10 CITIES — Ted Nugent — Epic FE 37084 — Producers: Ric Browde & Cliff Davies — List: 8.98 — Bar Coded

The heavy metal warrior really shakes his lion cloth on this rousing live set of 10 new originals called "Intensities In 10 Cities." Nugent is no master of innovation, but his rude and crude style of rock 'n' roll is still about the hell-raising sound in popular music. The collection comes complete with Nugent rantings and ravings, concert hall feedback and that glorious drone and buzz. The wild one proves, once again, that he is the master of rock and sustain as far as head banging axe men are concerned. Top tracks are "Heads Will Roll" and "I Take No Prisoners."



ANOTHER TICKET — Eric Clapton — RSO RX-1-3095 — Producer: Tom Dowd — List: 8.98

For the past few years old Slowhand has been living between "Tulsa Time" and the hot boogie blues that first made him famous. On "Another Ticket" we again get the best of both worlds with a hot new Southern styled band featuring Chris Stainton and Albert Lee. Blistering double leads between Clapton and Lee can be heard on "Rita Mae" and "Catch Me If You Can," while the bluesy sound of Clapton's Yardbird days can be caught on "Floating Bridge." A superb follow up to "Just One Night." The title track is Clapton's most beautiful love song yet.



FEATURE PICKS

NEW AND DEVELOPING ARTISTS

ESCAPE ARTIST — Garland Jefferys — Epic JE 36983 — Producer: Garland Jefferys and Bob Clearmountain — List: 7.98 — Bar Coded

A critical favorite for years, this New York singer/songwriter has always been a street smart rocker with a literary eye toward songs that are both socially significant and emotionally gripping. This time out the Ghostwriter has enlisted such superb and diverse rockers as Roy Bittan and G.E. Smith for an effort that lands somewhere between his "American Boy And Girl" LP and Elvis Costello. A special EP featuring a pairing with Linton Kwesi Johnson shows that Jefferys handles reggae handily as well.



NO MORE — Badfinger — Radio Records RR 16030 — Producers: Jack Richardson and Steve Wittmack — List: 7.98

"Say No More" marks the debut by Badfinger on Florida-based Radio Records, as well as the first LP to be distributed under the label's pact with Atlantic. The five piece's latest effort is bristling with the pop energy that characterized its finest work. And while the sound of the late Pete Ham is missed, the band still retains that refreshing Beatles quality. Songs like "Come On," "Rock 'n' Roll Contract" and "No More" sound like those halcyon days of yesteryear on Apple.

TO LOVE AGAIN — Diana Ross — Motown M8-951M1 — Producer: Michael Masser — List: 7.98

This half greatest hits/half unreleased studio tracks LP is almost a duo album as Michael Masser's distinctive production and writing style is about as sparking as Ross' delivery. Most of the songs are those building, string-filled ballads that people have come to expect from Masser and Diana. His hits such as "Theme From Mahogany," "It's My Turn" and "Touch Me In The Morning" steal the limelight, but tracks like "One More Chance" are undiscovered gems.



SIXTY THRILLS A MINUTE — Mystic Merlin — Capitol SKAO-12137 — Producer: Alan Abrahams — List: 7.98 — Bar Coded

This Brooklyn-based quintet practices the self described art of "mujic," as in their snappy funk/R&B sound is employed with magic tricks during their onstage performances. And while the band's slight of hand doesn't exactly transfer to vinyl, the party-time feel of their sound does. Steady back beat, funky bass lines, airy keyboard fills and lively horns make for great dance floor music. Engaging vocals and a slick as all get out funk sound are reasons why Mystic Merlin is a true comer.

CRUISING FOR A BRUSIN' — Michael Bloomfield — Takoma TK 7091 — Producer: Norman Dayron — List: 7.98

This album's release would smack of ghoulish profiteering coming so quick on the heels of blues guitar great Bloomfield's tragic death, but it has been on Takoma's release schedule for months. This loose and hard rocking LP helps magnify the tragic loss to popular music that "Bloomfield" ballads that are singing and crying, bent string style is in classic form on tracks like "Papa-Mama-Romph-Stomph" and "Snowblind." A must for any serious blues fan.



MIDNIGHT FLYER — Swan Song SS 8509 — Producer: Mick Ralphs — List: 7.98

Maggie Bell's bluesy and bally vocal style sounds better than ever with her new band, Midnight Flyer. The hard shouting Scottish lass has linked up with a gang of tough rockers that runs nicely from granite hard British boogie to pulsating Southern rock. Bad Company principal Mick Ralphs wraps the whole ground shaking affair with a perfect production gloss. This is perfectly executed British mainstream rock 'n' roll, and AOR should have a field day with cuts like "Sweet Linn Woman" and "Hey Boy."



PERFECT FIT — Jerry Knight — A&M SP 4843 — Producer: David Kershenbaum — List: 7.98 — Bar Coded

Even more adventuresome than The Jacksons or former album Raydio, Jerry Knight is (along with Prince) the most progressive R&B artist around. He combines studio wizardry, rock 'n' roll and sheer soulful ingenuity and comes up with the B/C sleeper of the year in "Perfect Fit." Knight's snappy funk rhythms, interesting synthesizer arrangements, crawling bass lines and hooks that grab and don't let go make him the R&B face to watch this year.

HOW 'BOUT US — Champagn — Columbia JC 37008 — Producer: Leo Graham — List: 7.98 — Bar Coded

One of Columbia's most promising young acts, this Champagn, Ill.-based unit plays a subdued, commercial brand of R&B/funk that will fare well on both B/C and pop lists. The septet is led by talented guitarist/keyboardsist/songwriter Michael Day, and also features the smooth vocal stylings of Paule Carren and Renas Jones. Catchy, poppy and full of more R&B hooks than a tackle box, "How 'Bout Us" is a winner.



FOUL PLAY — Dennis Brown — A&M SP-4850 — Producer: Joe Gibbs and Clive Hunt — List: 7.98 — Bar Coded

With his powerful and ingratiating voice, Dennis Brown comes on like reggae's answer to Al Green on his debut for A&M, "Foul Play." Brown puts a technically advanced, R&B edge on his tight Jamaican sound. Brown, who has been a noted artist in Kingston since he was in rompers, could follow in the steps of Marley and Tosh with his commercial, but thoroughly heartfelt, reggae style. The LP features a Who's Who of musicians in the genre, and the top cuts are "Foul Play" and "I Need You Love."

ONE-WAY LOVE AFFAIR — Sadane — Warner Bros. BSK 3503 — Producers: James Mtume and Reggie Lucas — List: 8.98 — Bar Coded

Sadane will turn some of his own lights off and on with this love noir LP. His spirited voice borders the deep rasp of Ted Pendergrass, and the music often glides along smoothly to highlight this debuting love/soul crooner's vocal chops. Producers Mtume and Lucas catch the grooves slow, mid-tempo and hot. Best cuts include the title track, yearning love-ballad "The Fool in Me," "Love Can Wait" and "Sit Up." A strong debut for B/C and pop formats.



Cross, Warner Bros. Top Field At 23rd Grammy Awards Fete

(continued from page 5)

Band for his LP "On The Road" and received a special trustee award for his 45 years as an outstanding bandleader and pianist. In the new jazz-fusion field, the award went to Manhattan Transfer for Best Performance for "Birdland," which also earned group member Janis Siegel her own Grammy for Best Arrangement of Voices.

The Best Contemporary Gospel Performance award went to Reba Rambo, Dony McGuire, B. J. Thomas, Andreae Crouch, the Archers, Walter & Tramaime Hawkins and Cynthia Clawson for the LP "The Lord's Prayer." The Blackwood Brothers won Best Traditional Gospel Performance for their LP "We Come To Worship." Debby Boone won the Best Inspirational Performance award for "With My Song I Will Praise Him." In the soul gospel field, Shirley Caesar won Best Contemporary Performance for "Rejoice" and James Cleveland & The Charles Fold Singers won Best Traditional Performance for "Lord Let Me Be An Instrument."

I.R.S. Announces Appointment Of Three Executives

LOS ANGELES — Jay Boberg has been appointed vice president of American-Canadian operations for the International Record Syndicate (I.R.S.), while Bob Laul has been named national director of sales and head of operations for the label's New York offices. In addition, Michael Plien has been tapped as national director of promotion for I.R.S.

Boberg, who will be based at I.R.S.'s offices on the A&M Records lot in Los Angeles, will be responsible for overseeing the day-to-day operations of the label's North American division in his new position. He was formerly a college promotion representative for A&M Records and director of campus affairs at UCLA.

Laul, who will be responsible for national sales and distribution of I.R.S. product in his new post, was a New York sales representative for Alpha Distributing, an independent distributor, and a buyer for the Korvettes chain prior to joining the label.

Plien worked as a local promotion representative for A&M Records in Kansas City before moving over to I.R.S. He will oversee national promotion of I.R.S. product in his new position.

The Best Latin Recording award went to Cal Tjader for "La Onda Va Bien." Producer Norman Dayron won Best Ethnic or Traditional Recording for his "Rare Blues" anthology. The Best Recording for Children award went to "In Harmony/A Sesame Street Record," which featured the Doobie Brothers, James Taylor, Carly Simon, Lucy Simon, the Muppets, Al Jarreau, Linda Ronstadt, Wendy Waldman, Libby Titus, Dr. John, Livingston Taylor, George Benson, Pauline Wilson, Kate Taylor and the Simon/Taylor family and was produced by Lucy Simon and David Levine.

Dangerfield Tops Field

Rodney Dangerfield won the Best Comedy Recording award for "No Respect," and Pat Carroll won Best Spoken Word for "Gertrude Stein, Gertrude Stein, Gertrude Stein."

John Williams received two awards for *The Empire Strikes Back* as Best Instrumental Composition and Best Original Score Written for a Motion Picture. Eric Rice and Andrew Lloyd Webber won the Best Cast Show Album award for *Evita*, which they both wrote and produced.

In the crafts field, David McClintock won the Best Album Notes award for his liners in Frank Sinatra's "TriLOGY" — Sinatra himself was nominated in three other categories but did not win any awards. Keith Hardwick won the Best Historical Reissue Album award for his production of "Segovia" — EMI Recordings 1927-1939."

Phil Ramone was named Producer of the Year, while James Guthrie earned the Best Engineered Recording award for his work on Pink Floyd's "The Wall."

Itzhak Perlman dominated the classical field, winning three awards — Best Chamber Music Performance for "Music For Two Violins," which he shared with Pinchas Zukerman; Best Classical Performance — Soloist for "The Spanish Album;" and tied with two recordings in the Best Classical Performance — Soloist with Orchestra with "Berg: Concerto For Violin & Orchestra/Stravinsky: Concerto In D Major for Violin & Orchestra" with Seiji Ozawa conducting the Boston Symphony Orchestra, and "Brahms: Concerto In A Minor for Violin & Cello" with cellist Mstislav Rostropovich and Bernard Haitink conducting the Concertgebouw Orchestra.

"Berg: Lulu (Complete Version)" with Pierre Boulez conducting the Orchestre de l'Opera de Paris won as Best Classical

(continued on page 16)

ROCKIN' ROUND THE WORLD — Pop revivalists Rockpile have broken up. The band claimed that its members were too preoccupied with solo projects to continue as a unit. Nick "The Basher" Lowe and Dave Edmunds do, however, still have solo contracts with Columbia... John Lennon producer Jack Douglas will produce the next Knacks LP... Generation X has called it quits, but leader Billy Idol will soon release a solo album for Chrysalis... I.R.S. has picked up new rock pioneers Magazine from Virgin. The band's long-awaited live album, "Play," will be out March 30, and a new studio LP by late May... Look for The Go-Gos, whose debut release is being produced by Richard Gotterher, to be issued by I.R.S. in the next week or so... Legendary bluesmeister John "Road to Move" Mayall has signed with Regency Records. The shirtless artist has recorded a new album, "Roadshow Blues," for a March release... Steely Dan producer Gary Katz is currently producing England-based new rockers Eye To Eye for Warner Bros.

CLUBLAND — It's been another rough few weeks for L.A. area clubs as Hollywood's Starwood and The Cuckoo's Nest in Santa Anita are on the verge of closing. Club Starwood, Feb. 21) The Starwood opened Feb. 20 and stayed running for four nights, but its emergency stay order was dissolved when the State Appeals Court voted to take the venue's license away for being a public nuisance. The Starwood has appealed without luck to the business license commission, the State Appeals Court and now is seeking a writ of superdecree (which would override all the previous decisions) in the State Supreme Court. The Starwood could have its doors closed for some time as the wheels of high court justice turn slowly. The club is closing his L.A. locals the Platinum especially hard. It fell on the table last night, but the club has a new management brass. The band will, however, get its night on the town with a rescheduled two-night stand at The Whisky (in honor of their debut LP) March 10-11... In The Cuckoo's Nest situation it's more a case of punk rock on trial. The Santa Anita City Council recently voted 4-0 to revoke the club's entertainment permit for general disruption of neighborhood businesses (by way of discussing the matter, graffiti, and unruly behavior by punk rock fans.) Club owner Jerry Roach is seeking a restraining order on the council's move in Superior Court March 6. He hopes to re-open to club that night with The TIMES.

IS IT REALLY HAPPENING? — Capital artist Rick Nelson, who has released his first LP for the label, "Playing To Win," recently performed his new single, "It Hasn't Happened Yet" and two other songs from his new album on NBC-TV's Midnight Special. Pictured are (l-r): Doug Altman of the group, Nelson, and Pat Upton of the group. The finest musicals of that year. But in its latest manifestation, it pales in comparison to anything a college drama troupe might offer. Those who still haunt the midnight repertoire theatres to throw rice and answer every line in "The Rocky Horror Picture Show" go squeamish, and even first timers will know that something is awry in this ill-conceived '81 version. The only remaining member of the original cast is Kim Milford (Rocky), who seems to have no zeal for the part this time around. And while Frank Gergory does justice to the role of Frank 'n' Furter, the character still has Tim Curry's name written all over it. An intimate show when it first came to Hollywood, the production is lost in the cavernous Aquarius. The whole fiasco smacks of an attempt to cash in on the nostalgia of this classic bit of theatrical rock that has become a late night phenomenon in movie houses throughout the land.

OF VILLAGE PEOPLE AND THE LIKE — The Village People, who open at the Riviera Hotel in Las Vegas March 19, have a new cowboy in Jeff Olson... Florida-based Radio Records feels it has an alternative to those risqué bandfits with the All Sports Band. Described as a G-rated, Village People-type act, the band features members sporting athletic motifs — the lead singer wears a karate gi, the drummer is caged in a boxing ring and the keyboard player is set up in a Corvette Stingray. The label has pacted with Cleveland promoter Lonnie Green, the man who books half time activities for the Superbowl, to book the musical locks for NFC halftime activities. The label is also negotiating with firms such as Adidas, Wilson and Jiff for promotional gear on Fridays. According to Radio Records director of promotion John Schoenberger, the idea for the band stems from the trend back toward family entertainment... Radio Records has also signed hot R&B act Lonnie Youngblood.

ON THE TUBE — Look for an interesting bill session between Tom Snyder and The Plasmatics March 3 on NBC TV's "Tomorrow Show"... Legendary country yodeler Slim Whitman and Suffolk Marketing coach Bob Car Willie will guest on the Tonight Show March 5... "Ruffidini" boys The Marshall Tucker Band will appear on ABC's Friday Night Show... The Dixie Flyers are set to appear on the Tonight Show on Friday Feb. 20. The original Border wavers served up nine minutes of hot fun with "Fun While It Lasted," "Mendocino," "Shelia Tequila" and "You're Gonna Miss Me," but was almost upstaged by guest host Andy Kaufman. Kaufman disrupted everything on the show except Sir Doug's set as he threw cue cards to the wind, caused sundry lighting with cast and crew, battled with director Jack Burns and genuinely screwed up a week's worth of hard rehearsal. We loved it, and those who enjoyed Kaufman's volatle performance should band together and call fan Dave at (213) 275-5303 to find out about an encore screening.

THE LAST REPORT — Eagles Prince Don Henley finally had his wings clipped for contributing to the delinquency of a 16-year-old girl who was found nude and suffering from the effects of quaaludes and cocaine in his Sherman Oaks, Calif. home last Nov. 21. On Feb. 24, a Santa Monica Superior Court judge sentenced the noted drummer/singer to a \$2,500 fine and placed him in a two-year drug education program.

ROCK OF THE WESTIES — That quirky little S.F. area label, Berkeley Records, is reissuing the latest LP from one of our favorite S.F. acts, Greg Kihn. The album is entitled "Rockin'" and will be out March 20... In the rock world, a new ramped Modern Lovers (including two female back-singers, bass, guitar and drums) has wrapped up work on a new LP, which he is presently shopping. The new lineup, which features only one old Modern Lover in curly Kernan, was assembled so that Richman can concentrate more on his new role as song and dance man... The Rubinoos have split from Berkeley/EA and are shopping for a new label... In regard to the label's association with EA, the only hard and fast deal it has is for Kihn, while everything else is on an album by album basis. marc ceter



KICKOFF LUNCHEON — Following a similar event held recently in New York, the T.J. Martell Foundation for Leukemia Research had a record turnout at the week's coast Kickoff luncheon for its May 2 dinner honoring Dick Aster, deputy president and chief operating officer, CBS Records and with its 1981 Humanitarian Award. Pictured seated at the 1980 in Beverly Hills, Calif. are (l-r): Jerry Moss, west coast dinner chairman; Clive Davis, 1980 honoree; Asher, and Dr. James F. Holland, director, department of neoplastic diseases, Mount Sinai Medical Center. Shown standing are (l-r): Gil Friesen, 1979 honoree; Allen Davis, this year's executive dinner chairman; Bruce Lundy, 1977 honoree; Mel Albert, Cash Box executive vice president and general manager; George Albert, Cash Box president and publisher; Tony Martell, president, T.J. Martell Foundation; and Floyd Gilmer, this year's dinner chairman.

JAZZ ON JAZZ

TOP 40 ALBUMS

	Weeks On	Chart		Weeks On	Chart
1		2/28	21		2/28
1 WINELIGHT GROVER WASHINGTON, JR. (GRP/Arista 36570)	1	17	21 TOUCH OF SILK ERIC CLAPTON (Columbia JC 36570)	1	21
2 VOICES IN THE RAIN JOE SAMPLE (MCA 5172)	2	5	22 TWENNYNYN with LENNY WHITE (Elektra 6E-304)	1	22
3 ALL AROUND THE TOWN BOB JAMES (Tappan Zee/Columbia CX2 36786)	7	3	23 GOTHAM CITY DEXTER GORDON (Columbia JC 36683)	1	23
4 LATE NIGHT GUITAR CARL KILGISH (Liberty LT-1079)	3	14	24 4 X 4 MCGOY TYNER (Milestone 55077)	1	24
5 MAGIC TOM BROWNE (GRP/Arista 5503)	9	3	25 THE HOT SHOT DAN SIEGEL (Inner City IC 1111)	1	25
6 NIGHT PASSAGE WEATHER REPORT (ARC/Columbia JC 36793)	5	13	26 LOVE APPROACH TOM BROWNE (GRP/Arista 5008)	1	26
7 CARNIVAL SPRYO GYRA (MCA 5149)	4	19	27 RODNEY FRANKLIN (Columbia JC 36747)	1	27
8 INHERIT THE WIND WILTON FELDER (MCA 5144)	8	20	28 YOU MUST BELIEVE IN SPRING BILL EVANS (Warner Bros. HS 3594)	1	28
9 GIVE ME THE NIGHT GEORGE BENSON (Quest/Warner Bros. HS 3453)	6	31	29 'NARD BERNARD WRIGHT (GRP/Arista 5011)	1	29
10 CIVILIZED EVIL JEAN-LUC PONTY (Atlantic SO 16020)	11	21	30 MAGNIFICENT MADNESS JOHN KLEWNER (Elektra 6E-394)	1	30
11 FAMILY HUBERT LAWS (Columbia JC 36396)	10	22	31 IN CONCERT, ZURICH OCTOBER 28, 1979 CHICK COREA and GARY BURTON (ECM 2-1182)	1	31
12 MR. HANDS HERBIE HANCOCK (Columbia JC 36578)	12	16	32 NIGHT SOUND AHMAD JAMAL (Motown M7-9458A)	1	32
13 THIS TIME WARREN BAU (Warner Bros. BSK 3434)	13	38	33 OUTBRO AZYMYTH (Milestone M-9097)	1	33
14 ODDRI HIROSHIMA (Arista AL 9540)	14	16	34 LAND OF THE THIRD EYE DAVE VALENTIN (GRP/Arista 5009)	1	34
15 IT'S JUST THE WAY I FEEL GENE DUNLAP featuring THE RIDGEMANS (Capitol ST-12130)	16	4	35 VICTORY ADAM MICHAEL WALDEN (Atlantic SD 19279)	1	35
16 80/81 PAT METHENY (ECM 2-1180)	17	18	36 RHAPSODY AND BLUES THE CRUSAIDERS (MCA 5124)	1	36
17 REAL EYES GIL SCOTT-HERON (Arista AL 9540)	15	12	37 LOVE FANTASY ROY AYERS (Polygram/PolyGram PD-1-6301)	1	37
18 SEAWIND (A&M SP-4824)	19	22	38 THE CELESTIAL HAWK KEITH JARRETT (ECM M5E 1175)	1	38
19 SAVANNA HOT-LINE NATIVE SOUL (MCA-5157)	21	4	39 HOW'S EVERYTHING ADAO WATANABE (Columbia CX2 36818)	1	39
20 MOUNTAIN DANCE DAVE GRUBIN (GRP/Arista 5010)	—	1	40 UTOPIA PARKWAY MIKE MANDEL (Vanguard VSD 79437)	1	40

MAX 'N MORE — Despite the continued absence of a full-time commercial jazz station in New York, radio listeners in the Big Apple are being treated to some of the finest jazz programming anywhere. Drum Godfather Max Roach will be the subject of a 200-hour radio festival on New York's WKCR, 89.9 FM, beginning March 9. With recordings presented in strict chronology, the program will offer a complete retrospective of a career that has included work with Coleman Hawkins, Bud Powell, Thelonious Monk, Duke Ellington, Charlie Parker, Benny Carter, Dizzy Gillespie and John Coltrane. In return for the publicity and scrutiny by the groups Roach led himself, including the unit with Clifford Brown that spotlighted Sonny Rollins, and subsequent groups that featured Booker Little, Abbey Lincoln, Kenny Dorham, George Coleman, Eric Dolphy, Art Davis, Gary Bartz, Billy Harper, Cecil Bridgewater, Odean Pope and many others. Rare dates, import recordings and interviews with Roach and associates will round out the programming. Produced and researched by Bill Goldberg, the marathon is the latest in a WKCR tradition that has presented marathon programs on such luminaries as Miles Davis, Ben Webster, Louie Armstrong, Roy Eldridge and Lester Young . . . Over at Newark's public radio station, WBGU, last week's six-day fundraising drive was highlighted by a recreation of a 1920s Harlem jam party. In return for financial pledges, listeners were treated to a series of cutting contests, pitting the recordings of one musician against those of another. The great stride pianists of the period, such as Fats Waller, James P. Johnson and Willie "the Lion" Smith, were featured, as were big-band bandleaders and soloists. In return for the publicity, tenor duels. The station also re-broadcast highlights of past live performances featuring Joe Carroll, Dizzy Gillespie, Frank Foster, Groove Holmes and others, as well as interviews with Art Farmer, Milt Jackson, Doc Cheatham and Barry Harris . . . While listeners have been relying on non-commercial and public radio for their jazz, proponents of commercial radio have not been silent. Citizens for Jazz on WVRV, Inc. held a press conference and panel discussion at Lincoln Center on Feb. 25 to report on the effects the loss of a commercial jazz station has had on the jazz industry and to pledge that they would continue to press the Federal Communications Commission (FCC) to reinstate the station of WKCR, formerly WVRV. Panel speakers addressed the need for a full-time, full-strength commercial station, making references to their own specific problems as a result of the commercial vacuum. Concert promoter George Wein noted that while his own promotion efforts have been hampered, the "effect on the concert business is a minute part of the controversy. The situation is not healthy for jazz. Even though jazz will survive, its just gets tougher for musicians and clubs." Village Gate owner Art D'Luogoff added that the absence had precipitated a "net loss to the community all the way down the line. Financially, I've been hurt, and I know that artists have been hurt because I've been unable to hire many of them with no way to promote them. At least WVRV was a place where you could reach out to the audience." Muse Records president Joe Fields added, "In the area of records, the only way to break an act is through exposure, and having a radio station that will put a record on the air and stimulate that goes on in terms of sales, clubs and the culture. It is very definitely hurting the record companies and new artists. It's even hurting established acts. How do new people get in touch with the tradition?" Latin music impresario Ralph Mercado also reported problems as a result of the loss of WVRV. "We have three Spanish language stations in New York. WVRV was the bilingual station we needed to reach the young people. It has shown at concerts and record sales, and I hope to get it back on the air." If the tone of the conference tended to be fawning, drummer Mel Lewis managed to temper it. "I started worrying about WVRV a few years ago when they stopped playing diverse music," he said. "The station had meant something to me, but I wasn't getting anything on during the last few years. It's obvious that New York City without a commercial jazz station is ridiculous and impossible, and that we must have a commercial jazz station where people can advertise. But we must have the best, not what it was, which was a rock-fusion station. We need a quality commercial station with DJs who know what they're playing. I almost feel that it would be nice if we could find some other people to get involved with a commercial radio proposal, people who listen to the music." In response to a question from Cash Box concerning the seeking of alternate advertising venues, New Audiences promoter Art Welner replied that "since the loss of WVRV, New Audiences has been spending five times as much money to reach a third of the audience we had with WVRV. Consequently, we've presented a significantly fewer number of concerts this year."

RETROSPECTIVE — The long and illustrious career of drummer Max Roach will be examined via a 200-hour radio festival on New York's WKCR-FM.

tenor duels. The station also re-broadcast highlights of past live performances featuring Joe Carroll, Dizzy Gillespie, Frank Foster, Groove Holmes and others, as well as interviews with Art Farmer, Milt Jackson, Doc Cheatham and Barry Harris . . . While listeners have been relying on non-commercial and public radio for their jazz, proponents of commercial radio have not been silent. Citizens for Jazz on WVRV, Inc. held a press conference and panel discussion at Lincoln Center on Feb. 25 to report on the effects the loss of a commercial jazz station has had on the jazz industry and to pledge that they would continue to press the Federal Communications Commission (FCC) to reinstate the station of WKCR, formerly WVRV. Panel speakers addressed the need for a full-time, full-strength commercial station, making references to their own specific problems as a result of the commercial vacuum. Concert promoter George Wein noted that while his own promotion efforts have been hampered, the "effect on the concert business is a minute part of the controversy. The situation is not healthy for jazz. Even though jazz will survive, its just gets tougher for musicians and clubs." Village Gate owner Art D'Luogoff added that the absence had precipitated a "net loss to the community all the way down the line. Financially, I've been hurt, and I know that artists have been hurt because I've been unable to hire many of them with no way to promote them. At least WVRV was a place where you could reach out to the audience." Muse Records president Joe Fields added, "In the area of records, the only way to break an act is through exposure, and having a radio station that will put a record on the air and stimulate that goes on in terms of sales, clubs and the culture. It is very definitely hurting the record companies and new artists. It's even hurting established acts. How do new people get in touch with the tradition?" Latin music impresario Ralph Mercado also reported problems as a result of the loss of WVRV. "We have three Spanish language stations in New York. WVRV was the bilingual station we needed to reach the young people. It has shown at concerts and record sales, and I hope to get it back on the air." If the tone of the conference tended to be fawning, drummer Mel Lewis managed to temper it. "I started worrying about WVRV a few years ago when they stopped playing diverse music," he said. "The station had meant something to me, but I wasn't getting anything on during the last few years. It's obvious that New York City without a commercial jazz station is ridiculous and impossible, and that we must have a commercial jazz station where people can advertise. But we must have the best, not what it was, which was a rock-fusion station. We need a quality commercial station with DJs who know what they're playing. I almost feel that it would be nice if we could find some other people to get involved with a commercial radio proposal, people who listen to the music." In response to a question from Cash Box concerning the seeking of alternate advertising venues, New Audiences promoter Art Welner replied that "since the loss of WVRV, New Audiences has been spending five times as much money to reach a third of the audience we had with WVRV. Consequently, we've presented a significantly fewer number of concerts this year."

RECORDS RECORDS RECORDS — Columbia Records has issued "Directions," a double-compact collection of previously unreleased recordings by Miles Davis. All material was recorded from 1960-70, spans associations with Gil Evans and John McLaughlin, and includes support from Frank Butler, Billy Cobham, Jack DeJohnette, Elvin Jones, Tony Williams, Herbie Hancock, Dave Holland, Keith Jarrett and the rest of the Davis galaxy of stars. Despite his absence from the scene, Davis fans can look forward to future release of already recorded material. Former Columbia producer Teo Macero recently told Cash Box that "I made sure that the 'Blitches Brew' band was in the studio for at least one session a week for an entire year." Not content to rely on its archives, Columbia Records has also signed Blood Uterus and McCoq Tyrer . . . Atlantic Records has released "Mingus Dynasty Live At Montreux." The Dynasty band's sound is more Mingus than Mingus, as Hollywood Strings. Serious Mingus aficionados would be driven to opt for The Dannie Richmond Quintet, where the Mingus sound is still intact . . . Drummer Ronald Shannon Jackson of Ornette Coleman and Blood Uterus fame finally gets his Decoding Society on vinyl with "Eye On You" on About Time Records. The group features Billy Bang, Byard Lancaster, Charles Brackeen, Michael Gibbs, Ben Nixon and Erasto Vasconcelos . . . Danish-born Steeplechase has four new issues: "Midnight Moonlight" by pianist Duke Jordan; "Daybreak" by trumpeter Chet Baker with Doug Raney and Nels-Henning Eide; Pedersen; "Musically Yours" by pianist Horace Parlan; and "Scope" by saxophonist Bill Hill, with Kenny Baron, Buster Williams and Billy Hart. Fred Goodman

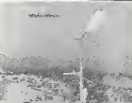
JAZZ ALBUM PICKS

GLOWING — Dave Schmitter — Muse MR 5222 — Producers: Ozile Cadena and Herb Fisher — List: 7, 98
Tenor saxophonist Schmitter is still best known for his work with Art Blakey, but this, his third solo album for Muse, should cement his reputation as a leader. Schmitter's strong debt to Sonny Rollins is in abundant evidence here, with the saxophonist converting influence into energy, and sound into soul. A unique line-up is on hand, with trumpeter Claudio Roditi, pianist Albert Dailey, bassist Mark Helias, and drummer Eddie Blackwell. A portrait of the artist as a young warrior.

ARROWHEAD — Wayne Johnson — Inner City 1088 — Producers: Ron Malo and Wayne Johnson — List: 7, 98
This solo debut for Manhattan Transfer guitarist Johnson brings the Pacific Northwest native's own ideas to the fore. The tightly knit trio with drummer Bill Berg and bassist Film Johnson pushes through with a sound that combines the ethereal with the straight-ahead. Should score well with AOR and jazz fusion programming.

RELAXIN' At Camarillo — Joe Henderson — Contemporary 14006 — Producer: John Koening — List: 7, 98
Tenor man Henderson has rediscovered the kind of straight forward, non-nonsense surroundings his sound needs but hasn't received on his last few dates. Stripped down to a bare-boned acoustic quartet, Henderson's horn emerges in all of its glory — gutsy, raw and warm. Bass/drums teams of Tony Dumas and Peter Erskine, and Richard Davis and Tony Williams offer firm foundation, with Erskine emerging as a real standout; Chick Corea on piano makes the fourth. The sound is pure Henderson from start to finish; this is an album to be savored.

DAVE SCHMITTER



TALENT

Dolly Parton

RIVIERA HOTEL, LAS VEGAS — When it comes to performing live, Dolly Parton is all business — show business, that is, as she amply proved during her triumphant showroom debut at the Riviera's Versailles Room. Although Parton had a lot of things going for her coming into Vegas — including a starring role in the film *9 to 5* and the nation's #1 record in the movie's title track — it was a blend of down home charm, self-effacing humor and well-chosen material that saw her through the most challenging booking of her career.

This town doesn't take kindly to newcomers, as evidenced by its near total reliance on a handful of proven attractions. There are no sure bets here in America's gambling mecca; just ask Lawrence Welk, whose long-awaited premiere recently turned into a monumental flop.

That's what makes Parton's success even more impressive. Given all the excitement surrounding her engagement and the fact she's the first new face to conquer Giltner City in years, she certainly is worth the \$350,000 a week she was paid.

After postponing her opening a day because of a slight case of "Vegas throat," Parton drew two standing ovations for a stunning 75-minute concert. Backed by a rhythm section and orchestra, she sang about love, hardship and dreams come true, delivering each song with feeling and conviction. She also played banjo and guitar, and connected with the audience during her between-song patter, which consisted mostly of poking fun at her buxom figure and mountainous wig.

While the crowd responded nicely to her more recent pop compositions — including "Two Doors Down," "Here You Come Again," and 9 to 5 — it was Parton's earlier, autobiographical tunes that drew the loudest applause. Especially effective was "Coat Of Many Colors," a song about growing up with little money but plenty of love.

Among the evening's highlights was a foot-stomping rendition of Elvis Presley's "All Shook Up," complete with his trademark curled lip. Besides being a fitting tribute to Presley, it underscored what was probably the most auspicious Vegas debut since the late King of Rock 'n' Roll took the town by storm about a decade ago.

alan sutton

Greg Kihn Band

OLD WALDORF, San Francisco — The Greg Kihn Band has been a staple of the Bay Area club scene for the past several years, packing the houses from Berkeley to the Peninsula night after night, but the power pop group's popularity has always seemed confined to that particular region. Kihn made reference to that sad fact at the quintet's Feb. 14 show here, telling the

mostly teenage audience that the Bay Area crowds were the "best in the whole damn world... and we should know because we don't play anywhere else."

Up until now, that has been more out of necessity than design. However, the plucky Kihn and his stalwart bunch of band members, from guitarist extraordinaire Dave Carpenter to keepers of the beat Larry Lynch and Steve Wright on drums and bass, respectively, along with newest member Gary Phillips on keyboards, have far from given up the ghost. As evidenced by the Old Waldorf stand, the band's crush on unpretentious, hook-filled pop/rock hasn't faded with time.

Two songs performed with the group's forthcoming Berzerker LP, "Rockin'," entitled "Valery" and "True Confessions," exhibited Kihn's unabashed romanticism, one of his most endearing qualities, and vocal bite in their best light. Although perhaps not quite as strong live numbers as the anthemic "Secret Meetings," always a showstopper, or the urgent "Cold Hard Cash," the two new tunes sport bright mid-tempo melodies that should fare better on today's lighter rock and pop formats.

It should be noted that the addition of Phillips, a former member of Copperhead and John Cippolino and, most recently, fellow Berzerker band Earthquake, has given the group a rounder, fatter and, ultimately, more accessible sound. While his electric piano stays predominantly in the background on most cuts, it does jump out on tunes such as Kihn's cover of "The Man Who Shot Liberty Valance."

The boyish Kihn and crew deserve better than to remain the Bay Area's best kept secret.

michael glynn

The Imperials

BAYLOR UNIVERSITY, Waco, Texas — Every act has its special place to play and for DaySpring recording group the Imperials, it's Baylor University. The mutual admiration between the four-member group and this college audience stems back to the its first appearance there years ago.

This particular performance was significant for a number of reasons — first, for the rapport between the band members and the SRO audience, but also because of the tie-in with Word Records' 30th anniversary, for which the label invited a number of key music critics and other industry representatives to view the show. The topper of the event was that it was the farewell performance of Russell Taff, who is leaving the group to pursue a new ministry. Ironically Paul Smith, who replaces Taff upon his departure from the group, introduced the Imperials on this night.

The communication between the group and the audience was open at all times, often humorous and always flowing. Though they presented a lively, 90-minute set, broken only by a brief intermission halfway through, the audience response was at its peak with such classics as "Oh Buddha" and "Praise The Lord."

Jim sharp



BONDS' BACK — Gary U.S. Bonds recently packed with EMI America Records. Pictured kneeling at the signing are (l-r): Ben Edmonds, EMI/ALiberty, and Gary W. Tallent, associate producer for Bonds' LP. Pictured standing are (l-r): Dick Williams, vice president of promotion, EMI/ALiberty; Joe Petrone, vice president of marketing; John Astol, Bonds' manager; Mark Levinson, vice president business affairs; Bonds; Jim Mazza, president of EMI/ALiberty; Miami Steve Van Zandt, co-producer on Van Zandt's LP; Frenchy Gauthier, director of merchandising; Gary Gersh, EMI/ALiberty; Don Grierson, vice president of A&R; Clay Baxter, director of artist development; and Ken Benson, director of album promotion.

President Tells Analysts: CBS Inc. Will Profit In '81

by Dave Schulps

NEW YORK — Thomas H. Wyman, president of CBS, Inc., told a gathering of financial analysts last week that the 1981 profit outlook for the corporation, including its record division, is good despite a substantial increase in developmental spending over the past. Citing the increased investment in technology and other factors — such as last year's actor's strike and the rise in the price of software — Wyman said he expected declines in overall company profits in the first two quarters of 1981, but that the key to the year's performance is the expectation of strong second half gains. He also looked forward to the debut later this year of four new areas with major profit potential: CBS Cable, home videotape arrangements with MGM and Lorimar, production of CBS videocassettes and the Technical Films division, which he stressed were "all outgrowths of existing business."

In his prepared remarks, Wyman pointed to a "sharp resurgence in the Records Group in 1980, which saw CBS outpace the growth of the world market." He cited the strong recovery of Columbia and Epic Records last year from "a difficult 1979," adding that strong first quarter earnings are expected this year as a result of a new, limited returns policy; the popularity of the \$5.99 list price on many back catalogue items; and the outstanding worldwide sales performance of Barbra Streisand's "Guilty" and Bruce Springsteen's "The River."

Wyman said that "softness in some areas late in 1980 had held CBS International record sales below 1979 figures," but pointed to a particularly strong performance in Latin America during the year and to the opening of the label's first African branch in Kenya, to be followed this year by one in Nigeria.

Blaming "weak consumer demand," Wyman said both revenues and profits had

Grammy Highlights

(continued from page 14)

Album, Best Opera Recording and Best Engineered Recording.

The Best Classical Orchestral Recording award went to "Bruckner: Symphony No. 6 in A Major," with Sir George Solti conducting the Chicago Symphony Orchestra; and Best Choral Performance went to the "Mozart: Requiem" with conductor Carlo Giulini, chorus master Norbert Balatsch, and the Philharmonia Chorus & Orchestra. Leontyne Price won Best Classical Vocal Soloist honors for "Prima Donna Vol. 5 — Arias from Handel to Britten." Robert Woods was named Classical Producer of the Year.

declined sharply in the Columbia House mail-order record operation during 1980, but noted that despite the decline in sales, the size of the mailing list remained stable "so the chance for recovery looks good." In addition, he mentioned that Columbia House would be expanding into videocassette and disc sales this year.

In the question-and-answer period that followed Wyman's remarks, most of the questions related to the Records Group focused on the economics of the CBS videocassette plant in Carrollton, Ga., which will begin pressing discs in the SelectaVision format under a non-exclusive licensing agreement with RCA later this year. Walter Yetnikoff, president of CBS Records Group, to which CBS Video Enterprises belongs, explained that he expects "yield levels to start low and to increase." He said that this year the plant, which CBS has invested between \$40 and \$50 million in, could not be expected to produce revenue, but that in 1982 production of one and one-half million discs is expected to bring in "some revenue" and that "beyond 1982 we expect the volume of disc production to increase exponentially from a projected three million in 1983." Also foreseen is a "dramatic decrease in costs" after the plant gets into full swing.

Asked whether CBS would be left with an expensive white elephant should the SelectaVision mode, one of three non-compatible videocassette formats, not find widespread acceptance, Wyman stated, "We see the numbers heavily favoring the success of SelectaVision, but we aren't foreclosing on the possibility of expanding into or changing to other formats. If things do go the other way we may have extra machinery on our hands, but the Carrollton plant is modular and a different technology could be installed."

"The investment we've made in the plant is not the kind of money that would bury us if the market went the other way," Wyman said.

B/C Music Expands

(continued from page 8)

and the sound will appeal to no one, commented Sherwood.

"You can't play the same music in Salt Lake City that you can in New York City," added Sherwood.

But Farael said that E/A's practice of having local promo reps work all records, if deemed viable, at all radio stations has been effective in breaking artists like Grover Washington, Jr. pop, and that an aggressive approach must be taken in breaking acts in pop markets.

ON STAGE

AIR PLAY

NAB NOTES — The National Assn. of Broadcasters (NAB) will begin a new program of special services for small market radio broadcasters beginning April 1. The first of these services will be a small market radio newsletter called *Radiogram*, which according to NAB radio vice president **Wayne Cornils**, "will feature concise how-to-do-it information, as well as provide the basis for an idea exchange bank." During the next year, the NAB's Radio department is also planning to publish a series of small market radio operational handbooks, a source guide for promotional merchandise especially for small markets, and a seasonal promotion merchandise service. . . . In other NAB news, it was announced that **Richard M. DeVoe**, president of the American Corp. and co-chairman of the Mutual Broadcasting System, will be the keynote speaker at the opening radio assembly of the NAB's 59th annual convention in Las Vegas on April 13. **Howard Ruff**, syndicated radio commentator and author and publisher of the economic newspaper *Ruff Times*, will be the radio luncheon speaker on April 14. The convention is scheduled from April 12-15.

NETWORK NEWS — In meetings held Feb. 17-18 in Dallas, representatives from NBC's Source met with affiliate reps and formed an executive affiliate board called the Source board. Elected directors to the board include **Jeff Poll**, general manager at KZEW/Dallas, chairman; **Rob Ridder**, general manager at KZIO/Duluth, vice chairman; and **Rick Peters**, program director at WWML/Miami, secretary. Board members appointed were **Vic Aderhold**, vice president and general manager at WFYV/Jacksonville; **Larry Bruce**, program director at KGB-FM/San Diego; **Frank Cody**, program director at KBPI/Denver; **Norm Gregory**, general manager at KZOK/Seattle; **Mel Karmazin**, vice president and general manager at WNEW-FM/New York; **Dave Lang**, program director at WDFE/Pittsburgh; **George Silberman**, general manager at WBXM/Portland, Maine; and **Wall Tiburksi**, general manager at WMMB/Cleveland. **Dan Forth**, director of affiliate relations for the Source, explained that the committee was formed to expedite more direct communication between affiliates. "In order to continue our success, we have to always evaluate the position of the network in all markets. We have been very successful, and we want to be sure to keep them with the Source. While we are always in communication with our affiliates, this will establish an even stronger link between the network and the radio stations involved, creating a better environment for the exchange of ideas and feedback." . . . In other NBC news, the Source's **Grateful Dead** special that aired the weekend of Feb. 6-8 reached an estimated cume audience of 6.2 million adults 18+, and among adults 18-34, received the highest cume of any special by the Source so far with a rating of 6.9. NBC Radio research has based these figures on an Omninet Study conducted by R.H. Bradman Associates, Eighty percent of the total Dead audience was male 18-34. A total of 1,010 random telephone interviews were conducted. And finally, on March 21, the NBC radio Network will debut *Sports At Large*, a two-hour sports/talk program hosted by **Jerry Izenberg**, a nationally syndicated sports columnist. Those unfamiliar with Izenberg might recall the TV special *An Man Named Lombardi*, which he wrote and directed. . . . According to ABC Radio, its FM network that is targeted to 12-34 year olds, reaches 17.2 million listeners each week on its more than 200 affiliated stations. The FM network reports that 67 music stations scheduled this year represent a 800% increase over 1980. The ABC Radio division and Bonneville Broadcast Consultants have formed a joint venture to produce and distribute total marketing campaigns for radio stations with ABC's marketing services producing and Bonneville marketing and distributing.



SURPRISE, SURPRISE — Columbia Records' first *Joe Banjoli* (r) was doing a guest appearance on KLAC/Los Angeles' "Coffee With . . ." program, when he was surprised with a special birthday cake from Columbia staffers. Pictured with **Bandy** are **KLAC** music director **Cathy Hann** and **CBS's** regional country marketing manager, **Jack Lambert**.

SYNDICATION INDICATIONS — It's been while in the making, but **Bobby Rich** and **Drake-Chenault** have finalized the winners of the firm's "Talent Search." The five winners in each format are: Top 40/Contemporary Hit Radio — **Willy B**, **WBSB**/Baltimore; **Johnny B**, **WOKY**/Milwaukee; **Brathair**, **WJZZ**/Ft. Pierce; **The Greensman**, **WAPE**/Jacksonville; and **Wanda Miller**, **WRXJ**/Windsor. In the Adult Contemporary format are: **Adelle**, **WRXJ/Knoxville**; **C.J.** and **Buzz**, **WCSC**/Charleston; **Gerry Cipolla**, **WKAP**/Allentown; **Kevin McCormick**, **KTLE**/Oklahoma City; and **Spikle O'Dell**, **KSTT**/Davenport. Winners in the AOR format are: **Barry Grant**, **WMAJ**/Madison; **Linda McInnes**, **KLOS**/Los Angeles; **Mark Nakada**, **WKIO**/Champaigne; **Dave Scott**, **KZOM**/Beaumont; and **Howard Stern**, **WWWW**/Detroit. In the country format, the winners are: **Dennis Conner**, **KLIX**/Twin Falls; **Walt Jackson**, **WWSR**/Memphis; **Dan Fisher**, **WJRI**/Wichita; **Ken Shepherd**, **KWKH**/Shreveport; and **Dan Taylor**, **WHN**/New York. In the open category, the winners are: **Vinnie Brown**, **WOL**/Washington, D.C. (black); **Scott Carpenter**, **WBSB**/Baltimore (talk); **Bruce Gregory**, **WALM**/Lehigh Valley (oldies); **Bruce Erik Smallwood**, **WIKS**/Indianapolis (news); and **Creigh Yarbrough**, **WIKS**/Indianapolis (news). These winners' air checks have been compiled onto a special collectors' item record album that is available free from Drake-Chenault. Those stations that are interested should send their request on station letterhead to **Bobby Rich**, Drake-Chenault, 8399 Topanga Canyon Blvd., Canoga Park, Calif. 91304.

NEW JOBS — **George Francis**, former vice president and general manager at **WKY**/Louisville, has been named president and general manager of **WWWE**/Cleveland. . . . **Bob Laurence** has joined the national programming staff for the Drake-Chenault syndication firm. Laurence most recently was national PD for Mariner Communications. . . . **Dick McCauley** was named senior vice president/stations for **Blair Radio**. . . . **John Lander**, program director at **KGB-AM**/San Diego, was named general manager at **WVCY**/Tampa. . . . **John Fisher** has joined **WIBC** in Chicago as the station's new morning personality and speaking of personalities, **Ross Brittain** and **Brian Wilson**, former morning duo on **Z93**/Atlanta, will be moving to New York City where they form a morning drive show with **WABC** on March 9.

mark albert



UFO CITED IN PITTSBURGH — *Chrysalis* recording group **UFO** recently embarked on a U.S. tour in support of its "The Wild, The Willing and The Innocent" LP. While in Pittsburgh, members of **UFO** met with personnel from **WDVE**. Pictured above are (l-r): **Shawn Portmann**, **WDVE** sales manager; **Lenny Evanoff**, **Piks** Promotion; **Phil Mogg** of the group; **Dave Lang**, PD at **WDVE**; **Peter Way** of the group; and **Roxy Myzal**, *Chrysalis* national album manager.

Radio Derogation To Be Implemented April 3

LOS ANGELES — The Federal Communications Commission (FCC) final rules regarding radio derogation, issued on Feb. 24, are to become effective on April 3. Individual or groups that oppose the derogation measures will have 30 days to appeal to the FCC or the U.S. Court of Appeals to block derogation.

Percentage requirements for non-entertainment programming, including religious and public affairs programming, were eliminated by the FCC, which said, "Other than responsive issue programming, stations need not, as a Commission requirement, present news, agricultural, etc., programming." The FCC did emphasize that small market broadcasters, however, would be expected to maintain "more broadly based" programming to better serve their listeners.

The FCC also eliminated formal ascertainment procedures for renewals, new stations and major change applications and labeled such procedures as "ritual dances." In addition, maximum commercial guidelines were eliminated and formal program logs are no longer required. In lieu of program logs, the FCC has insisted that stations maintain public files, which are to include a programs/issues list that will outline "five to 10 issues to which the station paid particular attention with programming," as well as a public file and the station's license application.

Commercial Shortwave Gains FCC Approval

LOS ANGELES — The Federal Communications Commission (FCC) unanimously authorized the application of **WRNO**/New Orleans owner and general manager **Joseph Costello** III to construct and operate what will be the first privately-owned and commercially-operated international shortwave broadcast station in the United States. The station is expected to be on the air by the Fall of this year.

The station will have transmitting power of 100,000 watts and will emanate from New Orleans on the International Broadcast Bands. The shortwave "superstation" will have worldwide coverage, but it is expected to be broadcasting primarily to Canada, Central and Eastern Europe, the Scandinavian countries and the Mediterranean area.

Costello said that the station will be programmed with adult contemporary music aimed at listeners 18-49, as well as simulcasting a portion of **WRNO's** rock programming. He also stressed that "the station will be a major advertising vehicle to stimulate the worldwide sales of American-made products in foreign countries."

FCC Reverses Policy In License Decision

LOS ANGELES — In what may be a precedent setting case for awarding broadcast licenses when there is more than one capable applicant, the Federal Communications Commission (FCC) reversed its standard comparative hearings policy and instead made its own decision in awarding a license to a new FM station in Media, Pa. to Greater Media Radio over **Alexander Klein**, Jr.

In May 1980, the Commission had voted 4-3 to declare a tie between Greater Media and Klein, saying that they were equally qualified, and a third applicant, **Roberts Broadcasting Corp.**, was eliminated. At that time, the FCC instructed its staff to prepare a written order that would set up the ground rules for a random lottery because the Commission felt that Greater Media and Klein were so equally qualified that a decision could not be made.

However, with Ronald Reagan's election to the presidency and the loss of two Democratic commissioners, the Republican-controlled FCC voted behind closed doors on Feb. 25 to reverse the May 1980 vote and awarded the license to Greater Media. Chairman **Charles Ferris**, a Democrat, had removed himself from Commission proceedings pending his retirement in April, and Democrat **Tyrene Brown** resigned his seat in January.

The only real difference between Greater Media and Klein, according to the FCC in its vote last May, was that Greater Media's proposed business manager was a black woman who received a gift of 5% of the company's stock. The Commission, since 1978, has made minority ownership a high priority, but the majority vote in 1980 concluded that a 5% stock interest was not sufficient.

The new majority decided that a 5% stock holding, combined with the stockholder holding a full time management position with the company, was sufficient grounds to award Greater Media the license.

Figneshu, De Armond Promoted At Viacom

LOS ANGELES — **William Figneshu**, formerly national program director for **Viacom Radio**, has been promoted to vice president of programming in sales. **Blaine De Armond**, former national promotion director for **Viacom Radio**, has been named vice president in five markets, including **WKHH-FM** and **WVRL**/New York; **WVRF-FM** and **WDIA**/Memphis; **WMZQ-FM**/Washington, D.C.; **KDIA**/Oakland-San Francisco; **KIKK-FM**/Houston; and **KIKK**/Pasadena, Texas.

LP Chart Position

9 AC/DC - BACK IN BLACK • ATLANTIC
 ADDS: None. HOTS: WBCN, WBCB, KPBI, WBAB, WAAF, KROQ, WBLM, KMGH, KWST, KMET, MEDIUMS: WMMS, WCCC, WLIR, PREFERRED TRACKS: Title, Belts, Pollution, Shook
 SALES: Good to moderate in all regions.

148 ADAM & THE ANTS • KINGS OF THE WILD FRONTIER • EPIC
 ADDS: WLIR, HOTS: KNAC, MEDIUMS: WLIR, WBCN, WHFS, KROQ, PREFERRED TRACKS: Dog, Antmusic, Title
 SALES: Weak in South; fair in all others.

— **ANY TROUBLE • WHERE ARE ALL THE NICE GIRLS? • STIFF AMERICA**
 ADDS: KZOK, HOTS: None. MEDIUMS: WCOZ, WOUR, KZEL, WHFS, KSJO, PREFERRED TRACKS: Second Choice
 SALES: Weak in all regions.

9 MOST ACTIVE

33 APRIL VINE • THE NATURE OF THE BEAST • CAPITOL
 ADDS: None. HOTS: WBAX, KSHE, KNAC, KMGH, WBLM, WYFE, WSHE, WCOZ, WOUR, WMMS, KEZY, WCCC, WBAB, KLOL, WGRQ, WAAL, KROQ, MEDIUMS: KMET, KMEL, KWST, WLQ, KSJO, WKDF, WJZ, KZOK, KPBI, KOME, WAAF, WWWW, WLIR, PREFERRED TRACKS: Just Between, Future, Big City
 SALES: Moderate in all regions; strongest in West.

5 MOST ADDED

— **BADFINGER • SAY NO MORE • RADIO RECORDS/ATLANTIC**
 ADDS: KMET, KMGH, WNEW, WKDF, WLIR, WYDD, WWWW, WBAB, WHFS, WCCC, WJZ, WMMB, WCOZ, WSHE, HOTS: None. MEDIUMS: WSHE, PREFERRED TRACKS: Hold On
 SALES: Just shipped.



6 PAT BENATAR • CRIMES OF PASSION • CHRYSALIS
 ADDS: None. HOTS: WBCN, WMMS, WBAB, WBLM, KMGH, KSJO, KWST, KMET, MEDIUMS: WCOZ, KEZY, WOUR, WLIR, WBAX, PREFERRED TRACKS: Treat, Best Shot, Prisoner
 SALES: Good to moderate in all regions.

7 BLONDIE • AUTOAMERICAN • CHRYSALIS
 ADDS: None. HOTS: WMMS, KZEL, KOME, WBAB, WYDD, KROQ, WKDF, WNEW, KSJO, KNAC, KNAC, KMEL, MEDIUMS: KEZY, KPBI, KWST, PREFERRED TRACKS: Rapture, Walk, Dark
 SALES: Good in all regions.

105 THE BOOMTOWN RATS • MONDO BONGO • COLUMBIA
 ADDS: WBLM, HOTS: WHFS, KROQ, KNAC, MEDIUMS: KZEL, WCCC, WBAB, WWWW, KMGH, KSJO, PREFERRED TRACKS: Up All Night, Go Man, Banana
 SALES: Fair in all regions; strongest in West.

9 MOST ADDED

— **THE BRAINS • L'ETATÉRIEN EDEN • MERCURY/POLYGRAM**
 ADDS: KNAC, KMGH, WLIR, WHFS, WCCC, WOUR, HOTS: None. MEDIUMS: WBCN, PREFERRED TRACKS: Open
 SALES: Just shipped.

45 JIMMY BUFFETT • COCONUT TELEGRAPH • MCA
 ADDS: KZOK, HOTS: WMMS, KNX, KNAC, KINK, MEDIUMS: WSHE, KZEL, KEZY, KZAM, KPBI, KOME, WYDD, WAAL, WBLM, WKDF, KSJO, PREFERRED TRACKS: My Job, Growing Older, Title
 SALES: Moderate in all regions; weakest in West.

144 J.J. CALE • SHADES • SHELTER/MCA
 ADDS: WBLM, WJZ, HOTS: WMMS, KNX, KNAC, KINK, MEDIUMS: WCOZ, KZAM, KOME, WHFS, WWWW, KINK, PREFERRED TRACKS: Dungeon, Pack
 SALES: Fair in East and West; weak in others.

118 THE JIM CARROLL BAND • CATHOLIC BOY • ATCO
 ADDS: None. HOTS: WBCN, KZEL, WBAB, WAAF, WGRQ, MEDIUMS: WMMS, WHFS, KMGH, KNAC, PREFERRED TRACKS: Love, People
 SALES: Fair in East and West; weak in others.

LP Chart Position

32 THE CLASH • SANDINISTA • EPIC
 ADDS: WKDF, HOTS: KWST, KNAC, WOUR, WMMS, KOME, WCCC, WHFS, WBAB, WGRQ, WLIR, KROQ, WNEW, MEDIUMS: KMET, KNAC, KZEL, KZOK, WAAF, WWWW, WAAL, WBLM, KMGH, KSJO, PREFERRED TRACKS: Hissville, Police, Washington, Magnificent
 SALES: Moderate to fair in all regions; strongest in West.

3 MOST ADDED

— **PHIL COLLINS • FACE VALUE • ATLANTIC**
 ADDS: KMEL, KWST, KNAC, KNAC, KSJO, WNEW, WBLM, WYFE, WLIR, WAAL, WOUR, WBCN, WMMS, KZEL, WJZ, KEZY, KZOK, KZAM, WCCC, WHFS, WBAB, WAAF, KLOL, WWWW, WYDD, WGRQ, HOTS: WNEW, WLIR, MEDIUMS: KMEL, WYFE, WBCN, WBSB, WAAF, KLOL, PREFERRED TRACKS: In The Air, I Missed
 SALES: Just shipped.



27 ELVIS COSTELLO & THE ATTRACTIIONS • TRUST • COLUMBIA
 ADDS: None. HOTS: KNAC, KNAC, KSJO, WNEW, WBCN, KZEL, WCCC, WHFS, WBAB, WGRQ, WLIR, KROQ, MEDIUMS: KMET, KSHE, WLQ, WSHE, WOUR, WMMS, KEZY, KOME, KLOL, WWWW, WAAL, WBLM, PREFERRED TRACKS: Claid, Watch Your Own Gun
 SALES: Moderate to fair in all regions; weakest in South.

31 DIRE STRAITS • MAKING MOVIES • WARNER BROS.
 ADDS: None. HOTS: KINK, WMMS, KZOK, KPBI, KOME, WMMB, WWWW, WBLM, WNEW, KNAC, MEDIUMS: KMET, WCOZ, WBCN, KZEL, KEZY, WCCC, WLIR, KMGH, KNAC, PREFERRED TRACKS: Skateaway, Tunnel, Romeo, Espresso
 SALES: Moderate to fair in all regions; strongest in West.

7 MOST ADDED

— **DOC HOLLIDAY • A&M**
 ADDS: KMET, WNEW, WBLM, WYFE, WLIR, WBAB, WOUR, HOTS: WCOZ, MEDIUMS: WCCC, KMGH, PREFERRED TRACKS: Open
 SALES: Just shipped.

28 THE EAGLES • EAGLES LIVE • ASYLUM
 ADDS: None. HOTS: KOME, KSJO, KMET, MEDIUMS: KEZY, KNX, WKDF, PREFERRED TRACKS: New Kid, Little, Life's Been
 SALES: Moderate in all regions; weakest in East.

23 FIREBALL • CLOUDS ACROSS THE SUN • ATLANTIC
 ADDS: None. HOTS: KEZY, WGRQ, WAAL, WLQ, KINK, MEDIUMS: WSHE, KZOK, KPBI, KINK, PREFERRED TRACKS: Dreamers, No Class, Staying
 SALES: Fair in West; weak in all others.

48 FLEETWOOD MAC • LIVE • WARNER BROS.
 ADDS: None. HOTS: KEZY, KZAM, KOME, WWWW, WBLM, KSJO, KNAC, KMEL, KMET, MEDIUMS: WCOZ, KZEL, WBAB, KMGH, PREFERRED TRACKS: Open
 SALES: Weak in South; fair in all others.

8 MOST ADDED

— **THE FOOLS • HEAVY MENTAL • EMI-AMERICA**
 ADDS: KNAC, KSJO, WYDD, WAAF, WHFS, KZEL, HOTS: None. MEDIUMS: WAAF, WOUR, WMMS, WWWW, WBLM, PREFERRED TRACKS: Open
 SALES: Initial breakouts in East.

141 PEARL HARBOUR • DON'T FOLLOW ME, I'M LOST TOO • WARNER BROS.
 ADDS: WBAB, HOTS: WHFS, MEDIUMS: WBCN, KZEL, WWWW, WLIR, KNAC, PREFERRED TRACKS: Open
 SALES: Weak in West; fair in all others.

43 EMMYLOU HARRIS • EVANGELINE • WARNER BROS.
 ADDS: None. HOTS: KZAM, WHFS, KNX, KINK, MEDIUMS: WMMS, KNAC, PREFERRED TRACKS: Mr. Sandman
 SALES: Moderate to fair in all regions; strongest in West.

37 HEART • GREATEST HITS/LIVE • EPIC
 ADDS: None. HOTS: KSJO, KNAC, KWST, MEDIUMS: WKDF, KMGH, KMET, PREFERRED TRACKS: Open
 SALES: Fair in all regions.

LP Chart Position

77 DONNIE IRIS • BACK ON THE STREETS • CAROUSEL/MCA
 ADDS: None. HOTS: WMMS, KPBI, KOME, WCCC, WAAF, WGRQ, WYFE, KSJO, WLQ, MEDIUMS: WBAX, WOUR, WBCN, KLOL, KROQ, WKDF, KMGH, KNAC, KMEL, PREFERRED TRACKS: An'Leah!, Title, Hear You, Agnes
 SALES: Fair in all regions.

87 THE JAM • SOUND AFFECTS • POLYDOR/POLYGRAM
 ADDS: KSHE, HOTS: WBCN, WHFS, KNAC, MEDIUMS: WOUR, KZEL, WKIR, KROQ, WBLM, KSJO, PREFERRED TRACKS: Start!, Monday, Different, Entertainment
 SALES: Fair in East and West; weak in others.

1 MOST ADDED

— **GARLAND JEFFREYS • ESCAPE ARTIST • EPIC**
 ADDS: WLIR, WAAL, WGRQ, WYDD, WWWW, KLOL, WAAF, WBAB, WHFS, WCCC, KZOK, WMMB, WBCN, WOUR, KZEL, WYFE, WYFE, WBLM, WKDF, WNEW, KMGH, KSJO, KNAC, KNAC, KSHE, KMEL, HOTS: KLOL, WAAF, WBAB, WYFE, WBLM, PREFERRED TRACKS: 96 Tears
 SALES: Just shipped.



173 JOAN JETT • BAD REPUTATION • BOARDWALK
 ADDS: None. HOTS: KNAC, WHFS, MEDIUMS: WSHE, WBCN, KZEL, WBAB, WLIR, KROQ, WBLM, KSJO, PREFERRED TRACKS: Touch Me, Own Me, Jezebel, Don't Alright
 SALES: Fair in East and South; weak in others.

6 MOST ACTIVE

11 JOURNEY • CAPTURED • COLUMBIA
 ADDS: None. HOTS: KMET, KMEL, KSHE, KWST, WLQ, KNAC, KSJO, KMGH, WBLM, WSHE, WCOZ, WBCN, KZEL, KEZY, KPBI, KZAM, WMMB, WWWW, WYDD, WGRQ, WYFE, MEDIUMS: WBAX, WKDF, WAAL, WLIR, KROQ, PREFERRED TRACKS: Open
 SALES: Good to moderate in all regions.

75 NICOLETTE LARSON • RADIOLAND • WARNER BROS.
 ADDS: None. HOTS: KEZY, KZAM, KNX, KINK, MEDIUMS: KPBI, WWWW, WBLM, KNAC, PREFERRED TRACKS: Ooo-eee
 SALES: Weak in East; fair in all others.

5 MOST ACTIVE

2 JOHN LENNON/YOKO ONO • DOUBLE FANTASY • GEPHEN
 ADDS: None. HOTS: KINK, KMET, KMEL, KWST, WLQ, KNAC, KSJO, WKDF, WBLM, KROQ, WOUR, WBCN, WMMS, KEZY, KZOK, KZAM, KOME, WBAB, WWWW, WYDD, KNX, WGRQ, WAAL, WLIR, MEDIUMS: WBAX, KSHE, KMGH, WCOZ, KZEL, WJZ, PREFERRED TRACKS: Wings, Losing You, Woman, Starting
 SALES: Good in all regions.



78 LOVERBOY • COLUMBIA
 ADDS: None. HOTS: WMMS, WCCC, WAAF, KLOL, WGRQ, KSHE, MEDIUMS: WSHE, KPBI, KOME, WBAB, WWWW, KROQ, WBLM, KMEL, PREFERRED TRACKS: Turn Me
 SALES: Moderate to fair in all regions.

92 MANFRED MANN'S EARTH BAND • CHANCE • WARNER BROS.
 ADDS: WBAX, HOTS: KSHE, KNAC, WBLM, WYFE, WCOZ, WOUR, WBCN, KZEL, KEZY, KOME, WAAF, WWWW, WYDD, WLIR, KROQ, MEDIUMS: WLQ, KSJO, WSHE, WJZ, KZOK, KPBI, WCCC, WBAB, WAAL, PREFERRED TRACKS: For You, Stretched, Lies
 SALES: Moderate in Midwest; weak in all others.

art
in

DELBERT MCCLINTON • THE JEALOUS KIND • CAPITOL
 ADDS: None. HOTS: WWWM, WAAL. MEDIUMS: WMMS, KBPI, KOME, WYDD, KNKN. PREFERRED TRACKS: Giving It Up.
 SALES: Weak in Midwest; fair in others.

RANDY MEISNER • ONE MORE SON • EPIC
 ADDS: None. HOTS: KINK, WSHE, WBGN, WMMS, KEZY, KZOK, KZAM, KBPI, WWWW, WAAL, WYFE, WLVO. MEDIUMS: WOUR, KOME, WBLM, WKDF, KMEL, WABX. PREFERRED TRACKS: Hearts.
 SALES: Fair in all regions.

NAZARETH • THE FOOL CIRCLE • A&M
 ADDS: WGRQ. HOTS: None. MEDIUMS: WMMS, KZEL, KEZY, WCCC, WBAB, KNKN, WLVO, KSHE, KMET. PREFERRED TRACKS: Another Year, Dream, Little Part.
 SALES: Moderate in West and Midwest; fair in others.

NIGHT • LONG DISTANCE • PLANET/ELEKTRA
 ADDS: None. HOTS: None. MEDIUMS: WCOZ, KEZY, KZOK, KBPI, KLQ, WWWW, WYDD, WAAL. PREFERRED TRACKS: Airwaves.
 SALES: Fair in all regions.

7 MOST ACTIVE

OUTLAWS • GHOST RIDERS • ARISTA
 ADDS: None. HOTS: KMET, KWST, WLVO, KNKN, KSJO, WMMS, KZOK, KOME, WBAB, KLQ, WWWW, KNX, WKDF, MEDIUMS: KNKN, WOUR, WBCN, KEZY, KZAM, KBPI, WCCC, KROQ, KMGV. PREFERRED TRACKS: Games, Price.
 SALES: Good to moderate in all regions.

THE ALAN PARSONS PROJECT • THE TURN OF A FRIENDLY CARD • ARISTA
 ADDS: None. HOTS: KINK, WABX, WLVO, KSJO, WSHE, WMMS, KZOK, KOME, WBAB, KLQ, WWWW, KNX, WKDF, MEDIUMS: KNKN, WOUR, WBCN, KEZY, KZAM, KBPI, WCCC, KROQ, KMGV. PREFERRED TRACKS: Games, Price.
 SALES: Good to moderate in all regions.

4 MOST ADDED

THE PLIMSOULS • PLANET/ELEKTRA
 ADDS: KNKN, KMGV, WNEW, WYFE, KROQ, WLIR, WAAL, WWWW, KLQ, WBAB, WHFS, WIBZ, KZEL, WBCN, KWST. HOTS: KNAC. MEDIUMS: WYFE, KLQ. PREFERRED TRACKS: Hush, Now, When You.
 SALES: Just shipped.

#10 MOST ACTIVE

THE POLICE • ZENYATTA MONDATT • A&M
 ADDS: KEZY, HOTS: KMET, WABX, KWST, WBCN, WMMS, KZEL, KEZY, WHFS, WBAB, WWWW, WLIR, KROQ, WNEW, KMGV, KSJO, KNAC, KNX. MEDIUMS: KMEL, WLVO, KBPI, WCCC, KLQ. PREFERRED TRACKS: Don't Stand, De Do Do, Driven, Canary.
 SALES: Good to moderate in all regions; weakest in South.

2 MOST ADDED

RAINBOW • DIFFICULT TO CURE • POLYDOR/POLYGRAM
 ADDS: KMET, KSHE, WNEW, KWST, KNKN, KMGV, KSJO, WBLM, WYFE, WLIR, WAAL, WGRQ, WYDD, WWWW, KLQ, WAAF, WBAB, WHFS, WCCC, KOME, KZEL, WMMS, WBCN, WOUR, WCOZ, WSHE. HOTS: WLIR, WCOZ, MEDIUMS: KMET, KWST, KNKN, WYFE, KLQ, WAAF, WBAB. PREFERRED TRACKS: I Surrender.
 SALES: Moderate in all regions; weakest in South.

LP Chart
Position

2 MOST ACTIVE

1 REO SPEEDWAGON • HI INFIDELITY • EPIC
 ADDS: None. HOTS: KMET, WABX, KWST, WLVO, KNKN, KSJO, KMGV, WKDF, WBLM, WYFE, WAAL, WSHE, WCOZ, WOUR, WBCN, WMMS, WIBZ, KEZY, KZOK, KBPI, KOME, WCCC, WBAB, WAAF, KLQ, WWWW, WYDD, WGRQ. MEDIUMS: KSHE, KROQ, WLIR, KZEL. PREFERRED TRACKS: Let Her Go, Follow, Keep On, Tough Guys.
 SALES: Good in all regions.

138 THE RINGS • MCA
 ADDS: WYDD. HOTS: WCOZ, WBCN, WAAF, WBLM. MEDIUMS: WSHE, WOUR, KZOK, KOME, WCCC, KROQ, KMGV, KWST. PREFERRED TRACKS: Let Me Go.
 SALES: Fair in East and Midwest; weak in others.

189 ROCKPILE • SECONDS OF PLEASURE • COLUMBIA
 ADDS: None. HOTS: WBAB, WLIR, KROQ, WNEW, KSJO, KNAC. MEDIUMS: KOME, WHFS, KMET. PREFERRED TRACKS: Pet You, Book, Teacher.
 SALES: Fair in East; weak in all others.

65 TODD RUNDGREN • HEALING • BEARSVILLE
 ADDS: KZOK. HOTS: WMMS, WCCC, WBAB, WWWW, WAAL, WLIR. MEDIUMS: WBCN, KZEL, KEZY, KZAM, WHFS, WYDD, WBLM, KNKN, WLVO. PREFERRED TRACKS: Healer, Compassion.
 SALES: Moderate to fair in all regions.

38 RUSH • MOVING PICTURES • MERCURY/POLYGRAM
 ADDS: KOME, KZEL. HOTS: KSHE, KWST, WLVO, KNKN, WSHE, WCOZ, WMMS, WCCC, WBAB, WAAF, KLQ, WWWW, WGRQ, WLIR, WYFE. MEDIUMS: KMET, WABX, KSJO, WBCN, WIBZ, KBPI, KROQ, WBLM, WKDF. PREFERRED TRACKS: Open.
 SALES: Good to moderate in all regions.

163 PHIL SEYMOUR • BOARDWALK
 ADDS: KZOK. HOTS: WSHE, WOUR, WMMS. MEDIUMS: KMET, KSJO, WCOZ, WBCN, KZEL, KEZY, KZOK, KBPI, WCCC, WBAB, WWWW, WAAL, WLIR, KROQ, WBLM. PREFERRED TRACKS: Precious, Let Her, Baby It's You.
 SALES: Fair in East; weak in all others.

#10 MOST ADDED

174 SHERBS • THE SKILL • ATCO
 ADDS: WABX, KROQ, WAAF. HOTS: WOUR, WWWW, KSHE. MEDIUMS: WAAF, WSHE, WMMS, KZOK, KBPI, KOME, WBAB, KLQ, WAAL, WYFE, KSJO, WLVO. PREFERRED TRACKS: Cindy, Crazy, The Skill.
 SALES: Fair in Midwest; weak in all others.

66 GRACE SLUICK • WELCOME TO THE WRECKING BALL • RCA
 ADDS: None. HOTS: KZEL, WLIR, KSJO. MEDIUMS: KMET, WCOZ, WOUR, WMMS, KEZY, KOME, WWWW, WYDD, KROQ, WBLM, KMGV, KNKN, WLVO, KSHE. PREFERRED TRACKS: Sea, Wrecking Ball, Mistrater.
 SALES: Moderate in East and West; weak in others.

— RICK SPRINGFIELD • WORKING CLASS DOG • RCA
 ADDS: WLVO, WSHE. HOTS: WOUR, KZEL, KNX. MEDIUMS: WCOZ, KBPI, WCCC, WWWW, WYFE, WBLM, KSJO. PREFERRED TRACKS: Jessie's Girl, I've Done.
 SALES: Initial breakouts in East.

4 MOST ACTIVE

18 BRUCE SPRINGSTEEN • THE RIVER • COLUMBIA
 ADDS: None. HOTS: KMET, WABX, KWST, WLVO, KNKN, KSJO, WNEW, WKDF, WBLM, KROQ, WLIR, WSHE, WBCN, WOUR, WMMS, KEZY, KZAM, KOME, WCCC, WBAB, KLQ, WWWW, WYDD, WGRQ, WAAL. MEDIUMS: KSHE, KZEL, KBPI. PREFERRED TRACKS: Fade, Cadillac, Ramrod, Tits, Heart, Title.
 SALES: Good to moderate in all regions.

LP Chart
Position

8 MOST ACTIVE

12 STEELY DAN • GAUCHO • MCA
 ADDS: None. HOTS: KINK, KMEL, KWST, WLVO, KNKN, KSJO, WKDF, WSHE, WMMS, KEZY, KZOK, KZAM, WABX, WMMS, KNX, WLIR, WYFE, WBLM. MEDIUMS: WABX, KMGV, WBCN, KBPI, WCCC, WAAL, KROQ. PREFERRED TRACKS: Open.
 SALES: Good to moderate in all regions.

21 ROD STEWART • FOOLISH BEHAVIOR • WARNER BROS.
 ADDS: None. HOTS: KMET, KMEL, KZAM, KOME, WBAB, KROQ, WYFE, WBLM, KMGV, KSJO, KNKN, WLVO, KWST. MEDIUMS: WMMS, KZEL, KEZY, KNX, KSHE. PREFERRED TRACKS: Passion, Gimme Wings, Dance With.
 SALES: Good to moderate in all regions; weakest in Midwest.

1 MOST ACTIVE

4 STYX • PARADISE THEATER • A&M
 ADDS: None. HOTS: KMET, WABX, KMEL, KSHE, KWST, WLVO, KNKN, KSJO, KMGV, WNEW, WKDF, WBLM, WYFE, WSHE, WOUR, WMMS, KZEL, KEZY, KZOK, KBPI, KOME, WCCC, WBAB, WAAF, KLQ, WYDD, WGRQ, WAAL, WLIR. MEDIUMS: KROQ, WCOZ, WBCN. PREFERRED TRACKS: Best Of, She Cares, Pennies, Rockin' The Paradise.
 SALES: Good in all regions.

6 MOST ADDED

— JAMES TAYLOR • DAD LOVES HIS WORK • COLUMBIA
 ADDS: WBLM, WLIR, WAAL, KNX, WBAB, WBC, KBPI, KZAM, KZOK, KEZY, WOUR. HOTS: None. MEDIUMS: WBAB. PREFERRED TRACKS: Her Town.
 SALES: Just shipped.

58 .38 SPECIAL • WILD-EYED SOUTHERN BOYS • A&M
 ADDS: WABX. HOTS: KMET, KSHE, KNKN, KBPI, WYFE, WCOZ, WAAF, KLQ, WWWW, WLIR. MEDIUMS: WLVO, KSJO, WKDF, WBLM, WSHE, WBCN, KZEL, KOME, WBAB, WWWW, WYDD, WAAL, KROQ. PREFERRED TRACKS: Hold On, First Time.
 SALES: Moderate in all regions.

40 TOTO • TURN BACK • COLUMBIA
 ADDS: None. HOTS: WCOZ, WMMS, KEZY, KZAM, KNX, KMGV. MEDIUMS: KSHE, WSHE, WOUR, WCCC, WWWW, WYDD, WLIR, KROQ, WBLM, KSJO, WLVO, KWST. PREFERRED TRACKS: Emerson, Girl, Love For.
 SALES: Moderate to fair in all regions; weakest in Midwest.

52 UFO • THE WILD THE WILLING AND THE INNOCENT • CHRYSALIS
 ADDS: None. HOTS: WCOZ, WMMS, KOME, WCCC, WBLM, KMGV. MEDIUMS: KMET, KSHE, KWST, WSHE, WOUR, WBCN, KZEL, WBAB, KLQ, WYDD, WAAL, KROQ, KSJO, KNKN. PREFERRED TRACKS: Chains, Long Gene, Get It Right.
 SALES: Fair in Midwest and West; weak in others.

168 U2 • BOY • ISLAND
 ADDS: WSHE. HOTS: WBLM, KSJO. MEDIUMS: WCCC, WHFS, WOUR, WBCN, WBLM, KNAC. PREFERRED TRACKS: Open.
 SALES: Weak in South; fair in all others.

3 MOST ACTIVE

25 STEVE WINWOOD • ARC OF A DIVER • ISLAND
 ADDS: KMEL. HOTS: KINK, WABX, KSHE, WLVO, KNKN, KSJO, WKDF, WYFE, WLIR, WGRQ, KNX, WYDD, WWWW, WSHE, WOUR, WBCN, WMMS, KEZY, KZOK, KZAM, KBPI, KOME, WCCC, WHFS, WBAB, WAAF, KLQ. MEDIUMS: KMEL, WCOZ, WMMS, KZEL, KBPI, KROQ, WCOZ, KZEL. PREFERRED TRACKS: Chance, Arc, Dancer, Train.
 SALES: Good to moderate in all regions.

89 XTC • BLACK SEA • VIRGIN/RSO
 ADDS: None. HOTS: WBCN, WHFS, KROQ. MEDIUMS: WCOZ, WMMS, KZEL, KBPI, KOME, WLIR, WBLM, KSJO, KNAC, WABX. PREFERRED TRACKS: Generals.
 SALES: Fair in East and West; weak in others.

LAST WEEK	THIS WEEK		WEEKS ON CHART
3	1	KEEP ON LOVING YOU REO SPEEDWAGON	15
1	2	9 TO 5	DOLLY PARTON 14
5	3	WOMAN	JOHN LENNON 8
2	4	I LOVE A RAINY NIGHT	EDDIE RABBITT 16
4	5	CELEBRATION	KOOL & THE GANG 19
6	6	THE BEST OF TIMES	STYX 7
9	7	RAPTURE	BLONDIE 6
6	8	THE TIDE IS HIGH	BLONDIE 17
11	9	CRYING	DON McLEAN 7
8	10	SAME OLD LANG SYNE	DAN FOGELBERG 13
12	11	TREAT ME RIGHT	PAT BENATAR 8
14	12	HELLO AGAIN (LOVE THEME FROM 'THE JAZZ SINGER')	NEIL DIAMOND 6
13	13	I AIN'T GONNA STAND FOR IT	STEVIE WONDER 13
15	14	THE WINNER TAKES IT ALL	ABBA 16
18	15	A LITTLE IN LOVE	CLIFF RICHARD 13
10	16	GIVING IT UP FOR YOUR LOVE	DELBERT McCLINTON 14
22	17	KISS ON MY LIST	DARYL HALL & JOHN OATES 7
20	18	GAMES PEOPLE PLAY	THE ALAN PARSONS PROJECT 14
21	19	HEARTS ON FIRE	RANDY MEISNER 7
16	20	(JUST LIKE) STARTING OVER	JOHN LENNON 19
21	21	WHAT KIND OF FOOL	BARBRA STREISAND & BARRY GIBB 6
30	22	DON'T STAND SO CLOSE TO ME	THE POLICE 5
23	23	SMOKY MOUNTAIN RAIN	RONNIE MILSAP 15
29	24	FADE AWAY	BRUCE SPRINGSTEEN 5
27	25	AH! LEAH!	DONNIE IRIS 13
26	26	LIVING IN A FANTASY	LEO SAYER 7
31	27	WHILE YOU SEE A CHANCE	STEVE WINWOOD 5
33	28	MORNING TRAIN (NINE TO FIVE)	SHEENA EASTON 4
17	29	HEY NINETEEN	STEELE DAN 15
43	30	JUST THE TWO OF US	GROVER WASHINGTON, JR. 5

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
37	31	SOMEBODY'S KNOCKIN' TERRY GIBBS ADDs: WZLJ-26, KSTP-FM, WKCR 18 To 13, KTSa, WDRQ-25, WZZP, BJ105-40, KEEL, WNCL, WBBO-27, KIMN, WSGA-33, JUMPS: WKX 24 To 20, K3LO Ex To 24, WOKI 18 To 13, KOP2 23 To 18, WISM 24 To 17, KOFM 5 To 2, WHYY 20 To 18, WKWB 24 To 20, 293 28 To 21, WCAO 18 To 15, WPRO-FM 27 To 22, F108 29 To 25, WSEZ 27 To 24, CKLW Ex To 20, KWKN 28 To 21, KFMD 24 To 17, WOXY Ex To 20, WZZR 30 To 24, KJR Ex To 25, WTIX 30 To 25, WANS Ex To 27, KPCC 18 To 13, WSTP Ex To 25, Y103 32 To 29, KYXX Ex To 29, WAYS 22 To 19, WWKX 10 To 7, KKOK 26 To 21, KC101 22 To 19, WRJZ 18 To 12, 94Q 29 To 21, SALES: Moderate in the West, Midwest and South. Weak in the East.	8

LAST WEEK	THIS WEEK		WEEKS ON CHART
35	32	GUITAR MAN ELVIS PRESLEY ADDs: WZLJ-26, JUMPS: WSEZ To 21, BU108 32 To 29, WMB 18 To 13, WBEW-FM 38 To 31, WSGA 27 To 24, WTIX 27 To 23, KFMD 18 To 14, WRKO 18 To 22, WAKY 28 To 25, WGCL Ex To 28, 93X 26 To 22, WNCL Ex To 21, WRJZ 29 To 24, WQXI 25 To 20, WKWB Ex To 25, WBBF Ex To 24, WPRO-FM 23 To 18, KWKN 23 To 19, SALES: Fair in the West, East and Midwest. Weak in the South.	7
24	33	HEARTBREAK HOTEL THE JACKSONS 14	14

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
46	34	ANGEL OF THE MORNING JUICE NEWTON ADDs: KERI-30, KFRC, KVIL, WSP, KOPA, 13K, WBEW-FM 38 To 31, WSGA 27 To 24, WPTX 27 To 23, KFMD 18 To 14, WRKO 18 To 22, WAKY 28 To 25, WGCL Ex To 28, 93X 26 To 22, WNCL Ex To 21, WRJZ 29 To 24, WQXI 25 To 20, WKWB Ex To 25, WBBF Ex To 24, WPRO-FM 23 To 18, KWKN 23 To 19, SALES: Breaking out in the West and Midwest.	3

PRIME MOVER

LAST WEEK	THIS WEEK		WEEKS ON CHART
42	35	PRECIOUS TO ME PHIL SEYMOUR ADDs: KTSa, WKGO-28, WZZR, WZZP, KC101-30, WBBF, WSGA-35, KRTH, WHBO JUMPS: WHYY Ex To 29, KRBE Ex To 28, WTIX 24 To 21, WRVQ 23 To 20, BJ105-40 To 35, WCAO 22 To 16, KJR Ex To 27, WBEW-FM 32 To 28, KIMN Ex To 30, KFMD 21 To 16, JB105 27 To 24, 14Q 29 To 24, KERI 28 To 22, Y103 24 To 20, KYXX 11 To 9, WSGN 18 To 14, WKXK Ex To 28, WAKY 24 To 20, KFRC Ex To 40, WISM 25 To 22, WBBQ 29 To 25, WXXX 14 To 9, 94Q 30 To 26, WKWB 25 To 21, KOFM 29 To 26, SALES: Fair in all regions.	8

LAST WEEK	THIS WEEK		WEEKS ON CHART
38	36	(GHOST) RIDERS IN THE SKY OUTLAW JUMPS: WHYY 27 To 22, 9BKX 10 To 7, WRVQ 10 To 7, WSEZ 30 To 26, WRJZ 28 To 23, BJ105 39 To 32, WNCL 23 To 16, WKS 21 To 15, WBBF Ex To 25, 293 30 To 27, SALES: Fair in the Midwest. Weak in all other regions.	8

LAST WEEK	THIS WEEK		WEEKS ON CHART
39	37	TOO TIGHT CON FUNK SHUN JUMPS: WHYY 14 To 10, WANS 26 To 22, KFI 10 To 15, JB105 20 To 16, KERI 28 To 22, BJ105 39 To 16, KRTH 24 To 21, KEEL 27 To 23, F105 Ex To 27, WMC-FM 15 To 10, SALES: Fair in the West and South. Weak in the East and Midwest.	7

DON'T STOP THE MUSIC

LAST WEEK	THIS WEEK		WEEKS ON CHART
44	38	YARBROUGH & PEOPLES ADDs: WGCL, WAXY, KVIL, WMC-FM 25, JUMPS: 19K 19 To 13, WSEZ 22 To 12, WSEZ 26 To 22, KNUS 31 To 19, RAB 10 To 10, WY 12 To 12, WDRO 11 To 9, WSTP 27 To 23, Y103 15 To 12, WPGC 21 To 18, KFLE Ex To 13, WJIS 32 To 25, KXPY 51 To 28, KSPX Ex To 13, KFRC 23 To 19, KRTH 25 To 19, SALES: Fair in all regions.	6

LAST WEEK	THIS WEEK		WEEKS ON CHART
41	39	BACK IN BLACK AC/DC Day-Part 82Q, JUMPS: 13K 18 To 15, Y103 16 To 17, WLS 27 To 17, KMJX-FM 7 To 5, JB105 11 To 9, WKS 10 To 8, SALES: Fair in the Midwest and South. Weak in the West and East.	13

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
48	40	JUST BETWEEN YOU AND ME APRIL WINE ADDs: WCAO-30, KRO-29, WLS, 94Q, KOFM, KERI-29, JUMPS: WRFC Ex To 28, KSLD 25 To 22, WGCL Ex To 20, WHYY Ex To 30, WIKX 28 To 20, 9BQ Ex To 29, 98KX Ex To 30, WKX 28 To 22, WKS Ex To 35, WTRY Ex To 29, WKWB Ex To 23, 92Q Ex To 30, WBEW-FM 34 To 30, KRBE Ex To 27, WMC-FM 25 To 21, KFMD Ex To 28, KIMN Ex To 29, WKBO 27 To 24, JB105 38 To 31, WRVQ 29 To 26, KJRJ Ex To 28, WANS Ex To 29, KPCC 32 To 26, Y103 25 To 18, KTLK 38 To 32, WAYS Ex To 26, WWXK Ex To 39, WPGC 27 To 21, KEEL 34 To 29, SALES: Fair in the Midwest.	5

LAST WEEK	THIS WEEK		WEEKS ON CHART
32	41	SEVEN BRIDGES ROAD EAGLES 11	11

LAST WEEK	THIS WEEK		WEEKS ON CHART
26	42	LOVE ON THE ROCKS NEIL DIAMOND 19	19

LAST WEEK	THIS WEEK		WEEKS ON CHART
47	43	STAYING WITH IT FIREFALL ADDs: KYOK-27, KDWB-19, JUMPS: KOPA 22 To 19, WRFC Ex To 29, 98KX 16 To 12, Y103 28 To 25, WAKY 21 To 17, WISM 27 To 24, WKWB Ex To 26, JB105 29 To 26, KENO 25 To 18, KPCC Ex To 32, KTLK 19 To 16, WTIX 31 To 28, SALES: Fair in the Midwest. Weak in all others.	7

HIT BOUND

LAST WEEK	THIS WEEK		WEEKS ON CHART
63	44	I CAN'T STAND IT ERIC CLAPTON ADDs: WRKO, WKXX, KFRC, KWKB, WRFC, 293, KRBE, 98KX-33, KNUS-28, KEEL, 13K, KJR, WKBO-29, 94Q-28, 14Q, KIMN, KMJX-FM, WSGN, KRAY, KFI, WAKY-30, KENO, KERI-27, WISM, Day-Part WOW, WANS, KJRJ, 82Q, JUMPS: WRVQ Ex To 26, O102 35 To 30, WBEW-FM 40 To 35, WRFC Ex To 27, WOXY Ex To 25, BJ105 38 To 34, KPCC Ex To 35, KTLK Ex To 36, KOFM 30 To 27, WFI Ex To 29, WSPX Ex To 28, SALES: Just shipped.	2

LAST WEEK	THIS WEEK		WEEKS ON CHART
19	45	PASSION ROD STEWART 19	19

LAST WEEK	THIS WEEK		WEEKS ON CHART
53	46	AIN'T EVEN DONE WITH THE NIGHT ERIC COUGAR ADDs: KEEL, KJR, JB105-34, WXXX, Day-Part WGB, JUMPS: WHYY 25 To 21, KTLK 31 To 25, WRFC 25 To 23, WGCL Ex To 28, WSEZ Ex To 31, WBBQ 30 To 26, KFMD Ex To 29, 94Q 25 To 20, WANS Ex To 30, WIKS Ex To 29, Y103 27 To 22, KRAY Ex To 22, WAKY 30 To 26, WFL 28 To 25, WISM 28 To 25, WGSV 28 To 21, WOXY Ex To 25, WTIX Ex To 40, KRBE Ex To 30, WOXY 21 To 18, KPCC 30 To 27, SALES: Fair in the Midwest and South. Weak in the West and East.	7

"IT'S A LOVE THING"

"SWEETHEART"

THE WHISPERS
SOLAR (YB-12154)
BB: 57 CB: 67 RW: 55

WABC-22 • WFI • Y100 • KSEFX
KSET-FM • WJDX • WBBQ • KX104
KTKT • KILE • WXLO 4+1

Love is a knockout!

FRANKE & THE KNOCKOUTS
MILLENNIUM (JH-11801)

BB: 77 CB: 77 RW: 78

94Q D30 • WCAO • WGCL • Q105
KIIS-FM • KRLY • WLY • WFBR
KXX 106 • WAAY • KX 104
WRZ • KMJ • WPC • KKL5
BJ 105 on • KISE D38
KIOY D32

RADIO CHART

TOP 100 SINGLES

March 7, 1981

THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	WEEKS ON CHART	LAST THIS WEEK	WEEKS ON CHART
47 TOGETHER	TIERRA 18	62 65 LIPSTICK	SUZI QUARTO 6	78 84 WHIP IT	DEVO 28
48 HIT ME WITH YOUR BEST SHOT	PAT BENATAR 23	61 66 DE DO DO DO DE DA DA DA	THE POLICE 20	89 85 LET ME GO	THE RINGS 3
49 MISS SUN	BOZ SCAGGS 15	80 67 IT'S A LOVE THING	WHISPERS 3	ADD: BJ105, WFLI.	
50 LADY	KENNY ROGERS 23	ADD: WABC-22, Y100-25, WBBO, WPKX, WFLI.	JUMPS: KSPX Ex To 20, KFRC 37 To 32.	87 86 DON'T YOU KNOW WHAT LOVE IT	TOUCH 3
CASH SMASH					
51 BEING WITH YOU	SMOKEY ROBINSON 3	74 68 WASN'T THAT A PARTY	THE ROVERS 3	ADD: KTLK, JUMPS: CKLW 24 To 21.	
ADD: F105, KOPA, WHYY, WDRQ, WWS, WKAY-31, KC101-28, KENO, KERN-28, WAXY, WHBO, KFRC, JUMPS: WTRF 28 To 25, WPGC 28 To 24, KCPX 38 To 34, KTLK 40 To 35, KEEL Ex To 34, WRKO Ex To 25, KRTH 27 To 13, WFLI 26 To 19, WFLI Ex To 29, WDOO Ex To 29, WGSV Ex To 28.		ADD: WRKO, JUMPS: WBBN-FM 21 To 17, WAYS 8 To 5, CKLW 25 To 17, O165 24 To 21, WSP7 29 To 22.	SALES: Moderate in the Midwest.	87 87 SUKIYAKI	TASTE OF HONEY 1
52 FLASH'S THEME AKA FLASH	QUEEN 8	76 69 MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME	SPINNERS 3	ADD: KRTH, KCPX, WFLI, WCAO, WGH, ON: BJ105, WFLB.	
53 EVERY WOMAN IN THE WORLD	AIR SUPPLY 20	ADD: WTRY, KENO, WTXI, JUMPS: WRFC 29 To 26, WCAO 26 To 23, WZZR Ex To 30, WPGC 19 To 15, WSGN Ex To 22, KC101 23 To 20.		88 88 HOLD ON LOOSELY	38 SPECIAL 1
54 ANOTHER ONE BITES THE DUST	QUEEN 30	68 70 FIREFLIES	FLEETWOOD MAC 5	ADD: WRVO, WTRY, BJ105-38, KENO, WSP7, JUMPS: Y103 Ex To 40, WKKX Ex To 30, KRBE 30 To 26, ON: WPKX, WBBO.	
55 AND LOVE GOES ON	EARTH, WIND & FIRE 5	57 71 IT'S MY TURN	DIANA ROSS 20	89 89 A WOMAN NEEDS LOVE (JUST LIKE YOU DO)	RAY PARKER JR. & RAYDIO 1
ADD: WTXI, JUMPS: WSEZ 28 To 23, BJ105 Ex To 39, KRFX Ex To 28, JB105-30 To 27, KEEL Ex To 33, KC101 28 To 25, WFLI 29 To 25.		64 72 GUILTY	BARBRA STREISAND & BARRY GIBB 19	ADD: WPGC-30, WBBO, KJRB, WSGA-34, Z93, O105-24.	
56 I LOVE YOU	CLIMAX BLUES BAND 4	77 73 KEEP THIS TRAIN A ROLLIN'	THE DOOBIE BROTHERS 3	90 90 LOVERS AFTER ALL	MELISSA MANCHESTER & PEABO BRYSON 1
ADD: WCAO, WKBO-30, WPKX, KJR, KRTH, WTXI, JUMPS: WRFC 25 To 21, WHYY Ex To 28, 96KX 23 To 19, Y103 36 To 31, WSGN 25 To 21, KRBE 26 To 21, WGH 11 To 7, KMJK-FM Ex To 27, JB105 31 To 28, KCPX 27 To 22, KYXX 24 To 21, KRAV Ex To 23.		ADD: KXOK-29, JUMPS: WHYY 30 To 27, WRVO 26 To 21, WSGN 23 To 20, KTLK 21 To 18, WTXI Ex To 37.		ADD: 98KX, WOKY, JUMPS: WBBO 28 To 24, WDOO 29 To 17, KWKX 30 To 27, 980 23 To 25, WTXI 36 To 32, ON: WPKX, WAXY.	
57 FANTASTIC VOYAGE	LAKESIDE JUMPS 6	74 74 MISTER SANDMAN	EMMYLOU HARRIS 1	91 91 BURN RUBBER	GAP BAND 3
ADD: F105, KRBE 28 To 25, WSGA 26 To 22.	SALES: Fair in the West, East and South. Weak in the Midwest.	ADD: WHYY, WSGN, WRJZ, WKWB, 940, WOXI, KCPX, KYXX, KRTH, Z93, WGSV, Day-Part WAYS, JUMPS: KJRB 29 To 24, WFLI Ex To 30, ON: KFI.		ADD: 13K-29, KNUJ-27.	SALES: Moderate in the South.
58 HOW ABOUT US	CHAMPAIGN 4	84 75 THE PARTY'S OVER (HOPELESSLY IN LOVE)	JOURNEY 2	85 92 OOO-EEE	NICOLETTE LARSON 4
ADD: WRFC 25 To 21, WANS, WIKS, WAXY, JUMPS: WHYY Ex To 26, WCAO 27 To 24, Y103 34 To 28, WSGN Ex To 19, WGH Ex To 22, KYXX Ex To 30, WHBO Ex To 28, 940 27 To 22, O165 25 To 20, 9920 20 To 15, WTXI 25 To 15.		ADD: O102-35, WBBN-FM-40, WGCL, WPKX, Day-Part 92X, JUMPS: WDRQ 23 To 16, KRBE 16 To 9, CKLW Ex To 26, KTLK Ex To 39, KFRC Ex To 37, WKS 34 To 27.	SALES: Breaking out in the Midwest.	72 93 WHO'S MAKING LOVE	BLUES BROTHERS 12
59 TIME IS TIME	ANDY GIBB 16	83 76 IT'S MY JOB	JIMMY BUFFETT 4	ADD: KFMD, ON: 940, WHYY, KBEQ.	
60 SHINE ON	L.T.D. 17	ADD: WSEZ, WANS, JUMPS: Y103 39 To 34, KRJZ Ex To 29, WKXX 29 To 26, 940 23 To 18, WOXI 24 To 21.		70 95 TELL IT LIKE IT IS	HEART 16
61 TURN ME LOOSE	LOVERBOY 5	77 77 SWEETHEART	FRANKE & THE KNOCKOUTS 1	ADD: WFLI, JUMPS: WTXI 40 To 38.	
JUMPS: WHYY 22 To 19, O102 31 To 28, KRBE 28 To 23, KJRB Ex To 27, KTLK 35 To 29, WBBO 21 To 17.	SALES: Fair in all regions.	ADD: KTLK, KMJK-FM, WRJZ, WKKX, WPKX, WCAO, WGCL, O165-25, JUMPS: KCPX Ex To 38, WBBO Ex To 30, ON: Y103, BJ105, WGH, 940.		79 97 MORE THAN I CAN SAY	LEO SAYER 24
62 HUNGRY HEART	BRUCE SPRINGSTEEN 18	86 78 CH CH CHERIE	THE JOHNNY AVERAGE BAND 4	82 98 I DON'T WANT TO KNOW YOUR NAME	GLEN CAMPBELL 7
63 WHO DO YOU THINK YOUR FOOLIN'	DONNA SUMMER 3	ADD: KRBE, KEEL, WFLI, WTXI, JUMPS: WBBO 26 To 21, WDOO Ex To 30.		81 99 MASTER BLASTER (JAMMIN')	24
ADD: WOV-23, WAYS, KSLO, WKBW, WIKS, WGSV, Day-Part KJRB, JUMPS: KOPA 29 To 26, WRFC Ex To 30, WBBN-FM 38 To 34, BJ105 34 To 30, KTLK Ex To 37.		87 79 WALKING ON THIN ICE	YOKO ONO 2	ADD: KFMD, KRBE, KRO-30.	GARLAND JEFFREY'S
64 HE CAN'T LOVE YOU	MICHAEL STANLEY BAND 17	60 80 I MADE IT THROUGH THE RAIN	BARRY MANLOW 16	ADD: KFMD, KRBE, KRO-30.	
		81 81 RUNNING SCARED	THE FOOLS 1	LIMELIGHT	RUSH
		ADD: KFMD, WGCL, KFI, KCPX, WGH, BJ105, JB105-35, WFLI, WBB, ON: WFLB.		ADD: WIKS, KRBE, Day-Part KJRB.	
		90 82 HOLD ON	BADFINGER 2		
		ADD: WGCL.			
		SALES: Moderate in the East.			
		71 83 FOOL THAT I AM	RITA COOLIDGE 13		

LOOKING AHEAD

I HAVE THE SKILL	THE SHERBS
ADD: WHYY, WSEZ-35, KFMD, KTLK, Day-Part Y103, JUMPS: WSP7 Ex To 30, ON: WBBO.	
96 TEARS	GARLAND JEFFREY'S
ADD: KFMD, KRBE, KRO-30.	
LIMELIGHT	RUSH
ADD: WIKS, KRBE, Day-Part KJRB.	

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

BADFINGER

On Radio Records.




"HOLD ON"

RR 16030

The new smash single from the album,

SAY NO MORE

RR 3793

BB 76* CB 82*

THE SOUND OF THE



Linx CHR 1332

They're hot. They're different. And they're from London. This dynamic duet broke the New Wave barrier and rose to the top of the English charts with their funky r & b single, "You're Lying", from their forthcoming album, "Intuition." With a sophisticated sound firmly rooted in r & b, Linx's newly released single has been eagerly accepted at black radio stations all around America. Produced by Bob Carter, Peter Martin & David Grant for the Solid Foundation.



Robin Trower CHR 1324

It's the perfect combination. Robin Trower dishes up the most incredible, sizzling guitar work of his career. Jack Bruce, formerly of Cream, lends a whole new dimension with his explosive bass and vocals. And Bill Lordan adds a dynamic dash of drums to this power trio. They're "B.L.T." Tasty. Fresh. Something you can sink your teeth into. Produced by Robin Trower.



The Fabulous Thunderbirds CHR 1319

Nobody plays the blues like The Fabulous Thunderbirds. New York Times music critic Robert Palmer claims "They aren't just the finest white blues band presently working... The Fabulous Thunderbirds are a band that plays the blues but transcends blues-band stereotypes". First, see them live. They're on an All-American tour with Eric Clapton. Then, listen to "One's Too Many" written by Nick Lowe and Kim Wilson. Finally, listen to the rest of the album and get your "Buff Rockin'!" Produced by Denny Bruce for Takoma Records Productions.



Blondie CHE 1290

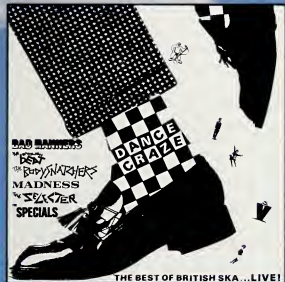
Autoamerican. Contains the hits "The Tide Is High" and "Rapture." All Blondie. All platinum. Take the ride. Produced by Mike Chapman.



Sir Douglas Quintet TAK 7088

Doug Sahm's tex-Mex background, soul-infused vocals and unique sound dominated by the pumping organ work of Augie Myers has been imitated by everyone from Joe "King" Carrasco to Elvis Costello. The original Sir Douglas Quintet is back with a brand new album that's fun, full of energy and completely captivating. "Border Wave" makes it quite clear... there's nothing like the real thing. Produced by Craig Leon & Cassell Webb for JADAC Productions.

SPRING IS IN AIR



Dance Craze CHR 1299
The best of British ska...live! The Specials...The Selecter...Bad Manners...The English Beat...The Bodysnatchers...Madness...six groups on one great album. Move your feet to the beat! Soundtrack from the movie "Dance Craze."



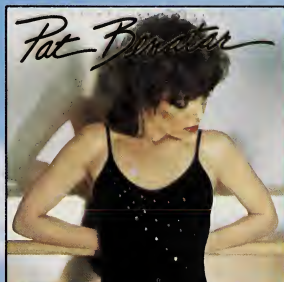
Spandau Ballet CHR 1331
It's art. It's fashion. It's rhythmic dance music. It's Spandau Ballet. They're one of the most original and innovative groups to have exploded in England...from Top of the Pops to a Top 5 single, from the Clubs to the press. "To Cut A Long Story Short" is being played in dance clubs all over New York City. Find out what the Ballet-hoo is all about. Listen to their debut album, "Journeys To Glory." Produced by Richard James Burgess.



The Selecter CHR 1306
They're revolutionary. The fun's still there...that radical combination of rock 'n' roll and reggae makes you want to dance. The words are compelling and the music helps to underline the fact that The Selecter have plenty to say. And on "Celebrate The Bullet" they say it like no one else. Produced by Roger Lomas and The Selecter.



UFO CHE 1307
Listen to UFO's eighth album. "The Wild The Willing And The Innocent." It's powerful. Cohesive. Explosive. These rock 'n' roll renegades have never sounded so sure, so confident. It's hot illicit rock 'n' roll and it's driving all of America wild. UFO's attracting fans and excitement everywhere on their current tour with Cheap Trick. Produced by UFO.



Pat Benatar CHE 1275
Pat Benatar's success has been staggering. Her album, "Crimes Of Passion," is near triple platinum...quadruple platinum in Canada. It contains three hit singles, "You Better Run," "Hit Me With Your Best Shot" and "Treat Me Right." She's been on a successful international tour. She's a Grammy Nominee and was chosen Female Vocalist of the Year in the Rolling Stone Reader's Poll by a landslide. And she hasn't stopped yet. Produced by Keith Olsen.



Chrysalis
Records and tapes

COUNTRY

Country Radio Seminar Announces Agenda, Topics, Panels For March Fete

NASHVILLE — The finalized agenda for the upcoming Country Radio Seminar (March 12-14 at the Hyatt Regency Hotel here) was released late last week by agenda chairman Kim Pyle and should supersede any agenda printed prior to the official announcement.

Themed "Country Radio: Nobody Does It Better," the seminar will feature a full weekend of panels and topics relating to country radio. The first session, following a March 13 breakfast at 7:30 and a roundtable discussion on "Daytime Friends, Nighttime Woes," will be titled "People Management — Punishment-Reward-Motivation," moderated by Don Boyles and featuring guest speaker Ken Greenwood, president of Greenwood Development Programs of Tulsa, Okla. The panel will meet in Regency Three and Four from 9:30 - 10:15 a.m.

From 10:15-11:00 a.m. in Regency Three and Four will be "Controlling Your Career — Inward-Country Soldiers," an in-depth look at broadcasters moving in directions, moderated by Joel Raab and featuring Gary Stevens, president of Doubleday Broadcasting of Minneapolis, and Carol Parker of WMZO.

"Plain Talk About Computers" is next on the agenda from 11:15-noon in Regency Three and Four, moderated by Paul Howard (WKDY), with Gary Kings and Mark Herring, both of Plough Broadcasting, Memphis, and Lowell Register, president of RDS, Inc., Perry, Ga.

Prior to lunch, the Country Music Assn. (CMA) will present "Things Are Really Cookin' In The CMA — We Serve You Right Now," from noon-12:30 p.m. in Regency Three and Four.

Following lunch, broadcasters will hear guest speaker Arthur Godfrey, one of the foremost personalities in the history of broadcasting, who will address the group from 1:30-2:15 p.m. in Regency Three and Four.

From 2:15-3:00 p.m. in Regency Three and Four will be "Quarterly Measurement And How To Cope With And Survive Under This New Measurement Technique," hosted by Jim Duncan of Radio and Records, with Jan Hiber, president of Hiber & Hart Ltd.

Afternoon Sessions

Concurrent sessions fill out the remainder of the afternoon. In Regency Three and Four from 3:15-4:00 p.m. will be "How To Read An Arb," moderated by Bill Fignush of Viacom Radio, with George Burns, president of Burns Media Consultants, Studio City, Calif. Following this will be "The Marketing of Radio, Records, And Trade-Polygamy Works!," moderated by Bob English (WUBE), with panelists Jim Sharp (Cash Box), Marie Ratliff (Record World), Jim Duncan (Radio and Records), Greg Gavin (Gavin Report), Stan Byrd (Warner Bros.), Joe Casey (CBS Records), Joe Galante (RCA Records), Bruce Hinton (Independent Promoters), Aaron Mullin (WDAF), Joe Ladd (KIKK), and Dan Haliburton, (WQAM). The discussion will be held in Regency Three and Four from 4:00-6:00 p.m.

Meanwhile in Davidson A and B from 3:15-4:15 p.m. will be "How To Buy A Radio Station," moderated by Lee Masters (KLOZ), with panelists Dick Blackburn, Blackburn & Co.; Richard Churchhill, associate of T.A. Assoc., Boston; Ed Henson, president of Henson Broadcasting, Louisville; and Richard Ferguson, president of Park City Communications, Bridgeport.

Next, Davidson A and B from 4:15-5:15 p.m. will be "FCC — The Commission Has Made A Move — What's The Next Step?," moderated by Don Boyles, with legal

representatives Tom Wall, senior partner of Dow, Lohnes, Albertson, and Wall; and Bob Head, senior partner of Fletcher, Head, and Hildreth. Both firms are from Washington D.C.

Closing out the day's activities in Davidson A and B from 5:15-6:00 p.m. will be "Sell It - Collect It - Project It" with moderator Viri Wheeler (KYTE) and panelists Jim McGovern (KMPS) and Terry Dean (WUBE).

"Rap Room"

As in past years, the traditional "Rap Room" discussions will begin at 8:00 p.m. in Davidson A and B. Ron Norwood (KMPS) will lead discussions on "News — Information — Creative Public Affairs & Special Programming."

Concurrent sessions will be held for the remainder of the day. In Regency Three and Four from 1:45-4:15 p.m. will be a continuation of the previous discussion. The session will be divided into three parts: 1) "With On Air Sound — So You Want To Keep Winning In Your Market," moderated by Tom Pfifer (KRMD), with panelists Charlie Russell (KHEY), Hal Jay (WBAP), Jason Drake (KFH) and Bob Elliott of Burkhart, Abrams, Michaels, Douglas & Assoc. of Atlanta; 2) "With On-Air Promotions — Cumes, Quarter Hours, And Image," moderated by Chris Collier, with panelists Bob Kraig (WTHI) and Charlie Ochs (KIKK); and 3) "With Outside Media — Let's Expose Ourselves," with moderator Pete Porter (WJDD) and panelists Marty Wallace, vice president and creative director of Meldrum & Fewsmith, Chicago; Jarrett Day (KSO); and Charlie Cook (KHJ).

Following a general session — "How To Put Your Face In The Marketplace," a VTR presentation compiled by Chris Collier, from 4:15-4:45 p.m. in Regency Three and Four, closing remarks will be delivered by MCA recording artist and humorist, Jerry Clower.

The seminar concludes Saturday evening with the traditional Banquet and News Show from 8:00-11:00 p.m. in the Regency Ballroom.

McGuffey Lane Music Pacts With Hat Band

NASHVILLE — McGuffey Lane Music (BML) has entered into an exclusive co-publishing agreement with Nashville-based Hat Band Music (BML). The McGuffey Lane catalog will be handled by Hat Band professional manager Jody Williams.



KNOXVILLE ROASTS ARCHIE CAMPBELL — More than 1,000 entertainers, music industry representatives and friends gathered in Knoxville, Tenn. recently to pay tribute to country personality and *Hee Haw* star Archie Campbell for his contributions to Knoxville specifically and Tennessee in general. Pictured following the "roast" are (l-r): Chet Atkins; Hal Durham, general manager of the Grand Ole Opry; Campbell; and Roy Acuff.



DIMENSION WELCOMES PRICE — To celebrate the signing of Ray Price to its roster, Nashville-based Dimension Records recently hosted a reception for the singer and some of the industry's top executives at the *Exit/In*. Pictured during the reception are (l-r): George Cooper III, vice president of marketing, merchandising and sales, Dimension; Price; Don Law, Nashville music executive and producer; Ray Pennington, executive vice president and A&R director, Dimension; and Ken Sills, president, Dimension.

U.K.'s James Music Seeks Nashville Rep

NASHVILLE — The Dick James Organisation of London is currently looking for an individual in Nashville to represent its publishing interests, according to Stephen James, who was in Nashville recently with Arthur Braun, general manager of the company's New York offices.

James said the company feels that the time is right to have a representative in Nashville and expand into the market, particularly since a number of country artists have been drawing upon the James Organisation's catalog material of late, specifically Elton John and Bernie Taupin.

Gortikov To Speak At NARAS Luncheon

NASHVILLE — The Nashville Chapter of the National Academy of Recording Arts and Sciences (NARAS) will host Stan Gortikov, president of the Recording Industry Assn. of America (RIAA) as its guest speaker March 10 at the Maxwell House Hotel here in the fourth of its series of educational luncheons.

Scheduled for noon, the program is expected to last approximately 90 minutes, and will feature a question/answer session following Gortikov's opening remarks. Tickets are available at the NARAS office here. Telephone reservations will also be accepted.

pened material.

James said the company hopes to create a two-way street with its representative — someone to represent the catalog material and write songs as well. Additionally, the company hopes to attract writers and even small catalogs to sign with Dick James Music for world-wide representation.

IBC Records Pacts With PAID For Distribution

NASHVILLE — Don Dally, president of PAID Records here, and Bill Sorensen, chairman and managing director of IBC Records, have concluded negotiations for the distribution and marketing of IBC productions by the PAID label. The first release is Jeanne Pruett's "Sad Ole Shade Of Gray."

Arnie Thies, PAID Records general manager, is currently assisting IBC general manager Jerry Hansen in negotiations with former IBC distributors to take care of any returns that may be out on IBC product. Additionally, all future IBC production releases will be on PAID Records and billed through the label.

Kat Family Label Bows With New 45 By Royal

NASHVILLE — Kat Family Records, headed by Joel Katz, will ship its first single release to both pop and country radio stations the first two weeks of March. Titled "Who Is Like You (Sweet America)," the single was recorded by Billy Joel Royal and produced by Chips Monson. The patriotic tune was written by Toni Wine and Irwin Levine. Levine, who also co-authored "Tie A Yellow Ribbon Round The Old Oak Tree," personally sent the first acetate to President Reagan, who reportedly has expressed an interest in the song.

Mesler Inks Deal With Gillespie, MCA Music

NASHVILLE — New Jersey-based stringer-writer John Mesler has signed a production deal with Nashville producer Jerry Gillespie. The first single will be recorded at LSI studios here. Additionally, Mesler has pacted with MCA Music for exclusive worldwide representation.

Milsap's "Greatest Hits" Garners Gold Award

NASHVILLE — Ronnie Milsap's current RCA album, "Greatest Hits" has been certified gold by the Recording Industry Assn. of America (RIAA), bringing the total number of gold awards he has accumulated to four.

COUNTRY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1		KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	1 20
2		9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL 1-3652)	2 14
3		ROWDY HANK WILLIAMS, JR. (Elektra/Curb BE-330)	3 5
4		GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	5 20
5		BELIEVE IN YOU DON WILLIAMS (MCA-5133)	4 29
6		GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	6 98
7		HORIZON EDDIE RABBITT (Elektra BE-276)	7 34
8		SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA-5173)	12 5
9		GUITAR MAN ELVIS PRESLEY (RCA AAL1-3917)	24 4
10		GREATEST HITS GARY RYAN (MCA-5150)	9 18
11		HONEYUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia C2K8752)	11 27
12		BACK TO THE BARROOMS MERLE HAGGARD (MCA-5139)	8 18
13		EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3506)	17 3
14		GREATEST HITS ANNE MURRAY (Capitol SO-12110)	14 23
15		ANY WHICH WAY YOU CAN GUITAR MAN ORIGINAL SOUNDTRACK (Warner Bros./Viva HS-3499)	10 13
16		MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	16 36
17		I AM WHAT I AM GEORGE JONES (Epic PE 36586)	13 25
18		URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	21 42
19		LOOKIN' FOR LOVE WILLIE NELSON (Asylum BE-309)	15 18
20		LOVE IS FAIR BARBARA MANDELL (MCA-5136)	19 24
21		ENCORE MICKEY GILLEY (Epic JE-36651)	20 17
22		RAZZY RAZZY BAILEY (RCA AHL 1-3688)	22 26
23		THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra BE-235)	18 11
24		SONGS OF THE SUN BELLAMY BROTHERS (Warner/Curb BSK-3481)	23 13
25		I'LL BE THERE GAIL DAVIES (Warner Bros. BSK 3509)	36 5
26		STARDUST WILLIE NELSON (Columbia JC 35305)	26 149
27		FULL MOON CHARLIE DANIELS BAND (Epic PE-36571)	27 31
28		GREATEST HITS DAVE DROWLAND & SUGAR (RCA AHL 1-3916)	28 3
29		URBAN COWBOY II VARIOUS ARTISTS (Full Moon/Epic SE-36921)	29 9
30		MUSIC MAN WAYLON JENNINGS (RCA AHL 1-3620)	25 40
31		REST YOUR LOVE ON ME CONWAY TWITTY (MCA-5139)	31 20
32		SMOOTH SAILIN' T.G. SHEPPARD (Warner/Curb BSK-3423)	39 26
33		SAN ANTONIO ROSE WILLIE NELSON & PAY PRICE (Columbia JC 36476)	30 39
34		PORTER AND DOLLY PORTER WAGONER and DOLLY PARTON (RCA AHL 1-3703)	34 17
35		WILLIE AND FAMILY LIVE WILLIE NELSON (Columbia KC-1-35642)	35 87
36		TEXAS IS MY REAR VIEW MIRROR MAC DAVIS (Casablanca/PolyGram NBLP 7239)	45 21
37		INVICTUS (MEANS UNCONQUERED) DAVID ALLAN COE (Columbia JC-36710)	37 5
38		THAT'S ALL THAT MATTERS TO ME MICKEY GILLEY (Epic JE 36493)	49 32
39		TWO'S A PARTY CONWAY TWITTY & LORETTA LYNN (MCA-5178)	43 2
40		THE BEST OF DON WILLIAMS: VOL. II DON WILLIAMS (MCA 3096)	41 95
41		HARD TIMES LACY J. DALTON (Columbia JC 36763)	38 42
42		SOUTHERN RAIN MEL TILUS (Elektra BE-310)	42 14
43		THE BEST OF THE KENDALLS THE KENDALLS (Ovation OV 1756)	32 14
44		DREAMLOVERS TANVA TUCKER (MCA-5140)	44 20
45		THESE DAYS CRYSTAL GAYLE (Columbia JC 36749)	40 25
46		WHO'S CHEATIN' WHO CHARLY MCCLAIN (Epic JE-36760)	46 17
47		I'LL NEED SOMEONE TO HOLD ME WHEN I CRY JANIE FRICKE (Columbia JC 36820)	47 16
48		FRIDAY NIGHT BLUES JOHN CONLEE (MCA-3246)	48 36
49		FOLLOWING THE FEELIN' MOE BANDY (Columbia JC-36789)	33 15
50		NO ONE WILL EVER KNOW GENE WATSON (Capitol ST-12102)	50 6
51		IT'S THE WORLD GONE CRAZY GLEN CAMPBELL (Capitol SDOO-12124)	51 3
52		DIMENSIONS RANDY BARLOW (Paid PLB-2002)	54 2
53		STRAIGHT AHEAD LARRY GATLIN (Columbia JC 36250)	55 43
54		ROCKABILLY ORION (Sun 1021)	- 1
55		ONE MORE LAST CHANCE RUM STEAKS (RCA AHL 1-3841)	- 1
56		WILD WEST DOTTIE WEST (Liberty LT-1062)	- 1
57		I'M COUNTRYFIED MEL MCANIEL (Capitol ST-12116)	- 1
58		WHEN IT'S JUST YOU AND ME KENNY DALE (Capitol ST-12126)	- 1
59		THE GAMBLER KENNY ROGERS (United Artists UA-LA 934-H)	64 117
60		GREATEST HITS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36488)	52 37
61		LOOKIN' GOOD LORETTA LYNN (MCA 5148)	53 18
62		TO THE BONE KRIS KRISTOFFERSON (Columbia JC-36685)	57 4
63		CLASSIC CRYSTAL CRYSTAL GAYLE (United Artists LOO-882)	65 11
64		SONGS I LOVE TO SING SLIM WHITMAN (Epic/Cleveland Int'l. JE 36788)	61 22
65		THE LEGEND OF JESSE JAMES VARIOUS ARTISTS (A&M SP-3718)	59 13
66		GIDEON KENNY ROGERS (United Artists LOO-1034)	60 47
67		TEN YEARS OF GOLD KENNY ROGERS (United Artists UA-LA 835-H)	67 148
68		10TH ANNIVERSARY STATLER BROTHERS (Mercury/PolyGram SRM 1-5027)	68 30
69		ED BRUCE ED BRUCE (MCA MCA-3242)	66 38
70		A WOMAN'S HEART CRYSTAL GAYLE (Liberty LOO 1080)	70 13
71		KILL COUNTRY JERRY LEE LEWIS (Elektra BE-291)	75 22
72		HABITS OLD AND NEW HANK WILLIAMS, JR. (Elektra/Curb BE-278)	56 39
73		HELP YOURSELF LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia JC 36902)	58 21
74		IT'S HARD TO BE HUMBLE MAC DAVIS (Casablanca/PolyGram NBLP 7207)	62 52
75		WHERE DID THE MONEY GO? HOYT AXTON (Jeremiah JG 5001)	63 33

Hit after hit after hit after hit after...

"DO YOU LOVE AS GOOD AS YOU LOOK?" "Lovers Live Longer," "Dancin' Cowboys," "Sugar Daddy," "If I Said You Had A Beautiful Body, Would You Hold It Against Me," "You Ain't Just Whistlin' Dixie" have made two talented Florida boys look... as good as they are. Which is HOT!

The Bellamy Brothers.

Featuring tons up again on their new album,
Songs Of The Sun. BSK 3491
Includes the Number One hits,
"Do You Love As Good As You Look"
and "Lovers Live Longer."

On Warner Curb records & tapes.
Produced by Michael Lloyd
with the Bellamy Brothers.
Representations Agency For The Performing Arts
New York and Los Angeles.



ONCE MORE WITH FEELING

As over 2,300,000 people delighted in the discovery of Willie Nelson through "Stardust," so shall they be charmed by more great music in his new album "Somewhere Over The Rainbow," a collection of standards that Willie sings, once more with feeling.

WILLIE NELSON. "Somewhere Over The Rainbow." FC 36883



 On Columbia
Records & Tapes.

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COUNTRY

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



DANNY WOOD (RCA PB 12181)
Foot's Gold (2:26) (Hall Clement Pub. c/o The Welk Music Group/Upstart Music — BMI) (J. Abbott, C. Stewart, D. Wood, V. Stewart)

A catchy hook and solid country vocals meld to create a tune country radio is sure to go for. Wood's identity is slowly but surely developing as a heavyweight contender in the fight for airplay, and this effort should bolster his cause.



NIGHTSTREETS (Epic 19-51004)
Lookin' At Things In A Different Light (2:45) (First Lady Songs, Inc. — BMI) (J. Taylor)

Litling lead vocals, compliments of female vocalist Joyce Hawthorne, tight yet subtle harmonies, and a light-hearted attitude should assure Nightstreets' latest effort a home on country radio. "Lookin' At Things" deserves a serious look and listen from P.D.s.



JIM OWEN (Sun 1163)
Serena (2:36) (Shelby Singleton Music, Inc. — BMI) (Buddy Harris)

Owen made a name for himself with his portrayal of Hank Williams in the syndicated television special on the life of the late singer that aired last year. This single, which features a waltz-like arrangement, should help to establish him as a stylist in his own right.

HITS OUT OF THE BOX

T.G. SHEPPARD (Warner/Curb WBS-49690)
I Loved 'Em Every One (3:23) (Tree Pub. — BMI) (P. Sampson)

RONNIE MILSAP (RCA PB-12194)
Am I Losing You (3:15) (Rondo Music — BMI) (J. Reeves)

JOHNNY CASH (Columbia 11-60516)
The Baron (3:36) (First Lady Songs/Sylvia's Mother's Music/Algee Music — BMI) (P. Richey, J. Taylor, B. Sherrill)

TAMMY WYNETTE (Epic 19-51011)
Cowboys Don't Shoot Straight (Like They Used To) (2:54) (Vogue Music/Baby Chic Music — BMI) (C. Moman, B. Emmons)

FEATURE PICKS

SAMMI SMITH (Sound Factory SF-427)
Cheatin's A Two Way Street (2:58) (Crown Dancer Music — ASCAP) (M. Bernard, C.R. Durall)

ORION (Sun 1162)
Crazy Little Thing Called Love (2:35) (Beechwood Music/Queen Music — BMI) (F. Mercury)

ERNIE ROWELL (Grass G 63-06)
I Wanna Be Your Lover Tonight (2:45) (Blue Creek Music — BMI) (E. Rowell, V. Warner)

KIERAN KANE (Elektra E-47111)
The Baby (3:20) (Cross Keys Pub. — ASCAP) (K. Kane)

SHEB WOOLEY with H. C. LEA (Sunbird SBRP-7559)
Jackhammer Man (3:06) (Channel Music/Blue Moon Music — ASCAP) (S. Wooley)

RY CODDER (Warner Bros. WBS-49677)
The Girls From Texas (4:08) (Unart Music — BMI) (J. Lewis, J. Holiday, C. Chambers)

KRIS KRISTOFFERSON (Columbia 11-60507)
Nobody Loves Anybody Anymore (3:07) (Combine Music/Resaca Music Publ. — BMI) (K. Kristofferson, B. Swan)

ROY CLARK (MCA 51079)
She Can't Give It Away (3:40) (Tree Pub. — BMI) (C. Putnam, S. Throckmorton)

CONNIE CATO (MCA 51071)
What About My Heart (3:48) (Pi-Gem Music — BMI) (B. Mevis)

DONNA FARGO (MCA/Songbird 51066)
The Baptism Of Jesse Taylor (2:54) (Acuff-Rose Pub. — BMI) (D. Frazier, S.D. Shafer)

PATTI PAGE (Plantation PL-197)
No Aces (3:27) (On The House Music — BMI/Expertise Music — ASCAP) (B. House, W. Cunningham)

JOHN WESLEY RYLES (MCA 51080)
Somewhere To Come When It Rains (2:59) (Tree Pub. — BMI) (R. Lane)

THE BAYOU CITY BEATS (Full Moon 19-51003)
Cotton-Eyed Joe (2:56) (Public Domain) (Public Domain)

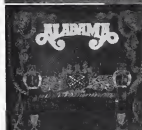
BILLY WALKER (Tail Texan TTR-52-1)
Beautiful Texas (2:42) (Shapiro Bernstein Music — ASCAP) (W.L. "Pappy" O'Daniel)

ALBUM REVIEWS



SEVEN YEAR ACHE — Rosanne Cash — Columbia JC 36965
 — Producer: Rodney Crowell — List: 7.98 — Bar Coded

Rosanne Cash's initial impact on the music scene in 1979 was nothing less than spectacular, with her debut album, "Right Or Wrong," being one of the most critically acclaimed releases of the year. Like its predecessor, this album was produced by her husband, Rodney Crowell, and also like the first, this is an album for all seasons. Cash is as comfortable with a country tune as she is with a solid rocker — her musical range is as diverse as she cares to make it. Best cuts: take your pick. **FEELS SO RIGHT** — Alabama — RCA AHL 1-3930 — Producers: Alabama, Larry McBride and Harold Shedd — List: 7.98 — Bar Coded



With the release of this second album, the four-member group from Ft. Payne, Ala. has once and for all secured its place among country's elite. The distinctive harmonies that sounded so good on the debut album have, if possible, become even more light, clear and concise. The album reflects a maturity that comes only after years of trial by fire via the club circuit and persistent dedication to a craft.



SOMEWHERE OVER THE RAINBOW — Willie Nelson — Columbia FC 36883 — Producers: Willie Nelson, Paul Buskirk and Freddie Powers — List: 8.98 — Bar Coded

Willie Nelson's laid back approach and often sparse musical arrangements on this album give new meaning to the term easy listening. Recorded at Mickey Gilley's studio in Pasadena, Texas, the album takes on the freewheeling air predominant in the best of Texas swing. Nelson, who teams up with pal Freddie Powers on a number of tracks, has reached into the musical vaults for some of these numbers, including "Who's Sorry Now," "Twinkle, Twinkle Little Star" and the title track.



LEATHAR AND LACE — Wayton and Jessi — RCA AAL 1-3931 — Producers: Ritchie Albright and Wayton Jennings — List: 8.98 — Bar Coded

Jessi Colter's lingering vocals are the perfect foil to husband Wayton Jennings' deep and sonorous trade-offs. Some of the tunes feature Jennings on lead, some Colter, and some both. But no matter who takes lead, this pairing melds quite nicely into a duet package that should spend a lot of time on a turntable. Not since the classic "Outlaws" album have this husband and wife teamed up for an entire album's worth of tunes. **A TRIBUTE TO WILLIE & KRIS** — Ray Price — Columbia JC 37061 — Producers: Don Law and Frank Jones — List: 7.98 — Bar Coded



With Price's latest release, there are two tributes for the price of one. While the singer pays homage to Willie Nelson and his songwriting abilities on side one, Kris Kristofferson gets equal treatment on side two. And, of course, the songs are performed in Price's inimitable fashion. The tribute package includes Kristofferson's "For The Good Times" and "Sunday Mornin' Comin' Down," as well as Nelson's "Crazy" and "Night Life." **HEY JOE/HEY MOE** — Moe Bandy and Joe Stampley — Columbia FC 37003 — Producer: Ray Baker — List: 8.98 — Bar Coded



The good time boys are at it again and honky tonkin' in rare form. Though some of the lyrics sound, at times, as if they could have been written by Kotter's sweatshops, the theory here seems to be that good ol' boys will be good ol' boys, and that's OK. For when it comes to singing about the bar hoppin' side of life, Bandy and Stampley write the book. Songs include "Get Off My Case," "Honky Tonk Queen" and "Hey Joe (Hey Moe)."



KICKING UP THEIR HEELS — Following a recent concert in Huntsville, Ala., RCA recording acts Ronnie Milsap and Alabama got together for a little impromptu celebrating . . . and for good cause. Alabama's current single, "Old Flame," is bulletpointing up the country charts, while Milsap's "Smoky Mountain Rain" is still moving up the pop charts. Pictured are (l-r): Jeff Cook of the group and daughter Krista; Teddy Gentry of the group; Milsap; and Randy Owen and Mark Herndon of the group.

COUNTRY RADIO

THE COUNTRY MIKE

RAGAMUFFIN PRESENTS 24-HOUR COUNTRY U.S.A. — Ragamuffin Prod. is nearing completion of a 24-hour, comprehensive radio special entitled *Country U.S.A.*, which will be made available to stations sometime in March. The special traces the history of country music from its beginnings, through its evolution, to the point it has reached in the mainstream of American music today. The 24-hour special, the first radio venture for Ragamuffin Prod., is designed "to be run as a complete 24-hour set or stripped in any manner." Produced by **Jerry Vincent** and hosted by **Lance LeGault**, *Country U.S.A.* will feature only songs that reached the #1 position on the charts, combined with relevant biographical research, interviews, and more. For demonstration tapes and further information contact Ragamuffin Prod., 4676 Admiralty Way, #206, Marina Del Rey, Calif. 90291, or phone (213) 821-8087.



Dan Hollander

PERSONALITY PROFILE — Dan Hollander was born and raised in Lawrenceburg, Tenn., a town of about 10,000 situated about 80 miles southwest of Nashville. Hollander developed an interest in music and especially radio at an early age, and by the eighth grade, he was a regular at **WDXE**, primarily observing and learning from the air personalities. Deciding on a future in radio, Hollander moved to Nashville and attended Mid South Electronics while he gained on-the-air experience at night, often working for little or no money. Following his schooling in Nashville, he returned to Lawrenceburg and **WDXE**, where he garnered an air shift for approximately six-to-eight months until he was drafted by the Navy. Hollander spent his service days with the Armed Forces Radio in Hohn, Iceland, until his discharge in October 1969, when he returned to Lawrenceburg and **WDXE**. Early in 1970, Hollander was named program director for the then blocked-programmed, multi-formatted station. In addition to a regular air shift Hollander hosted a one-hour talk show for almost 10 years. Then, in 1979, **WDXE-AM** and **FM** split (with the **FM** programming totally rock), and Hollander at the **AM** station programming exclusively country. According to Hollander, the country station was met with, and still enjoys, tremendous listener response.

PREPARATION FOR REEVES DOCUMENTARY UNDERWAY — The president of Jim Reeves Enterprises, **Mary Reeves**, recently announced that the official Jim Reeves radio documentary will be available for distribution later this year. For the past several years, Mary and long-time associate **Tom Perryman** have been researching and compiling information for the multi-hour biography on the late country star. The documentary, narrated by a yet-to-be-named country music superstar, will feature "interviews, personal reflections by Mary and comments by childhood friends, relatives, and fellow country music stars who knew and worked with Jim."

WSM D.J. AT RINGSIDE — The Nashville Amateur Boxing Assn. (NABA) chose **WSM**/Nashville's afternoon jock, **Charlie Chab**, to be the ring announcer for the USA/Kenya International Boxing Meet held Feb. 14. The event, which took place at Tennessee State University, Nashville, was broadcast nationally, Feb. 15, on **ABC Sports**. **KHEY-FM ADOPTS COUNTRY FORMAT** — Effective midnight, Feb. 15, **KEZB-FM/El Paso (Y96)**, adopted new call letters, **KHEY-FM**, and joined sister station **KHEY/AM/El Paso** in programming country music. **Ray Potter**, former program director for the **AM** station, will take over those duties on the **FM** side, while longtime air personality for the **AM** station, **Doug Bove**, has been elevated to program director. **Y96** was previously an easy listening formatted station.

IN NEED OF SERVICE — New **Cash** **Box** reporting station, **WXBO**/Bristol, Va., has reported some difficulty in receiving record service, especially from a few major labels. Please send new releases to **Reggie Neel**, music director, **WXBO** Radio, P.O. Box 799, Bristol, Va., 24201.

ANTHONY TABBED AT WSLR — **Richard Lunelleno**, general manager of **WSLR**/Akron, has announced the appointment of **Nick Anthony** as program director, effective Feb. 23. Anthony replaces **Bill Coffey**, who has accepted a position with **KSD/ST. Louis**. **Steve Fullerton** and **Anthony**, both veteran air personalities from **WHLO**/Akron, will handle **WSLR**'s morning show and afternoon drive shifts, respectively.

GALLUP SURVEY REVEALS SUCCESS OF COUNTRY MUSIC COUNTDOWN — 1980 — Reports from a recent Gallup survey show that Mutual Broadcasting's New Year's special, *Country Music Countdown — 1980*, was heard by an estimated 17,500,000 listeners. The three-hour special, hosted by **Anne Murray**, proved to be "the highest cleared music special in network radio history." country mike

PROGRAMMERS PICKS

Dan Splice	WYDE /Birmingham	Mister Sandman — Emmylou Harris — Warner Bros.
Bo Richards	KBBQ /Ventura	(Lookin' At Things) In A Different Light — Nightstrees — Epic
Buddy Johnson	KIVI /Beaumont	Bridge Over Broadway — Capitals — Ridgetop
Steve Wilmes	WIRE /Indianapolis	It's My Job — Jimmy Buffett — MCA
Steve Gary	KOKE /Austin	Hold Me Like You Never Had Me — Randy Parton — RCA
Mark Tudor	WTQR /Winston-Salem	Falling Again — Don Williams — MCA
Tom "Cat" Reeder	WKCW /Warrenton	Just A Country Boy — Rex Allen, Jr. — Warner Bros.
Bill Warren	KNOE /Monroe	Between This Time And The Next — Gene Watson — MCA
Janet Fort	WSM /Nashville	Roll On Mississippi — Charley Pride — RCA
Maxwell Gregory	WQQT /Savannah	Alice Doesn't Love Here Anymore — Bobby Goldsboro — Curb

MOST ADDED COUNTRY SINGLES

- 1. ROLL ON MISSISSIPPI** — CHARLEY PRIDE — RCA — 58 REPORTS
- 2. MISTER SANDMAN** — EMMYLOU HARRIS — WARNER BROS. — 35 REPORTS
- 3. IF I KEEP ON GOING CRAZY** — LEON EVERETTE — RCA — 29 REPORTS
- 4. BRIDGE OVER BROADWAY** — THE CAPITALS — RIDGETOP — 27 REPORTS
- 5. ALICE DOESN'T LOVE HERE ANYMORE** — BOBBY GOLDSBORO — CBS/CURB — 25 REPORTS
- 6. ANGEL OF THE MORNING** — JUICE NEWTON — CAPITOL — 20 REPORTS
- 7. SOMETBODY LED ME AWAY** — LORETTA LYNN — MCA — 19 REPORTS
- 8. CHEATIN' IN A TWO WAY STREET** — SAMMI SMITH — SOUND FACTORY — 17 REPORTS
- 9. BETWEEN THIS TIME AND THE NEXT TIME** — GENE WATSON — MCA — 15 REPORTS
- 10. CRAZY LITTLE THING CALLED LOVE** — ORION — SUN — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

- 1. OLD FLAME** — ALABAMA — RCA — 85 REPORTS
- 2. PICKIN' UP STRANGERS** — JOHNNY LEE — FULL MOON/ASYLUM — 71 REPORTS
- 3. A HEADACHE TOMORROW (OR A HEARTACHE TONIGHT)** — MICKY GILLEY — EPIC — 62 REPORTS
- 4. LOVE IS FAIR/SOMETIME, SOMEWHERE, SOMEHOW** — BARBARA MANRICK — MCA — 61 REPORTS
- 5. FALLING AGAIN** — DON WILLIAMS — MCA — 60 REPORTS
- 6. TEXAS WOMEN** — HANK WILLIAMS, JR. — ELEKTRA/CURB — 59 REPORTS
- 7. TAKE IT EASY** — CRYSTAL GAYLE — COLUMBIA — 55 REPORTS
- 8. CRYING** — DON MCLEAN — MILLENNIUM — 54 REPORTS
- 9. YOU'RE THE REASON GOD MADE OKLAHOMA** — DAVID FRIZZELL and SHELLY WEST — WARNER/VIVA — 53 REPORTS
- 10. LEONARD** — MERLE HAGGARD — MCA — 52 REPORTS

McLendon Broadcasting Of Dallas Reads 'Hickory Creek Reunion II'

by Jennifer Bohler

NASHVILLE — *Hickory Creek Reunion*, "the greatest country music concert that could never happen," will be ready for the market the first weekend in April. The syndicated country music program, produced by Bart McLendon Broadcasting of Dallas, will stretch some 49 hours in length and feature approximately 54 of the top names in country music in a fantasy concert situation. There is also a shorter version of the same program — 26 hours in length — that will be made available to radio.

The brainchild of Bart McLendon, the program adopts a simulated live concert format by utilizing existing music cuts and adding a live concert feel by incorporating "backstage" interviews, special intros to songs by the artists done especially for the program and even sets up fantasy situations for the artists. For example, Johnny Cash at one point is involved in a hog calling contest, while Mel Tillis gives the play-by-play of a mud wrestling championship.

McLendon said the program is an offshoot of the mid-'70s *Fantasy Park* series,

which was produced by himself and Rod Sebring, and featured rock artists.

Hickory Creek debuted last year on some 105 radio stations. McLendon noted that, thus far, the number of stations requesting the program has surpassed that debut figure, and he anticipates even more. With country's crossover into the mainstream of popularity, A/C and pop formatted stations could conceivably carry the program, though he said none had been scheduled to do so thus far.

According to McLendon, the program is mapped out to begin at 6:00 p.m. on a Friday evening and run through the weekend, ending at midnight on Sunday evening, allowing for five hours of public affairs and religious programming on the sabbath.

Each program will be accompanied by a promo pack, which includes special commercials taped by various artists involved with the program, posters, slicks and possible newspaper ads. There are no national sponsors for the program, allowing each radio station to sell the time locally, which will be at least 10 minutes per hour for commercials.



LIVE FROM NASHVILLE ON RADIO LUXEMBOURG — The second in a series of live radio broadcasts from Nashville via 1,300,000-watt Radio Luxembourg recently took place at the Tennessee Performing Arts Center. Millions of European listeners heard the sounds of **Crystal Gayle**, **Ronnie Prophet**, **Johnny Paycheck** and **Porter Wagoner**, compliments of **Radio Luxembourg** and the **Nashville Radio Workshop**. Pictured following the show are (l-r) **Benny Ray**, **WSX-FM/Nashville**; **emcee Bob Stewart**, **Radio Luxembourg**; **Rick Blackburn**, vice president and general manager, **CBS Records Nashville**; **Gayle**, **Jo Walker**, executive director, **Country Music Assn.**; **Prophet**; **Roy Wunsch**, vice president, **marketing, CBS Nashville**; and **Allen Reynolds**, **Gayle's** producer.

GOSPEL



THIRTY YEARS FOR WORD — As part of the celebration of its 30th anniversary, Word, Inc. invited a number of journalists from all parts of the country to participate in its first annual "Press Days," a gathering which gave the writers a chance to learn more about the company's talent, record and book divisions, as well as talk with key executives. Pictured prior to cutting the anniversary cake are (l-r): Stan Moser, senior vice president, Word; Jim Sharp, vice president, Cash Box, Nashville; and Jarrell McCracken, president, Word.

GOSPEL NEWS

HAPPY ANNIVERSARY — Word Records celebrated its 30th anniversary on Feb. 12 and 13 with its inaugural "Press Days." The two-day conference was host to some of America's top religious publications, providing an opportunity for journalists to meet with Word executives and talent from the record and book divisions. Jarrell McCracken, Word president; Stan Moser, senior vice president/music division; Dan Johnson, vice president of marketing and promotions/music group; and Jahn Lutz, director of the video division, were on hand for interviews.

Several Word artists performed during the conference, including Word Records' Morris Chapman, Myrrh's David Meece and Amy Grant, and DaySpring's Dion. Grant performed a mini-concert for the visiting journalists, as did the Imperials and Dion, who paired up for a Feb. 13 concert at Baylor University.

Grant will also be the subject of the first video project of Word's newly formed video division (Cash Box, Feb. 28), scheduled for release in late May to coincide with release of her live album. Filming began Feb. 20 at Opryland Studios in Nashville, where Grant is a student at Vanderbilt University. The program will be filmed on several locations around Music City, as well as a live concert complemented by her full entourage, and will feature some of Grant's past hits, plus several new releases.

Word executives also announced plans for a third printing of Myrrh's *The Songbook*, an anthology of top contemporary Christian music. *The Songbook* is not limited to Word artists, featuring songs from such artists as Evie, B.J. Thomas, The Imperials, Michael and Stormie Omartian, Andrea Crouch, Dallas Holm, Bruce Cockburn and Bob Dylan.

"LIGHT" CONTEST — Light Records has announced an "Up In Lights" display contest, which will run Feb. 15-March 31, to promote the new Walter Hawkins album, "The Hawkins Family." Light is awarding prizes for the top three displays and ten prizes for fourth place. Display kits may be ordered by calling collect to (805) 496-5721.

TRUTH OF THE MATTER — Gospel supergroup Truth recently gathered the Nashville offices of the Benson Co. for the first time since the merger of the two major Christian record companies, Paragon and Benson. The 16-member group served up an hour of favorites from its 10-year career after the Colonel served up lunch to the home office folks — finger lickin' good style. Truth, founded and directed by Roger Breland, will cross its millionth mile in this, its 10th year of full-time touring.

Randy Cox, general manager of Paragon/Benson Publishing Group, was recently elected to the NARAS Board of Governors in Nashville, which boasts the second largest chapter in the country. Cox is a graduate of Memphis State with a degree in Church Music and has been with the Paragon company for four years. The mid-year term to which Cox was elected will run through June, at which time his name will automatically be reinstated on the ballot to be voted on for a second time.

IMPERIALS GO NATIONAL — The first nationally promoted concert tour by a contemporary Christian music artist will begin on April 2 when the Imperials perform at the Pershing Auditorium in Lincoln, Neb. The tour is being structured around the new Imperials album, "Priority," on DaySpring Records. Sunshine Concerts, Ltd. is promoting the tour, which will cover nearly 50 cities and concert facilities, including the Omni in Atlanta, Tulsa's Mcabee Center and Kiel Arena in St. Louis. The tour is being promoted like a pop act, with promotion through regular ticket outlets, as well as Christian bookshops and music stores.

INDUSTRY GATHERINGS — Lexicon's eighth annual Music/California conference has been scheduled for April 22-25 at the Los Angeles Hyatt Regency Hotel. The three-day conference will feature 13 reading sessions, 40 workshops, artist appearances, and concerts. A special series of pastor's workshops has also been scheduled in cooperation with the Robert Schuller Institute for Successful Church Leadership. Acts scheduled to appear include Reba and Dony McGuire, Nielson and Young, Dennis Agajanian, Audrey Mielz, Sharalee Lucas, Mike Redman and Gail Farrell. For registration information contact MusicCalifornia, P.O. Box 1305, Woodland Hills, Calif. 91367 or call (213) 709-1796 or (800) 423-7911.

The first annual "Phoenix Festival of Sacred Music 1981," sponsored by North American Liturgy Resources (NALR) is scheduled for March 19-22. The festival will present a broad range of sacred music, including contemporary, renaissance, folk, popular, baroque, gospel, jazz, modern, classical and classical rock throughout 11 concerts, as well as a special concert by Pat Boone. The festival is designed to appeal to composers, musicians, choir directors and academic music teachers who will be exposed to diverse styles of sacred music. Festival information is available through NALR, 10802 North 23rd Ave., Phoenix, Ariz. 85029 or by calling Peggy Shumaker at (602) 864-1980. **angela ball**



Walter Hawkins



Evie

TOP 20 ALBUMS

Spiritual

	Weeks On Chart
1 THE LORD WILL MAKE A WAY AL GREEN (Myrrh MSB 6661)	1 12
2 THE HAWKINS FAMILY LIVE WALTER HAWKINS (Light LS 5770)	2 10
3 REJOICE SHIRLEY CAESAR (Myrrh MSB 6646)	3 32
4 MIRACLES JACKSON SOUTHERNAIRES (Malcoo SA-370)	4 12
5 RISE AGAIN GOSPEL KEYNOTES (Nashboro 7227)	6 12
6 THE LORD IS MY LIGHT NEW JERUSALEM BAPTIST CHURCH CHOIR (Savoy 7050)	8 22
7 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6660)	14 4
8 EVERYTHING'S ALRIGHT DR. CHARLES HAYES (Savoy 14380)	11 6
9 PLEASE BE PATIENT WITH ME ALBERTINA WALKER with JAMES CLEVELAND (Savoy SL 14527)	9 58
10 TRUE VICTORY MIN. KETH FRINGLE (Savoy SBL 7053)	12 6
11 TRAMINE TRAMINE HAWKINS (Light LS-5760)	5 52
12 MOTHER, WHY? WILLE BANKS (Black Label 3000)	15 6
13 GOD WILL SEE YOU THROUGH WILLIAMS BROTHERS (New Birth 7048)	16 6
14 LOVE ALIVE II WALTER HAWKINS & THE LOVE CENTER CHOIR (Light LS 7375)	7 120
15 KEEP ON CLIMBING, WE GOTTA GO HIGHER PIE GIRM JUBILEE SINGERS (Savoy 14584)	— 2
16 ONE DAY AT A TIME REV. THOMAS L. WALKER (Eternal Gold EGL-652)	20 18
17 I'LL BE THINKING OF YOU ANDREA GROUCH (Light LS 5763)	10 70
18 A PRAYING SPIRIT JAMES LEVELEND AND THE CORNERS ONE CHOR (Savoy 7046)	13 36
19 PEOPLE GET READY SUPREME ANGELS (Nashboro 7226)	17 28
20 ALL ABOUT JESUS SENSATIONAL NIGHTINGALES (Malcoo 4398)	18 32

Inspirational

	Weeks On Chart
1 THANK YOU FOR THE DOVE MIKE ADKINS (Mike Adkins MA 1061)	1 28
2 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	2 18
3 FAVORITES, VOL. 1 EVIE TOURQUIST (Word WSD 8845)	4 18
4 NEVER ALONE AMY GRANT (Myrrh MSB 6645)	3 38
5 FORGIVEN DON FRANCISCO (New Pax NP 33042)	5 118
6 ONE MORE SONG FOR YOU THE IMPERIALS (Dayspring DST-4015)	6 58
7 PRAISE IV VARIOUS ARTISTS (Maranatha MM 0084)	6 38
8 IN CONCERT B.J. THOMAS (Songbird/MCA 5155)	12 16
9 GOT TO TELL SOMEBODY DON FRANCISCO (New Pax NP 33071)	10 68
10 PHILIP SIDE PHIL KEAGUY (Sparrow SPR 1036)	11 16
11 THE PAINTER JOHN MICHAEL & TERRY TALBOT (Sparrow SPR 1037)	7 36
12 BULLFROGS AND BUTTERFLIES CANDLE (Birdwing BWR 2010)	9 26
13 YOU GAVE ME LOVE B.J. THOMAS (Myrrh MSB 6574)	13 84
14 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	17 12
15 NEVER THE SAME EVIE TOURQUIST (Word WSB 8602)	15 90
16 HEED THE CALL THE IMPERIALS (Dayspring DST 4011)	20 118
17 MUSIC MACHINE CANDLE (Birdwing BWDY 2004)	16 156
18 ARE YOU READY? DAVID MEECE (Myrrh 6652)	— 2
19 PRIORITY IMPERIALS (Dayspring DST 4017)	— 2
20 FOR THE BEST B.J. THOMAS (Songbird/MCA 3231)	14 48

ALBUM REVIEWS

THE LORD REIGNS — Morris Chapman — Myrrh MSB 6659

Producer: Gary Sanford Paxton — List 7:98
This premiere album is the culmination of a 20-year gospel music career for Chapman, a local favorite in churches around his native Las Vegas, Nev., where he has been performing for the last two decades. At the prompting of a friend, Chapman was invited to appear on the national TV show, *PTL Club*, which led to an association with Gary Paxton and a contract with Myrrh. This debut showcases Chapman's talents as a wordsmith, with seven self-penned tunes enhanced by his rich tenor.

THE BUILDER — Michael and Stormie Omartian — Myrrah — MSB 6636 — Producer: Michael Omartian — List 7:98
Producer, writer, arranger, artist — the Omartians do it all, and they do it well. Michael and Stormie Omartian are two of the most dynamic artists in contemporary Christian music, and this album represents the best of their combined talents. All tunes are co-written by the couple, running the gamut from the rockish "Big Time" to the mellow "Half Past Three." This album is destined for pop crossover.

TELL ME THE OLD, OLD STORY — Tennessee Ernie Ford — Word WSB 8841 — Producer: Buddy Hume — List 7:98
This album contains 10 traditional hymns, never previously recorded. The traditional style is epitomized by arrangements with very little accompaniment. In addition, Ford's smooth vocals are complemented by choral back-up in traditional responsorial style. Organ accompaniment adds to the overall traditional "churchy" appeal.



BLACK AND TEMPORARY

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	11	39	39
2	4	40	1
3	2	41	31
4	3	42	48
5	15	43	35
6	6	44	43
7	8	45	45
8	7	46	49
9	2	47	53
10	12	48	36
11	12	49	34
12	17	50	—
13	10	51	—
14	11	52	65
15	11	53	50
16	21	54	54
17	22	55	58
18	15	56	—
19	11	57	—
20	18	58	59
21	25	59	55
22	27	60	51
23	21	61	—
24	24	62	57
25	17	63	47
26	18	64	41
27	4	65	55
28	37	66	65
29	23	67	61
30	6	68	56
31	42	69	67
32	15	70	67
33	18	71	72
34	29	72	20
35	23	73	78
36	42	74	69
37	5	75	63
38	40		72



B.B. AND LUCILLE'S OFFSPRING — Famed bluesmeister and MCA recording artist B.B. King recently posed with Gibson Guitars' new "Lucille" model, a replica of the axe that King has made famous over the years. Pictured at a photo session for King and "Lucille," the first new guitar Gibson has produced since the Les Paul, are (l-r): Santo Russo, MCA Records vice president of product development; King; Don Casselman, Gibson manager of marketing services; Elaine Cooper, MCA manager of special markets and tour press; and Sid Seidenberg, King's manager.

THE RHYTHM SECTION

MOVING RIGHT ALONG — The front-stage limelight is not always the place from which artistic and more practical skills are displayed. Case in point: Fantasy recording group the Blackbyrds. While the group had not released any product in three years prior to release of the current LP, "Better Days," its core members have remained active developing new material and playing gigs with artists who perform material removed from the Blackbyrds' prototype brand of black/pop music. And since its separation from Dr. Donald Byrd, who helped the band cut its teeth in the professional music world, the Blackbyrds has assumed many of the functions and roles previously performed by Dr. Byrd. "We assumed responsibility of a group, production company, publishing company, our own legal staff, taxes and one-on-one communications with the record company and manager," said drummer and original member Keith Kilgus of the now 11-man band. "We're beginning to run the business end of our music as a business," he added. Kilgus said that the key to the transition from performing as musicians to musician/businessmen was not unduly difficult because, "Donald (Byrd) taught us the business pretty well and that the key to it all was organization." Thus, the coincidence of the group after a three-year absence from vinyl or touring was not unfounded. "I have intensely rehearsed since writing the material for this LP. And after the band thoroughly rehearsed, there was nothing left to do but get out and play," Kilgus said. So the Blackbyrds embarked on a tour covering nine cities, which recently ended at Los Angeles' LOR. The band had been on the road without original member Kevin Toney, who stayed at home with his family, but whose keyboard work is featured on the George Duke-produced "Better Days" LP. Despite his absence, the group has managed to preserve their identifiable sound while forging ahead into new territory. According to Kilgus, "We're already into our next album's material in our head. After you do a record, then tour around the country playing material from the record, you're ready to move to new music."

MARCHING — DeLite/PolyGram group Kool and the Gang will chair this year's March of Dimes WalkAmerica, to begin at 8:30 a.m., April 26, in Central Park. The 30-kilometer trek is expected to attract 15,000 walkers, who will obtain sponsors to make contributions to the March Of Dimes for each kilometer completed. Prizes will be awarded, refreshments and entertainment served.

JAZZY RHYTHM — Two albums originally released on the Inner City label, "The Three," featuring Joe Sample, Ray Brown and Shelly Manne, and "The Drum Session," featuring Louie Bellson, Shelly Manne, Willie Bobo and Paul Humphrey, will be released on the dbx encoded disc format. dbx is expanding its already fruitful classical catalog to include all fine music.

MA DEAR LUCILLE — Gibson Guitars has completed work on the "Lucille" model guitar named after B.B. King's famed axe. The new guitar, which will go on sale in April, is the first Gibson has produced since the Les Paul model.

BORDERLESS — While his name may not immediately conjure up images for R&B and many jazz fans, Genesis' leader and Brand X co-founder Phil Collins should become familiar to those fans via his first solo Atlantic LP, "Face Value." The LP, which is an adroit mix of jazz, progressive rock and R&B, has tremendous pop potential, but could also carve a niche in black radio. Utilizing the much-chronicled skills of renowned fusionsists like Alphonso Johnson of Weather Report fame, violinist Shankar and the Earth, Wind and Fire horn section, Collins' music on this LP is not pretentious or conceived beyond his considerable means. It's a chance for Collins to gain exposure in a market that may have overlooked his efforts with avant garde Brand X and ignored the progressive rock/pop of Genesis. "I Missed Again" is the first single from the LP, but black radio programmers may find "This Must Be Love" and "Behind The Lines" the singles to get for their playlists.

ROCK CROSSOVER VINYL — "Sukiyaki" by Capitol's A Taste of Honey (#87 bullet), "A Woman Needs Love (Just Like You Do)" by Arista's Ray Parker, Jr. and Raydio (#89 bullet) and "Lovers After All" by Arista's Melissa Manchester with Peabo Bryson (#90 bullet) are the top crossover debuts on the Cash Box, Top 100 Singles chart. . . "To Love Again" by Motown artist Diana Ross (#91 bullet), "Being With You" by Motown's Smokey Robinson (#107 bullet) and "Radiant" by A&M outfit Atlantic Starr (#143 bullet) were the top crossover debuts on the Cash Box Top 200 Albums chart.

SHORT CUTS — Myrrh recording artist Al Green will headline a gospel show at the Cow Palace in San Francisco this weekend (March 7). Appearing with Green on the bill are Vernard Johnson, the Emmitt Powell Gospel Elites and vocalist Dorothy Morrison. . . Keyboardist Herbie Hancock recently made his acting debut on CBS-TV's *Concrete Cowboy* series. . . PIR's Teddy Pendergrass is set to appear on the Barbara Mandrell and the Mandrell Sisters variety show March 21. The following week, The Pointer Sisters will appear on the program.

michael martinez

1 DON'T STOP THE MUSIC YARBROUGH & PEOPLES (Mercury/PolyGram 76085) 1 15
2 BURN RUBBER GAP BAND (Mercury/PolyGram 76091) 2 14
3 FANTASTIC VOYAGE LAKESIDE (Solar/RCA VR-12129) 3 12
4 I AIN'T GONNA STAND FOR IT STEVIE WONDER (Tama/Tone 74320) 4 18
5 WATCHING YOU SLAVE (Columbia/Atlantic 46066) 6 13
6 IT'S A LOVE THING THE WINDERS (Mercury/RCA VR-12154) 7 8
7 HEARTBREAK HOTEL THE JACKSONS (Epic 19-50959) 8 14
8 I JUST LOVE THE MAN THE JONES GIRLS (Pina, Int'l./CBS Z56 312) 9 15
9 ALL AMERICAN GIRLS SISTER SLEDGE (Columbia/Atlantic 46007) 11 12
10 BOOGIE BODY LAND BACKLAYS (Mercury/PolyGram 76088) 9 15
11 TOGETHER TIERRA (Boardwalk WBS-5702) 10 16
12 THIGHS HIGH (GRIP YOUR HIPS AND MOVE) T.O. BROWNE (GRP/Arista GS 2510) 15 7
13 CELEBRATION KOOL & THE GANG (De-Lite/PolyGram DE 807) 12 22
14 TOO TIGHT CON FUNX SHUN (Mercury/PolyGram 76089) 14 16
15 MAKE THE WORLD STAND STILL ROBERTA L'AMM and PEARO BRIVCOS (Atlantic 3778) 13 14
16 BON BON VIE (GLIMME THE GOOD LIFE) T. S. MONK (Mirage/Atlantic WTG 3780) 20 13
17 8TH WOUND THE SUGARHILL GANG (Sugar Hill SH-753) 16 12
18 LOVE OVER AND OVER AGAIN SWITCH (Gordy/Motown G 7198) 17 18
19 WHO SAID? THE ISLEY BROTHERS (T-Neck/CBS Z56 2282) 18 11
20 AND LOVE GOES ON EARTH, WIND & FIRE (ARC/Columbia 11-11434) 24 5
21 FULL OF FIRE STAY AMAR (Solar/RCA VR-12152) 21 12
22 UNITED TOGETHER ARETHA FRANKLIN (Arista AS 0569) 19 16
23 SUKIYAKI THE TASTE OF HEAVEN (Capitol PA-4953) 27 7
24 JUST THE TWO OF US GROVE WASHINGTON JR. (A&M 2106) 30 5
25 I HEAR MUSIC IN THE STREETS UNLIMITED TOUGH (Prestige PRL 8023) 35 12
26 PERFECT FIT JERRY KNIGHT (A&M 2304) 33 5
27 YOU'RE THE BEST THING IN MY LIFE THE DRAMATICS (MCA 51041) 21 11
28 FANCY DANCER TWENTYNINE WITH LENNY WHITE (Elektra E-47087) 29 11
29 MAGIC MAN ROBERT WINTERS & FLOW (Mercury/RCA B-4668) 33 11
30 EVERYTHING IS COOL T-CONNECTION (Capitol PA-4968) 31 11
31 HERE'S TO YOU SKRY (Salsoul/RCA ST 2132) 26 11
32 BEING WITH YOU SMOKEY ROBINSON (Tama/Tone W 54321F) 38 4
33 BOY'S CALLING ZINGARA (Wheel WH 5001) 37 11

34 I'M READY KANO (Emergency EMS-4504) 28 15
35 DANCE SILVER PLATINUM (Spector Record Int'l. SRH-00009) 22 13
HOW 'BOUT US CHAMPAIGN (Casablanca/PolyGram 11-11433) 42 5
37 YOU'RE TOO LATE FANTASY (Pavilion/CBS Z56 647) 44 5
38 AI NO CORRIDO QUINCY JONES (A&M 2309) 46 3
39 WHAT A FOOL BELIEVES ARETHA FRANKLIN (A&M AS 0591) 53 3
40 LOVERS AFTER ALL MELISSA MANCHESTER and PEARO BRIVCOS (Arista AS 0597) 45 6
41 MELANCHOLY FIRE NORMAN CONNORS (Arista AS 0581) 31 14
42 TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram DE 810) 57 2
43 BE ALRIGHT ZAPP (Warner Bros. WBS 49623) 25 11
44 GLAD YOU CAME MY WAY JOE SIMON (Posse POS 5005) 39 11
45 AGONY OF DeFEET PARLIAMENT (Casablanca/PolyGram NB 2317) 34 16
46 LITTLE GIRL DON'T YOU WORRY JEMARIE JACKSON (Mercury 11983F) 43 17
47 NEVER LIKE THIS THE TWO TONS (Fantasy/Honey 906) 50 6
48 FEEL ME CAMEO (Chocolate City/Casablanca/PolyGram/CBS 3222) 58 3
49 RAPTURE BLONDIE (Chrysalis CHS 2455) 65 2
50 TURN OUT THE LAMPGLIGHT GEORGE BENSON (Qwest/Warner Bros. WBS 49637) 40 12
51 BE YOURSELF DEBRA LAWS (Elektra E-47084) 60 6
52 SHINE ON L.T.D. (A&M 2283) 48 17
53 GET TOUGH KLEENER (Atlantic 3788) 61 4
54 WHEN LOVE CALLS ATLANTIC STARR (A&M 2312) 70 2
55 MEDLEY: YESTERDAY ONCE MORE/NOTHING REMAINS THE SAME SPINNERS (Atlantic 3798) 63 3
56 WHAT TWO CAN DO DENISE WILLIAMS (ARC/Columbia 11-60504) — 1
57 PRAISE MARVIN GAYE (Tama/Motown T 54322F) 67 2
58 I'LL NEVER FIND ANOTHER (FIND ANOTHER LIKE YOU) DENISE WILLIAMS (Atlantic 3798) 49 18
59 SHAKE IT UP THE DAZZ BAND (Motown M 1500F) 59 13
60 YOU LIKE ME DON'T YOU JERMIAN JACKSON (Motown M 1503F) 68 2
61 NEVER GONNA GIVE YOU UP PATRICE RUSHEN (Elektra E-47113) 72 3
62 ONE-WAY LOVE AFFAIR SCADORE (Warner Bros. WBS 49663) 61 3
63 F-ENCOUNTER BOOTSY (Warner Bros. WBS 49661) 64 4
64 DON'T BE ASHAMED TO CALL MY NAME BOHANNON (Phase II WBS-5654) 69 5
65 WHERE DID I GO WRONG HEAT WAVE (Jazzy Autumn B 15-51005) 74 3
66 ANGEL FATBACK (Spring/PolyGram SP 3016) 62 7

67 WHAT WE HAVE IS RIGHT BLACKVEGIES (Fantasy F-904) 47 12
68 YOUNG LOVE TED MARIE (Gordy/Motown G 7194F) 78 3
69 I WANT IT THE REDDINGS (Ballade In A Dream/CBS Z56 8602) 79 3
70 A WOMAN NEEDS LOVE (JUST LIKE YOU DO) RAY PARKER JR. & RAYDIO (Arista AS 0592) —
71 TRY A LITTLE TENDERNESS THE OHIO SLAYERS (Boardwalk WBS 5708) 84 2
72 LONELINESS TAVARES (Capitol 4966) 73 4
73 HAVE YOU SEEN HER THE CHI-LITES featuring GENE RECORD (20th Century Fox/RCA TC-2041) 82 3
74 CAN YOU HANDLE IT SHARON REDD (Prestige PRL 8024) 77 5
75 WIND ME UP R.I.'S LATEST ARRIVAL (Buddah/Arista BDA 625) 75 5
76 THE TWO OF US SEAWIND (A&M 2302) 76 4
77 KEEP ON IT STARPOINT (Chocolate City/Casablanca/PolyGram/CBS 3223) 87 2
78 YOU'RE LYING LINX (Onechance CHS 2461) 86 2
79 MY LADY ONLY WAY (MCA 51054) — 1
80 BABY DON'T STOP ME LEON WARE (Elektra E-47093) 80 5
81 MOMENT OF WEAKNESS ENCHanted (Arista AS PB-12163) 83 3
82 AND I'LL SEE YOU NO MORE THE STYLISTS (TSOP/CBS Z56 4764) —
83 LOVE T.K.O. TEDDY PENDERGRASS (Pina, Int'l./CBS Z59 3116) 52 21
84 BIRTHDAY PARTY GRANDMASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-555) 92 3
85 MEDLEY: WAITIN' ON A LETTER/MR. POSTMAN THE ORIGINALS (Phase II WSB 5653) 85 4
86 FEELIN' CAMERON (Salsoul/RCA ST 2134) — 1
87 DOUBLE DUTCH BUS FRANK MCWOT (WMS 5756) 91 2
88 TONIGHT WE LOVE RUFUS (MCA 51070) — 1
89 GET OUT YOUR HANDKERCHIEF (Warner Bros. WBS 49646) 89 4
90 IN LOVE'S TIME DELIGHTON (Mercury/PolyGram 45-76094) 94 1
91 I AIN'T JIVIN' IM JAMMIN' LEON HUFF (Pina, Int'l./CBS Z56 3122) 56 8
92 THE LOOK IN YOUR EYES MAE featuring PHARIE BEVERLY (Capitol PA-4942) 54 17
93 FEEL IT REVELATION (Handshake WBS 5105) — 1
94 LET'S DO IT CONVERSION (Sam 81-5707) 94 2
95 VOICES INSIDE MY HEAD COMMON SENSE (BC 4008) — 1
96 YOU'D BE A MILD MANNER BOBBY "BLUE" BLAND (MCA 51068) — 1
97 KEEP IT HOT GAMEO (Casablanca/PolyGram/CBS 3221) 41 20
98 UNDERSTANDING THE DAVEK (Mirax CD 4002) 66 11
99 REMOTE CONTROL THE REDDINGS (Ballade In A Dream/CBS Z59 5600) 51 22
100 WHEN WE GET MARRIED LARRY GRAHAM (Warner Bros. WBS 49581) 55 21

ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHERS AND LICENSEES)

A Woman Needs (Raydio) — ASCAP 70
Agony Of DeFEET (Mercury) — ASCAP 43
AI No Corrida (Heathwave) / Lazy Lizard / Interscope — ASCAP 38
All At Once (Walden) (Mercury) — ASCAP 31
ASCAP/Ring/Kepco — BM 21
And I Live You (Assorted/Style) 20
Admin By Mighty Ties (Mercury) — ASCAP 82
And Love (Alton/Verdane)/Cherubim — ASCAP 49
Froze/Fraze/Ring — BM 20
Angel (Fried-Up/Sign) (Tama) — ASCAP 66
Baby Don't Stop (Alton/Calinga/Outlands) — BM 60
Double Vinyl (Mercury) — ASCAP 43
Burn Rubber (Rubber Band — BM) 32
Be Yourself (Hubs — BM/Non-East — ASCAP 51)
Being With You (Barlam — ASCAP) 32
Born Rubber (Total Excess/Sign) — BM 10
Bon Bon (Unichappell/Fatherhead/Larbel) — BM 10
Boogie Body (Bar Keys/Warner-Tamerlane) — BM 10
Bum Bum (Total Excess/Sign) — BM 10
Can You Diamond In The Rough (Trum) — BM 74
Celebration (Delightful/Fresh Start — BM) 13
It's A Love (Spectrum/Warner) — ASCAP 29
I Just Love (Assorted — BM) 69
I Want (I Just Love/Band Of Angels — BM) 69
I'll Never Find Content (Mercury) — BM 77
I'm Ready (Emergency — ASCAP) 34
In Love's Time (Screen Gems/Epic — BM) 90
Keep On (Harridun/Lycandana/Enig) — BM 77
Let's Do It (Caltour Compositions)/Leads/Pre/Midab — ASCAP 94
It's A Love (Spectrum/Warner) — BM 73
Let's Do It (Caltour Compositions)/Leads/Pre/Midab — ASCAP 94
The Look (Fresh Start — BM) 42
Loneliness (Risslan/Rogan's — ASCAP) 72
Love Over Jobeta — ASCAP 19
Love T.K.O. (Assorted — BM) 103
Lo's After All (Rumanian Pickleworks — BM)/Lovers Ware — ASCAP 19
Never Gonna Give (Baby Finger) — BM 33
Magic Man (Alton/Ray/Sign/Lamar/Lucky Break — BM) 29
ASCAP/Ring — BM 29
Mating a World (WB/Fabro/Very Every — ASCAP) 15
Melancholy Fire (Arista — ASCAP) 61
Moment of Weakness (Groovesville/Forgotten — BM) 41
Mr. Postman (Interscope/April Bohannon — ASCAP) 75
My Love (Perk/Duchess — BM) 59
Never Gonna Give (Baby Finger) — BM 33
A Freddie Dee (Jobeta) — ASCAP 67
Nothing Remains (Touch) — ASCAP 69
One-Way Love (Crozon Butterfly) — BM 62
Perfect Fit (Alton/Armsco — ASCAP) 62
Praise (Rare Blue/Monster Island — ASCAP) 90
Rapture (Rare Blue/Monster Island — ASCAP) 90
Shake It Up (Jazzy Autumn B 15-51005) — ASCAP 74
Shine On (Alton/MC/Rocwood — ASCAP) 59
Using/Buchanan (Ker — BM) 52
Suzy (Beach/Blue — BM) 52
Take It (Delightful/Fresh Start — BM) 42
The Look (Armsco — BM) 62
The Two (Jazzy Autumn B 15-51005) — BM 74
Thigs High (Thomas Brown/Roaring Fork — BM) 12
Together (Mighty Three — BM) 11
Tonight We Love (Overdue — ASCAP) 88
Too Tight (Vai-Joe) — BM 14
Try (Like Campbell, Connelly) — BM 71
Turn Out (Rondor) (London) — BM 50
Understanding (Mutos/Dezshake — ASCAP) 58
United Together (Jays Enterprises/Baby Love/Chappel/Phivin International — ASCAP) 22
Unlimited Tough (Mercury/RCA B-4668) — ASCAP 39
Waitin' On (Interscope/April Bohannon — ASCAP) 85
Watching You (Flare Song/Cotton — BM) 5
What Foot (Snop/Milk Money — ASCAP) 59
What We Get Married (Big Seven — BM) 100
Where Did I Go (Johnny Wilder — BM) 65
You're Love (Alton/Nebraska — ASCAP) 50
Wind Me Up (Big Seven/Arrival — BM) 75
Yesterday (Alton/Hammer & Kals — ASCAP) 55
You Like Me Don't You (Jobeta — ASCAP) 60
Young Love (Jobeta — ASCAP) 68
You're The Best (Special Agony/Adm. by Alvat — BM) 96
You're Too Late (Rightsong/Pavilion/Ulti — BM) 37
You're Too Late (Rightsong/Pavilion/Ulti — BM) 37

Charges Of Obstruction Fly As Trial Approaches For Goody

(Continued from page 3)

permitted to take the stand unless his statement is produced." Verner has consented to the release of his statement, but it is not known at this time whether it has been turned over.

The defense counsels also sought to obtain both the text of a statement made by Carroll to the Justice Department as well as the department's notes which provided the basis for his questioning. Although Jacobs said he considered both to be "protectable" material, he agreed to turn over the text of the statement only, claiming the notes were "confidential material."

Unhappy With Plea

Judge Platt also expressed anger over the fact that Carroll, who has been identified as one of the nation's largest counterfeit cassette manufacturers, had been permitted to plead guilty to one felony count each of wire fraud and copyright infringement before Federal District Court Judge George Pratt on Long Island. Judge Platt warned Jacobs that it was the prosecution's responsibility to have Carroll's case transferred to his court under the "related case" rule.

Defense attorney William Warren had earlier requested Jacobs to obtain and turn over to the defendants documents related to the Justice Department's 1977 investigation into price fixing by major record companies launched by the department's antitrust division. The investigation, which



BE COOL — Already a featured vocalist with *Meat Loaf* and currently appearing on *Broadway in the Musical Pirates of Penzance*, Keria DeVito will soon release her debut solo Epic LP, "Is This A Cool World Or What?" Pictured seated are (l-r): Dick Wingate, director of talent acquisition, Epic; DeVito; Don Dempsey, senior vice president and general manager, E/P/A; and Bill House, DeVito's producer. Pictured standing are (l-r): Al Gurewitz, vice president of national promotion, E/P/A; Winston Simone, and Sam Ellis, DeVito's managers, and Dennis Katz, the artist's attorney.

was ultimately dropped by the department without producing any indictments, has been the object of attention since last October by U.S. Senators Strom Thurmond and Orrin Hatch, who are seeking information on why the investigation was dropped. Judge Platt ordered Jacobs to obtain and turn over to the court the antitrust prosecu-

tion memo, warning him that "if the government is relying on discount cost or price information obtained from this investigation in this case it must be produced or I will throw the case out of court."

Defense counsels sought to obtain the documents on the grounds that the information they contained about the amount of

free goods and promotional product going to retailers would support their claim that Goody could have unknowingly purchased counterfeit product that was offered at below wholesale prices.

According to a Justice Department spokesman, the Goody's defense was able to obtain this information although Senators Thurmond and Hatch could not because only a judge can order the release of these materials.

Judge Platt obtained the 100-page prosecution memo and on Monday ordered a number of pages from it relating to retailers to be turned over to the defense, although Jacobs objected that it contained materials currently before a grand jury. In addition defense attorney William Warren is seeking further materials relating to the probe, which are said to be stored in Washington, D.C.

Chief Goody defense attorney Kenneth Holmes revealed that Jacobs had signed a stipulation promising to turn over his witness and exhibit lists to the defense no later than one week prior to the trial's opening date. Jacobs first refused to do so without obtaining similar defense materials, but after Judge Platt warned Jacobs he faced a contempt citation and dismissal of his case, he consented, stating that he might call additional witnesses later in the trial. Holmes moved to exclude from the trial any additional exhibits not shown on the lists.

Audiofidelity Inc. Buys Coco, Parker Records

NEW YORK — Audiofidelity Enterprises, Inc. has acquired the catalog of Charlie Parker Records, inactive since 1963, from Aubrey Mayhew. Included in the acquisition are over 200 unreleased sides by Parker himself, as well as substantial unreleased product by a number of other jazz greats. The reactivated label's first release is scheduled for May.

Also, Coco Records, the Latin label owned by Audiofidelity, has completed licensing arrangements with South American Records for Argentina, Uruguay and Chile; T.H. Records for Columbia; Palacio de la Musica for Venezuela; and Disco de Central America for all of Central America. Coco recently announced the signing of Larry Harlow and Orquestra Broadway.

Sayles/Morgan Signed To Represent DaMon

LOS ANGELES — DaMon Enterprises, formed less than a year ago by Daoud and Monie Balewa, to specialize in recording, film scores and song production, has signed public relations firm Sayles/Morgan Assoc. of North Hollywood to represent the organization and its artists.

The label's jazz fusion group, Ambiance, has scheduled its third album for DaMon for an early March release.

Side One Relocates

LOS ANGELES — Side One Creative Marketing, the artist development firm, recently moved to new offices, located at 6671 Sunset Blvd., suite 1520-B, Hollywood, Calif. 90028. The telephone remains the same at (213) 466-8305.

Capitol Sets National Promo Campaign For April Wine Concert Tour, Album

LOS ANGELES — Capitol Records is currently conducting nationwide promotional campaigns in support of April Wine's current U.S. tour and its latest album, "The Nature of the Beast."

Several giveaway contests have been planned by the Capitol promotion department to tie in local radio stations and retail outlets with the April Wine concerts. In one contest, everyone who attends an April Wine show will be issued four-color "backstage passes" with the group's album cover graphics in the center and logos of participating local stations and retail accounts along the border. On the back of each pass is an individually numbered coupon relating to the retail accounts.

SRS Sponsors Forum

LOS ANGELES — Songwriters Resources Services (SRS) is scheduled to sponsor a public forum, entitled "They Write The Songs," featuring songwriters in panel discussions on such topics as writing techniques, methods of collaboration and how to sell songs.

Songwriters set to appear during the forum, which is free to SRS members and \$4 for others, include Guy Clark, Jackson Bruce Johnston, David Pomeranz and the duo of Barry Mann and Cynthia Weil. The panel discussion will be held March 5, 7-9 p.m., at the Musicians Union Hall, 817 Vine St., Hollywood. For further information call (213) 463-7178.

Shep Fields, 70, Dies

LOS ANGELES — Renowned big band leader Shep Fields died Feb. 23 of a heart attack in Cedars Sinai Hospital in Los Angeles at the age of 70. Fields is survived by his wife, former Zoot Kline; son, Jerry S. Levy; daughter, JoAnn Fields; sister, Cis Ryerson; and brothers, Elliot and Freddie.

Blue Light Relocates

LOS ANGELES — Dick Lynn recently announced the relocation of his Blue Light Prod. from Chicago to Woodstock, New York. The company can now be reached at P.O. Box 167, West Hurley, N.Y. 12491. The new telephone number is (914) 338-7640.



SKYY LANDS ON BOTTOM LINE — Skyy, which records for the RCA-distributed Salsoul record, recaps appearances on the Bottom Line. Pictured backstage after the show in the last row are (l-r): Ray Harris, division vice president, black music, RCA; Ken Capps, vice president, Salsoul; Butch Sierra and Solomon Roberts, Jr., of the group; Hilda Williams, A&R administration, black music, RCA; Salsoul artist Cameron; John Greenberg of the group; Randy Muller, Skyy's producer; Tommy McConnell of the group; Keith Craig, division vice president, RCA-U.S. and Canada; Gerard Lebon of the group; Keith Jackson, director, product management, black music, RCA; Basil Marshall, manager, product management, black music, RCA. Pictured leaning in the center is Robert Wright, A&R producer, black music, RCA. Pictured in the front are (l-r): Bonnie Dunning, Dolores Dunning-Milligan and Denise Dunning-Crawford of the group and Sharon Hayward, field promotion representative, New York, black music, RCA.

Following an April Wine concert, participating stations will conduct drawings to determine 25 winners based on the backstage pass numbers. The 25 winners will be entitled to complete April Wine catalogs that include the latest album, as well as "First Glance" and "Harder...Faster." A fan can also become a winner by checking bulletin boards in participating retail outlets where the winning numbers will be posted. From those 25 winners, a grand prize winner will win a six-foot stuffed tiger that will be on display in a cage at each retail account's flagship store.

Radio stations in several markets will also be giving away alternate prizes. Dubbed "Beast Feasts," a winner and three guests will be entitled to a free dinner at a choice local restaurant at Capitol's expense.

Individual contests are also being run at various AOR and Top 40 stations around the country involving phone-ins, album and T-shirt giveaways and other prizes.

April Wine is now touring with Nazareth and from March 15, will be appearing in Indianapolis; Flint; Detroit; Johnstown, Pa.; Buffalo; Bethlehem, Pa.; Baltimore; Cleveland; Pittsburgh; Philadelphia; and Hempstead, N.Y. The following week, the group will depart for a 10-day tour of Germany.

Warner Bros. Prepares Big Push For Who LP

LOS ANGELES — A major advertising, merchandising and promotional campaign, which will feature high-quality artwork, print and radio ad buys, has been developed to push the Who's debut Warner Bros. Records album release, "Face Dances."

Produced by Bill Scymzyk, the album is due for March release and will feature artwork of the group by 16 noted artists on the cover and on a special poster insert.

Merchandising aids will include a 4x4 front cover poster, personality poster, streamers 1x1s, special bin headers and single browser boxes. A major print and radio advertising campaign has been developed to coincide with the promotion push in each market.

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK

LOVERBOY • COLUMBIA JC 36762

Breaking out of: Denver, Portland, Seattle, San Diego, San Francisco, Los Angeles, Dallas, Houston, Oklahoma City, Miami, Richmond, St. Louis, Milwaukee, Minneapolis, Indianapolis, Cincinnati, Baltimore/Washington, Philadelphia, New York.

RADIO: Turn Me Loose (45): #61 Bullet, Top 100 Singles Chart.

MERCHANDISING AIDS: 1x1 Flats, 3x3 Flats.

ALBUM BREAKOUTS

DIFFICULT TO CURE • RAINBOW • POLYDOR/POLYGRAM PD-1-6316

Breaking out of: Los Angeles, San Francisco, Denver, Seattle, Chicago, Milwaukee, St. Louis, Cleveland, Detroit, New York, Hartford, New Haven, Baltimore/Washington, Oklahoma City, Dallas.

RADIO: #2 Most Added Album, Rock Album Radio Report.

MERCHANDISING AIDS: 22x28 Posters, Trims.



TO LOVE AGAIN • DIANA ROSS • MOTOWN M8-951M1

Breaking out of: Los Angeles, San Francisco, New York, Atlanta, New Orleans, Miami, Memphis, Chicago, Milwaukee, Detroit, Cleveland, Indianapolis, Cincinnati, Columbus.

RADIO: Good Initial Response To "One More Chance" Single.

MERCHANDISING AIDS: 1x1 Flats.



BEING WITH YOU • SMOKEY ROBINSON • TAMLA/MOTOWN T8-375M1

Breaking out of: Chicago, Milwaukee, St. Louis, Indianapolis, Memphis, Atlanta, New Orleans, Charleston, Charlotte, Philadelphia, Baltimore/Washington, Los Angeles, Detroit.

RADIO: Being With You (45): #51 Bullet, Top 100 Singles Chart; #32 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: 23" Cover Posters, Radio Spots.



DANCERSIZE • CAROL HENSEL • VINTAGE/MIRUS VNJ 7701

Breaking out of: Cleveland, Chicago, Pittsburgh, Columbus, Cincinnati, Houston, Sacramento, Denver.

RADIO: Good Initial Response To "I Go To Rio," "What A Fool Believes" and "Ain't No Stoppin' Us Now" Cuts.

MERCHANDISING AIDS: Display Streamers, 1x1 Flats.

LET'S BURN • CLARENCE CARTER • VENTURE VL 1005

Breaking out of: New Orleans, Memphis, Miami, Atlanta, Charleston, St. Louis, Chicago, Detroit, Philadelphia.

RADIO: Strong Airplay On "Love Building" LP Cut.

MERCHANDISING AIDS: LP Jackets.



SHEENA EASTON • EMI AMERICA ST-17049

Breaking out of: Boston, Buffalo, Cleveland, Detroit, Atlanta, Nashville, Seattle, Portland, Denver.

RADIO: Morning Train (9 To 5) (45): #28 Bullet, Top 100 Singles Chart.

MERCHANDISING AIDS: 12x24 Banners, 20x30 Posters, Radio Spots.



RADIANT • ATLANTIC STARR • A&M SP-4833

Breaking out of: Baltimore/Washington, New York, Boston, Chicago, Milwaukee, St. Louis, Atlanta, Denver.

RADIO: When Love Calls (45): #54 Bullet, Black Contemporary Singles Chart.

MERCHANDISING AIDS: Posters, 1x1 Flats, 14x42 Banners

WHAT'S IN-STORE

THE MERRY WANNNA — The Wanna Blues Band, whose debut single, "Test Tube Baby's," is the brainchild of **Eddie Leonard**, a Chicago-based humorist who has lately been the recipient of nearly 12,000 calls an hour on his "Dial-A-Crazy-Hotline" — (312) 248-2731. Now that Leonard's hot line has brought him to the attention of the nation via NBC's *Today Show*, *P.M. Magazine* and *CBS News*, Leonard has decided to counter-balance his money-making phone endeavor with a hopefully profitable single. This record, one of the few self-released records to be handled by rack jobber **Lieberman Enterprises, Inc.**, is available at stores only with five cents per copy donated to the **Marva Collins West Side alternative school**. Collins is the educator whose technique and small prep school in the economically depressed West Side of Chicago has won national acclaim by educators, journalists and *CBS 60 Minutes*.

... In more rack news, Lieberman also recently announced the signing of from 150-175 **Gibson** discount department store accounts. Lieberman picked up the accounts when **Record Rack**, a Gibson subsidiary, was recently dissolved. The balance of Gibson's 350-400 stores are racked by a variety of companies. The new Lieberman accounts are located primarily in Texas, Louisiana, New Mexico, Kansas and Colorado.

VCI SURVEY — Video Communications, Inc. (VCI) is conducting a marketing survey of its dealers and distributors. The survey is made up of 12 questions designed to pinpoint those merchandising aids and strategies that are most helpful to dealers and distributors. The survey covers areas such as retailer promotions, point-of-purchase displays and projected video cassette recorder sales. The survey was sent to over 250 VCI dealers, and an additional 350 questionnaires are being distributed to accounts through VCI's distribution network.

ATLANTIC AIDS — Some of the merchandising aids that Atlantic Records will be offering on its soon-to-be-released product includes: **Rolling Stones** — 1x1s, 2x2s, posters, and mobile/streamers; **Leon Redbone** — 1x1s; **Phoebe Snow** — 1x1s, 2x2s unmounted and posters; and **Ullanda McCullough** — 1x1s and 2x2s unmounted.

THE VINYL AVENGER — "The Vinyl Avenger Deflates Inflation," the theme for a month-long \$3.99 promotion of \$5.98 product from five major labels, pits **Record Bar's** hero (Vinyl Avenger), against today's archvillain, Inflation. In the finest tradition of comic book heroes, the Vinyl Avenger is portrayed in a five-frame encounter with his long-time nemesis, Inflation. Posters and flyers of the comic strip are spreading the Vinyl Avenger's message about the "Three for \$10 or \$3.99 Each" promotion in the Record Bars across the land. Top artists from WEA, CBS, RCA/A&M, MCA and Capitol are featured in the promotion. The story involves a Record Bar clerk, Van Gard, with the power to transform himself into the Vinyl Avenger, and Inflation, a green ogre intent on spreading inflation. Record Bar's battle with inflation continues through March 11.

DON'T BE SO CYNKYLYL — **Wilcox Records** in Oklahoma City reports the first local new wave label in Oklahoma City. Cynkylyl Records is owned by **Chris Stearman** and **Mike McGee**. The first EP they have released is by the **Fyrce Muons** and they have also signed on a group called the **Randys**.

THE CAVAGE PATCH — Radio station WGR/Bufallo, in conjunction with the Buffalo Diamond Exchange (a retail diamond store), **Capitol Records** and **Cavages Records & Sattler's** ran a promotion, Feb. 23-March 6, for **Nell Diamond's The Jazz Singer**. The promotion centered around a drawing for a 1/2 karat ladies' "Cocktail Diamond Ring." WGR billed it as a Nell Diamond diamond promotion and ran promos on it that were backed up by a radio buy for *The Jazz Singer*. There were in-store displays for *The Jazz Singer LP*, and it was strictly a random drawing at the Buffalo Diamond Exchange. The entry blanks were available at the Cavages Stores and Sattler's and also at BDE. The drawing will be held at the Diamond Exchange on March 10.

PEACHES PROMOTION — Radio station M105/Cleveland (AOR) and local Peaches stores are currently running a promotion that will undoubtedly bring up some in-store traffic. M105 has published its own list of the "Top 105 Albums of 1980" that is available at either Peaches locations or by writing in to the station. A coupon at the bottom of the list is good for \$1.05 off the price of any album or tape on the list. In addition, shoppers at either Peaches location filled out entry forms that made them eligible to win their three favorite albums from the Top 105 list free in daily drawings conducted on the air by M105 from Feb. 16-March 16.

REGIONAL BREAKOUTS — **Billy Preston**, **Charly McClain** and **Ray Price** in the South ... **Rick Springfield**, **Delegation** and **The New Riders of the Purple Sage** in the East ... **Bill Summers** in the Midwest and South ... **Three Degrees**, **Rocket 88**, **Alicia Meyers** and **Esther Phillips** in the West ... and **Phil Collins** is exploding everywhere.

FOR QUICK COVERAGE — Send items and photos to What's In-Store at **Cash Box**, 6363 Sunset Blvd., Suite 930, Los Angeles, Calif. 90028.

Irinda ardit



TWISTING AT MUSIC PLUS — Southern California club favorites *The Twisters* made an in-store appearance at the *Music Plus* outlet in *Lomita, Calif.* to promote their *Rhino Records EP*. Pictured seated at the signing session are (l-r): Twisters members **Michael Wainwright**, **Fred Grabert**, **Richard Paine**, **Phil Gilbreth** and **Jason Hickman**.

INTERNATIONAL



FIDDLER IN OZ — Epic recording artist Charlie Daniels (c) was presented with a traditional Digger's Hat during his recent tour of Australia. Pictured with Daniels are Glenn Sharrock (l) of the Little River Band (which toured with Daniels) and Barry Bull, CBS Australia.

PolyGram Publishing Honors Spanish Labels

HAMBURG — Phonogram and Polydor of Spain were recently presented with the annual PolyGram Group publishing award in recognition of outstanding performance in 1979. Initiated two years ago, the award is given to the PolyGram Records subsidiary that achieves the most outstanding cooperation with the PolyGram Publishing company in that country.

Cooperation between the labels (Polydor and Phonogram) and the Canciones del Mundo and Chappell Iberica manifested itself during 1979 with such hits as the Grease soundtrack, the Bee Gees' "Spirits Having Flown" LP and a variety of others, including product by Lipps, Inc., the Boomtown Rats, Julio Iglesias, the Buglies and Miguel Rios.

Heinz T. Voigt, PolyGram Publishing Division president, presented the award to Mariano de Zuniga, managing director of both Polydor and Phonogram of Spain.



QUALITY CRAZINESS IN CANADA — Quality Records recently acquired the Canadian rights to the soundtrack to the film *Str Cray*. Marketed in the U.S. by Posse Records, the soundtrack features singles by Kiki Dee, Randy Goodrum and film co-star Gene Wilder. Pictured are (l-r): Murray Deutch, president, Motion Picture Music Works; Bill Spivelsky, president, Posse; Roy Rilkind, treasurer, Posse; Stuart Cantor, professional manager, Buttermik Sky Assoc., Inc.; and Julie Rilkind, vice president, Posse.

Compact Disc Players To Bow At Berlin Expo

BERLIN — Two newly developed compact record player systems will be debuted at the International Music Market Seminar to be held here, April 29-30. Consumer electronics dealers will be able to view and evaluate the two new systems, developed by Philips and Telefunken.

The event is being organized by the Deutsche Radio Und Fernsehverband E.V. of Cologne, the Verband Deutscher Rundfunk Und Fernsehgeschäftshändler of Cologne and the AMK Berlin Co. The International Music Market Seminar is a preliminary event for the International Audio and Video Fair Berlin, scheduled for Sept. 4-13.

Tower Chain To Open Retail Outlet In Tokyo

TOKYO — Tower Records, the 30-store, Sacramento, Calif.-based retail chain, will open a branch in Tokyo on May 6. Sited for the posh Shibuya district of the city, the Tower retail outlet represents an expansion of the chain's record business in Japan.

Starting in 1979, Tower Records established and operated a one-stop/wholesale business dealing in American imports in Tokyo, servicing various department stores in the city.

Island Tape Controversy

(continued from page 5)

other retailers, will not be recalled, however, nor will the record be withdrawn.

Neither EMI nor Virgin have committed to a permanent ban on handling the cassette, but Island, which remains firmly behind the One Plus One concept, is nonetheless rumored to be looking for an alternative pressing and distribution deal.

Island, EMI and Virgin have agreed to meet next week to work out the problem.



CHAPPELL INKS PREYING MANTIS — Just before its single "Cheated" entered the U.K. charts, Chappell Music signed heavy rocking Preying Mantis to a worldwide, long-term publishing deal. Pictured at the signing are (l-r): Alan Melina, commercial manager, Chappell; Steve Carroll of the group; Bob Keene, the group's manager; John Brunning, legal and business affairs advisor, Chappell; Tim Troy and Dave Potts of the group; Steve Stevenson, creative director, Chappell; and Chris Troy of the group.

INTERNATIONAL DATELINE

Italy

MILAN — Alice, a new promising Italian female singer, won the 31st edition of the Sanremo festival with the song "Per Elisa," written in collaboration with Franco Battiato and Giusto Pio on EMI label. Second and third place, respectively, were Loretta Goggi with "Maledetta Primavera" on WEA and Mario Dal Bianco, with "Tu Cosa Fai Stasera" on CGD. Among the new talents who particularly impressed this year were Edoardo De Crescenzo ("Ancora" on Ricordi), Luca Barbarossa ("Roma Spogliata" on Fonit Cetra) and Paolo Bonanni ("Hop Hop Samorello" on Baby). The festival, which concluded Feb. 7, was organized by Gianni Ravera and was attended by many guest stars from various countries — among them, Dire Straits, Charles Aznavour, Barry White, the Bad Manners, Milva and others.

The seventh edition of "Exposmusica," the annual hi-fi and musical instruments fair, will take place in Bari from March 21-29.

RCA has introduced on the Italian market a new LP medium priced line called "Best Buy Series," dedicated to the biggest artists in the rock and new wave field. Among the first releases, out this month, are LPs by the Jefferson Starship, David Bowie, Lou Reed, the Ramones and others.

Japan

TOKYO — Radio City Records will aggressively promote "Cinderella of Sum-

mer," the new single by Yuko Ishikawa, set for release on May 5. The song was recently chosen as the theme for Japan Air Line's "Jet Plan '81" promotional campaign for the Tokyo-to-Okinawa flights. In conjunction with the JAL campaign, slated for March through June, Radio City will plug the record with TV and radio spots, newspaper and magazine ads and a variety of promotional events. According to company president Hideo Takahashi, Radio City's promotional push will complement the wide exposure created by the song's association with the JAL campaign.

Polydor of Japan president Seichiro Koh recently announced the formation of an Import Music Service (IMS) unit to expand sales of records and tapes imported from the U.S. and other western countries. John Johnson, director of the company, will also serve as chief of the IMS room.

Keitichi Yamane, president of the Assn. of Record Retailers of Japan, announced that he would resign from his post upon completion of his two-year term in May. It is expected that his resignation will be accepted by the general membership at its annual meeting in Tokyo during June.

Shigeaki Hazama, president of Canyon Records, recently visited the U.S. with Koyama, chief of the international music section, and Maeda, chief of the accounting section, to strengthen its relationship with Atlantic Records and to negotiate rights to the new Susan Anton record.

kozo otsuka

INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s**
- 1 Another One Bites The Dust — Queen — EMI
 - 2 Ahora O Nunca — Angela Carrasco — Microfon
 - 3 Woman In Love — Barbra Streisand — CBS
 - 4 The Wanderer — Donna Summer — WEA/EMI
 - 5 Canasdo De Hacelo Bien — Rocky Burnette — EMI
 - 6 No Te Pases Tan Cerca De Mi — The Police — CBS
 - 7 No Eres Mi Guardian — Sonia Rios — Microfon
 - 8 Perdona-me — Camilo Sesto — Microfon
 - 9 Solo Tu, Solo Yo — Toto Cutugno — Intarcid
 - 10 El Mundo De Los Ninos — Roberto Carlos — CBS

- TOP TEN LPs**
- 1 Parchis — Los Parchis — Tonodisc/KTC
 - 2 Recordando — Sandro — K-tel
 - 3 14 Grandes Exitos — Julio Sosa — K-tel/ATC
 - 4 Exitos Del Verano — Various Artists — Microfon/ATC
 - 5 Memorias — Various Artists — K-tel/ATC
 - 6 Tributo A Los Cinco Latinos — Estela Ravel — ATC
 - 7 20 Exitos De Oro — Beatles — EMI/ATC
 - 8 Super Trouper — ABSA — RCA
 - 9 America Mio — Various Artists — K-tel/ATC
 - 10 Gully — Barbra Streisand — CBS

—Prensario

Australia

- TOP TEN 45s**
- 1 Duncan — Slim Dusty — Columbia
 - 2 (Just Like) Starting Over — John Lennon — Geffen
 - 3 Stop The Cavalry — Jona Lewis — Siff
 - 4 Jesse — Carly Simon — Warner Bros.
 - 5 The Time Warp — Rocky Horror Picture Show cast — Interfusion
 - 6 Shaddin' You Face — Joe Dolce Music Theatre — Astor
 - 7 One Step Ahead — Split Enz — Mushroom
 - 8 State Of The Heart — Mondo Rock — Avenue
 - 9 The Tide Is High — Blondie — Chrysalis
 - 10 Every Woman In The World — Air Supply — Big Time

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

—Kent Music Report

Italy

- TOP TEN 45s**
- 1 Master Blaster (Jammin') — Stevie Wonder — Motown
 - 2 Woman In Love — Barbra Streisand — CBS
 - 3 Anna Dal Capelli Rossi — I ragazzi dai capelli rossi — CBS
 - 4 How Long — Lipps Inc. — Casablanca
 - 5 Corvo A Primavera — Riccardo Cocciante — RCA
 - 6 Don't Stand So Close To Me — The Police — A&M
 - 7 The Wanderer — Donna Summer — Warner Bros.
 - 8 Enola Gay — Orchestral Movements In The Dark — Dindisc
 - 9 Hey — Julio Iglesias — CBS
 - 10 (Just Like) Starting Over — John Lennon — Geffen

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

—Musica E Discchi

INTERNATIONAL



MODERN JAZZ TO MAGNET — Modern Jazz, a London-based band of rockers, recently signed a long-term worldwide deal with Magnet Records. The group's debut single, "In My Sleep (I Shoot Sheep)," was released early this month. Pictured standing at the signing are (l-r): Jazz Summers, the group's manager; Brian Reza, A&R head, Magnet; and Dave Woolfson, Micky Sparrow, and Tim Parry of the group. Pictured seated are (l-r): Andy Overall of the group; David Novik, assistant A&R head, Magnet; Mike Ansell of the group; Michael Levy, chairman and managing director, Magnet; and Calvin Hayes, producer of the group's single.

Castlebar Song Contest Dates, Deadlines Set

DUBLIN — The 16th annual Castlebar (Eire) International Song Contest will be held Sept. 28-Oct. 3. A total prize fund of 15,000 pounds (\$33,300), plus many trophies, has been established for the competition.

In the overall competition, the writer of the winning song will win 5,000 pounds (\$11,100). The runner-up will receive 2,500 pounds (\$5,500) and the third place finisher will win 1,500 pounds (\$3,300). In the orchestral section of the competition, the winning composer will receive 1-500 pounds, with 500 pounds (\$1,100) going to the second place finisher and 250 pounds (\$555) for third place.

Entry forms are available from Gisela

O'Connor, 10 St. Helen's Road, Booterstown, County Dublin, Eire. The telephone number is (01) 881008. Entry deadline is June 16.

A&M Inks Egyptian Deal

PARIS — A&M Records has signed a license deal with the Tuite Group of Cairo for the manufacture of cassettes and the importation of albums into Egypt and various Arab countries. The long-term contract calls for escalating minimum unit guarantees, extensive anti-piracy efforts by the Tuite Group and for Egyptian-manufactured cassettes to be boldly and clearly marked as such.

WHERE IN THE WORLD

CGD-MM recording artist **Glanni Togni** is currently on a promotional tour of Spain in support of his "Luna" single. Stops on the tour include Madrid, Malaga, Mallorca, Bilbao, Valencia, Barcelona, Seville and Saragossa.

Discovery recording artist **Lorez Alexandra** recently took her jazzy act to Yung's Jazz Club in Tokyo, Japan, where she is set to appear from March 3-10 with pianist **Kaj Wilson** and **Don Bailey**. Alexandra, whose shows are being promoted by K. and S. Teruya, is also scheduled to cover other dates in various provinces in Japan throughout the remainder of March.

Columbia recording artist **Crystal Gayle** will perform at the Apollo Victoria Theater in London March 5.

RCA recording artist **Grace Slick** is currently on a promotional tour of Europe in support of her latest LP, "Welcome To The Wrecking Ball." The tour, which concludes March 14, will include stops in Rome, London, Madrid and Paris.

Elektra recording group **Queen** will embark on a tour of Argentina and Brazil Feb. 28. Tour stops for the tour, which will conclude March 21, include Buenos Aires, Cordoba and Rosario in Argentina, and Rio de Janeiro, Sao Paulo and Porto Alegre in Brazil.

Warner Bros. recording artist **Red Stewart** will embark on a 14-date tour of Japan in support of his "Foolish Behaviour" LP. The tour will run from April 23-May 16.

Warner/Reprise recording artist **Frank Sinatra** will perform four concerts in Buenos Aires, Aug. 5-8. It will be the singer's debut performance in Argentina.

Alexander Upped At CRI; Hassanali New GM In Kenya

NEW YORK — Phil Alexander and Mohammed Hassanali have been named to new posts within the CBS Records International (CRI) structure. Alexander was named associate director, artist development (A&M), Latin American Operations; and Hassanali was appointed general manager of CBS Kenya.

In his new position, Alexander will be responsible for coordinating the day-to-day sales and marketing activities of A&M product between Latin American Operations and its Latin American subsidiaries, in addition to acting as liaison with A&M Records headquarters in Los Angeles.

Alexander's tasks will include marketing, merchandising, artist promotion, tours and special compilation projects. He will report to Ele Juarez, director, artist development, Latin American Operations, CRI.

Alexander joins the Latin American Operations staff after a stint at the CRI New York headquarters office, where he worked in the area of international development and promotion. Prior to that, he was a staff writer with **Cash Box**.

At CBS Kenya, Hassanali will be responsible for maintaining the day-to-day activities of the company. He will report to Peter Bond, vice president, CRI, and Simeon Ndesangio, chairman, CBS Kenya. Prior to his new appointment, Hassanali served as financial manager for the company, a post he held since the formation of CBS Kenya in the early part of 1980. Prior to that, he was with a local label.

CBS Songs Int'l Signs Byron, Golde, Myrick

NEW YORK — Singer/songwriters D.L. Byron, Franne Golde and Gary Myrick have been signed to long-term sub-publishing agreements for all territories outside of the U.S. and Canada.

Byron, who records for Arista, is currently working on material for the follow-up to his debut LP, "The Day And Age." Golde, formerly with Portrait, has collaborated with Allee Willis, Peter McLean, Brian Potter and Cynthia Weil in the past, as well as recording three solo albums.

Myrick, who debuted last year with a self-titled LP on Epic with his group, Gary Myrick And The Figures, is currently at work on his follow-up.

Commenting on the signings, Harvey Shapiro, vice president, CBS Songs International, said, "We feel fortunate to be able to add to our family of artists who are so talented songwriters as D.L. Byron, Franne Golde and Gary Myrick. Each is a unique talent, creating some of today's most exciting music."



Harry Anger

Anger Named To Arista International VP Post

LOS ANGELES — Harry Anger has been appointed to the newly created position of vice president, international operations, for Arista Records. In this new position, Anger will be responsible for providing the overall direction for Arista's international operations, including the development of marketing plans for all label artists and product in territories outside the U.S. and the UK.

Anger will also coordinate and review the implementation of these marketing plans with Arista's artists and foreign licensees. He will be based at the label's New York offices.

Prior to joining Arista, Anger was with Polydor Records for five years, most recently serving as senior vice president, marketing. In that capacity, he supervised several departments in the company, including sales, advertising and promotion. He previously worked in the marketing divisions of CBS and RCA Records.

INTERNATIONAL CERTIFICATIONS

Cold Chisel

WEA Australia recording group Cold Chisel had his "East" LP certified platinum in Australia.

Doug and the Slugs

Ridgong recording group Doug and the Slugs received a gold award for its "Cognac And Bologna" LP in Canada.

Flowers

Regular Records recording group Flowers had his "Icehouse" LP certified platinum in Australia.

Noice

Sonet recording group Noice had its debut LP, "Tonarsdrommar" ("Teenage Dreams"), certified gold in Sweden.

INTERNATIONAL BESTSELLERS

Japan

- TOP TEN 45s**
- 1 Cherry Blossom — Seiyko Matsuda — CBS/Sony
 - 2 Koy! No Borch! Sheet! — Mayumi Itsuwa — CBS/Sony
 - 3 Koy! Do! — Toshiko Tawara — Canyon
 - 4 Sneaker Beat — Masahiko Kondō — RVC
 - 5 Okubide Bo! — Tetsuya Ryu — Trio
 - 6 Pegasus No Asa — Hiroaki Igarashi — CBS/Sony
 - 7 MachiKado Twilight — Channels — Epic/Sony
 - 8 Bant No Kawa — Chige & Asuka — Warner/Pioneer
 - 9 Osaka Shigure — Harumi Miyako — Nippon Columbia
 - 10 Tsuppari High School Rock 'n' Roll — Yokohama Ginbae —

TOP TEN LPs

- 1 We Are — Ol Course — Toshiba/EMI
- 2 Bucchigiri II — Yokohamaginbae — King
- 3 Happy Days — The Nolans — Epic/Sony
- 4 Turn Back — Toto — CBS/Sony
- 5 Kugarakishi Dakarete — Chiharu Matsuyama — News
- 6 Koy! No Borch! Sheet! — CBS/Sony
- 7 Surf & Snow — Yumi Matsuyama — Toshiba/EMI
- 8 Fame — soundtrack — Polydor
- 9 Naitari Koi — Hiroaki Igarashi — CBS/Sony
- 10 Super Trouper — ABBA — Discomate

—Cash Box of Japan

The Netherlands

- TOP TEN 45s**
- 1 Stars Of 45 — various artists — CNR
 - 2 Shine Up — Doris D & The Pins — Phonogram
 - 3 If You Could Read My Mind — Viola Williams — Ariola
 - 4 Amoureux Solitaires — Lio — Ariola
 - 5 Funkin' For Jamaica — Tom Brown — Ariola
 - 6 Er Staat Een Paard — Andre Van Duin — CNR
 - 7 Ik Wil Op M'n Kop — Barry Hughes — CNR
 - 8 Embarrassment — Madness — Inelco
 - 9 Imagine — John Lennon — EMI
 - 10 Net As Gisteren — Normaál — WEA

TOP TEN LPs

- 1 The Jazz Singer — Neil Diamond — EMI
- 2 Absolutely — Madness — Inelco
- 3 Are Of A Bwer — Steve Winwood — EMI
- 4 Shake Flave — John Lennon — EMI
- 5 De Daverende 13 — various artists — CNR
- 6 Super Trouper — ABBA — Polydor
- 7 Gum Lude — Rick v.d. Linden — K-tel
- 8 Woman In Love — Barbra Streisand — CBS
- 9 De Grote Prinsentaal — various artists — Arcade
- 10 Greatest Hits — Dr. Hook — Arcade

—Nationale Hitkrant Producties

United Kingdom

- TOP TEN 45s**
- 1 Shaddup You Face — Joe Dolce — Epic
 - 2 Vienna — Ultravox — Chrysalis
 - 3 Surrender — Rainbow — Polydor
 - 4 Woman — John Lennon — Geffen
 - 5 We'll Bring The House Down — Madness — Cheapstock
 - 6 The Return Of The Les Palimas 7 — Madness — Stiff
 - 7 Jealous Guy — Roxxy Music — Polydor
 - 8 We're On Love — The Pretenders — Real
 - 9 St. Valentine's Day Massacre — Head Girl — Bronze
 - 10 Rock This Town — The Stray Cats — Arista

TOP TEN LPs

- 1 Face Value — Phil Collins — Virgin
- 2 Vienna — Ultravox — Chrysalis
- 3 Kings Of The Wild Frontier — Adam & The Ants — CBS
- 4 Double Fantasy — John Lennon and Yoko Ono — Geffen
- 5 Making Movies — Dire Straits — Vertigo
- 6 Dance Craze — soundtrack — 2 Tone
- 7 Difficult To Cure — Rainbow — Polydor
- 8 The Jazz Singer — Neil Diamond — Capitol
- 9 Moving Pictures — Rush — Mercury
- 10 Vissage — Polydor — Polydor

—Melody Maker

COIN MACHINE

Pollock, Caras, Rubin Are Named At Gottlieb

CHICAGO — In a move designed to strengthen the company's product development and marketing capability, D. Gottlieb & Co. president Robert W. Bloom has announced a major executive realignment.

Effective immediately, Gilbert G. Pollock, formerly vice president-operations, has been named as president-product design; C. Marshall Caras, a veteran coin machine industry sales executive, becomes vice president-marketing, a position he formerly held with Gottlieb during the period of 1977-78; and Howard Rubin, a marketing and product development specialist who has been with Atari on both coasts during the last four years, has been named vice president-product management.

"As a company grows and expands its product lines, the need for fresh, innovative talent as well as more vertical specialization becomes evident," said Bloom, in commenting on the appointments. "As the industry now knows, we have recently changed from a single-product games manufacturer to a multi-product company with the addition of our line of video games — and we are also considering expansion

in other directions. These appointments will add immeasurably to our product and sales potential for the future.

"It is a great personal pleasure for me to be able to welcome Marshall Caras back to Gottlieb where we previously worked together in such a satisfying relationship," he continued. "Marshall, having been a prominent distributor himself, knows the business from both sides of the desk, and I know that our distributing organization will welcome the understanding and skill that he brings to our prime marketing position.

"Howie Rubin gained by respect as a knowledgeable industry figure from the first time we became acquainted," Bloom said. "His knowledge and experience will enhance Gottlieb's ability to develop and bring to the market outstanding amusement games.

"Gil Pollock has been concentrating on the area of product design for several months, and the success of his efforts will soon be apparent. His new position is designed to relieve him of former administrative responsibilities to assure the continued momentum and direction he has established in Gottlieb product design.

"In addition to Gil, Marshall and Howie,

Art Strassenberg, director of manufacturing, and Dick Finger, director of engineering, will report directly to me," Bloom added. "Vice president Tom Herrick, also reporting to me, will continue his activities in the field of market research, promotion, advertising, and public relations and will assist Marshall during this period of transition."

"The net result of these appointments and changes," he concluded, "is to considerably strengthen our product development and marketing teams. It should be apparent to even a casual observer of the industry that Gottlieb is going to be heard from in 1981."



Gilbert Pollock



Marshall Caras



Howard Rubin

Monterey Will Host Annual AMOA Mid-Year Board Meet

CHICAGO — The annual AMOA mid-year board of directors meeting will be held April 2-4 at the Hilton Inn Resort in Monterey, Calif., and a "comprehensive agenda" is currently in preparation, according to association president Norman Pink. Membership, finances, legislative activities, the 1981 Exposition and proposed by-law amendments are among the major topics to be discussed by the board at this meeting.

In formulating plans for this year's Expo, Pink told *Cash Box* that the board will take into consideration "constructive criticism" expressed by some of the show exhibitors

Atari Games Are Used In Children's Therapy

SUNNYVALE — Atari's game room, which houses all of the firm's coin-operated games on "free play," recently has been the site of what the staff at Stanford Children's Hospital in Palo Alto, Calif. refers to as "recreational therapy."

The recreational therapy staff often brings small groups of patients to Atari for an evening out and, while the children enjoy playing the Atari games, the staff agrees that the trips down to the Sunnyvale plant help to release some of the tension affecting hospitalized children.

The Stanford Children's Hospital has a mini game room of its own where Atari's "Breakout," "Superman" pinball and "Touch Me" are installed. It will soon be adding an "Asteroids" to this collection, as a result of the efforts of Michelle London, director of recreational therapy at the hospital.

Nelson Among Donors

Contributions to buy the game came from the Woodside-Atherton Auxiliary and from noted country singer Willie Nelson. Asteroids was chosen as the new game for the hospital's rec room after much consideration by the staff and based on the reaction of the kids, who overwhelmingly chose it as their favorite game.

"Atari is proud to have the opportunity to serve the community in this way," commented Frank Ballouz, Atari's director of marketing for the Coin-op division. "Our games can be more than fun when they are used to benefit a special program such as this one."

last year and determine "corrective measures" to be employed at Expo '81. Some exhibitors requested that more trash containers be provided on the exhibit floor and others complained about the sound levels, emitted by various machines, being too high in certain areas. The 1980 convention will be thoroughly reviewed and these, along with other recommendations, will be included in the constitution of the board.

"The board will also have to take some direction with regard to 'gray area' games," Pink said. These machines, under the guise of video games, are being operated as gambling devices in various areas. Operators are becoming increasingly concerned and feel that this type of equipment does not have a place on the exhibit floor.

CRT Update

AMOA's legal counsel Nick Allen will be in attendance at the board meeting to provide an update on current legislative matters, including the jukebox royalty rate appeal, as well as the mechanical rate, the location list regulation and other pertinent issues. At this point, AMOA is awaiting a hearing date on its royalty rate appeal in the 7th Circuit Court of Chicago. The association has also filed a motion to intervene in the mechanical rate appeal.

Leo Droste, the association's executive vice president, advised that a number of proposed by-law amendments, such as the elimination of one or two sections of the by-laws which are no longer applicable, the consideration of two new amendments and other minor changes, will be discussed by board members.

All of the various convention committees will be formed, as is traditional at this mid-year event; however, the format will be expanded to allow for actual meetings of these groups, which is something that was not done in the past. "This year we intend to set aside specific time periods for these committees to get together and start functioning," Droste said. They will subsequently report back to the board before adjournment.

An officers' and directors' manual, containing a compilation of pertinent data and reports on agenda topics, has been distributed to board members, as a first time service this year, to aid in preparation for their attendance at the meeting.

THE JUKE BOX PROGRAMMER

TOP NEW POP SINGLES

1. DON'T STAND SO CLOSE TO ME THE POLICE (A&M 2301)
2. MORNING TRAIN (NINE TO FIVE) SHEENA EASTON (EMI-America 8071)
3. JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)
4. FADE AWAY BRUCE SPRINGSTEEN (Columbia 11 11431)
5. ANGEL OF THE MORNING JAYE NEWTON (Capitol 4976)
6. WHILE YOU SEE A CHANCE STEVE WINWOOD (Island IS 49656)
7. I CAN'T STAND IT ERIC CLAPTON AND HIS BAND (RSO RB 1060)
8. I LOVE YOU CLIMAX BLUES BAND (Warner Bros. WBS 49669)
9. WALKING ON THIN ICE YOKO ONO (Geffen GEF 49683)
10. BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T 54321)

TOP NEW COUNTRY SINGLES

1. TEXAS WOMEN HANK WILLIAMS, JR. (Elektra/Curb E-47102)
2. FALLING AGAIN DON WILLIAMS (MCA 51065)
3. PICKIN' UP STRANGERS JOHNNY LEE (Full Moon/Asylum E-47105)
4. LEONARD MERLE HAGGARD (MCA 51048)
5. REST YOUR LOVE ON ME/ I AM THE DREAMER CONWAY TWITTY (MCA 51059)
6. HOOKED ON MUSIC MAC DAVY (Casablanca/PolyGram NB-2327)
7. ROLL ON MISSISSIPPI CHARLEY PRIDE (RCA PB-12178)
8. SOMEBODY LED ME AWAY LORETTA LYNN (MCA 51058)
9. STORMS NEVER LAST WAYLON & JESSI (RCA PB-12178)
10. MISTER PEEPERS BILL ANDERSON (MCA 51052)

TOP NEW B/C SINGLES

1. JUST THE TWO OF US GROVER WASHINGTON, JR. (Elektra E-47103)
2. HOW 'BOUT US CHAMPAIGN (Columbia 11-11433)
3. PERFECT FIT JERRY KNIGHT (A&M 2304)
4. GET TOUGH KLEER (Atlantic 3768)
5. BEING WITH YOU SMOKEY ROBINSON (Tamla/Motown T 54321F)
6. FEEL ME CAMEO (Chocolate City/Casablanca/PolyGram CC3222)
7. TAKE IT TO THE TOP KOOL & THE GANG (De-Lite/PolyGram DE 810)
8. YOU'RE TOTIN' LATE FANTASY (Pavilion/CBS 256 6407)
9. PRAISE MARVIN GAYE (Tamla/Motown T 54322F)
10. WHEN LOVE CALLS ATLANTIC STARR (A&M 2312)

TOP NEW A/C SINGLES

1. SOMEBODY'S KNOCKIN' TERRI GIBBS (MCA 41309)
2. KISS ON MY LIST DARYL HALL & JOHN OATES (RCA JH-12142)
3. GUITAR MAN ELVIS PRESLEY (RCA JH-12156)
4. KEEP ON LOVING YOU REO SPEEDWAGON (Epic 19-50963)
5. MISTER SANDMAN EMMYLOU HARRIS (Warner Bros. WBS 49684)

COIN MACHINE

World Wide Holds First Mini Showing

CHICAGO — The first mini showing hosted by World Wide Distributors was held on Feb. 12 at the Como Inn Restaurant here. Despite extreme weather and difficult driving conditions, some 89 operators were in attendance to view the product lineup and partake of the cocktails and refreshments that were served. Fred Skor, World Wide's president and chief executive officer, expressed his delight over the outstanding turnout and the "huge success" of this first time effort.

The equipment display featured the new Williams "Black Knight" pinball and the "Defender" video game in both upright and cocktail table versions; along with Stern's "Berzerk," "The End" and next scheduled pinball, "Freefall," and the Seeburg "Phoenix" phonograph.

Along with Skor, a number of World Wide personnel were on hand at the event, including Nate Feinstein, Harold Schwartz, Edward Beer, Bill Atwood, Jeff Neumann, Joe Carone, Bob Crista, Gerry Ney, Jerry Richards, Larnell Green and Lorraine Hansen.

In view of operator response to the firm's first showing, Skor stated that there will be several more showings scheduled in the near future.

Bally Sponsors Tennis Tourney

CHICAGO — Bally Manufacturing Corp. served as an official sponsor of the 1981 Women's Avon Tennis Tournament, which was held Jan. 25-Feb. 1 at Chicago's International Amphitheater. The event received extensive media exposure and full coverage by area TV sportscasters.

As a back-up effort a "Xenon" pinball machine and a Midway "Gorf" video game were on display in the Bally booth and the factory also installed a "Xenon" and a Midway "Galaxian" in the dressing room that was used by tournament contenders, affording all participants the opportunity to display their skills at amusement games as well as tennis.

Bally also played a major role in the recent Pinball and Video Championship Tournament, sponsored by WRCH-radio in Riverhead, N.Y., where the "Xenon" pinball machine was featured in the finals competition. The pinball singles competition was carried out on three different flippers with the finalists competing for grand prizes on the bi-level "Xenon" at Nathan's Game-

(continued on page 40)



WORLD WIDE'S MINI-SHOWING — World Wide Distributors recently held its first mini showing at the Como Inn Restaurant in Chicago. The event, which featured new machines from Williams, Stern and Seeburg, drew more than 80 operators. Pictured at the showing are (l-r): Ben Rochelt, Stern Electronics; Harold Schwartz, World Wide; Tom Campbell, Stern Electronics; Nate Feinstein, World Wide; Schwartz; Fred Skor, president, World Wide; Campbell and Rochelt.

IRS Urges Grassroots Lobbying Restrictions

(Ed. Note: The following item appeared in the February AMOA membership newsletter. It is being reproduced here for the benefit of our readers and because Cash Box feels the information is of particular interest to state associations and other industry groups. The IRS proposal referred to in the text reportedly surfaced in late 1980.)

CHICAGO — The Internal Revenue Service (IRS) has proposed new regulations on grassroots lobbying which will severely affect most associations, including AMOA and industry state groups. Currently, an association can devote up to 15% of its activities to seeking to influence public opi-

New Seeburg Distrib

CHICAGO — Tom Campbell, director of marketing at Stern Electronics, Inc., announced the appointment of Coastal Games Limited of Richmond, British Columbia as a distributor of Stern's Seeburg phonograph line for the territory of western Canada. Coastal's facilities, including administrative offices, showroom, parts and service are located at 105-3860 Jacobs Rd., Richmond, British Columbia, Canada V6V 1N7.

Coastal president Don McPhee stated that he and his staff look forward to presenting the Seeburg line of phonographs and accessories to their many customers.

The Canadian distributor's new association with Stern is effective immediately, according to Campbell.

nion without triggering any disallowance of members dues.

The IRS proposed regulations apply a three-factor test to determine if a communication constitutes an attempt to influence the public with respect to legislation: 1) Pertains to action by a legislative body; 2) Reflects a view on that legislative action, whether explicitly or implicitly; and 3) Is distributed in a manner so as to reach individuals as voters or constituents.

The new rules would limit deductions if any expenditures were made that would influence public opinion on legislation. It would also require associations that receive tax-deductible dues to inform members annually of expenditures for grassroots lobbying. The example given in the proposed regulations makes it plain that news releases relating to legislation will be considered to be grassroots lobbying. Association communications quite commonly reach non-members. Association

OMAA Hosts 'Planning For Tomorrow'

CHICAGO — "Planning For Tomorrow" was the theme of a unique two-day seminar sponsored by the Ohio Music and Amusement Assn. for officers, board members and past presidents of the state organization. The purpose of the function was twofold, explained OMAA executive vice president Paul Corey, noting that the agenda focused on a review of existing programs and preparations for the future.

"This is something we've been wanting to do for some time," Corey observed, adding

publications go to libraries and to persons in the same line of business, and former members generally receive association communications for a period of time before being dropped. Because of this, it is clearly impossible to limit association legislative communications strictly to the membership.

However, these regulations would require such limitation, and would make it mandatory to install expensive checking, accounting, and reporting services. Clearly the intent of the regulations is to scare associations away from involvement in the legislative process, or to make it costly and clumsy for them to be involved. The American Society of Association Executives is working hard not to have this proposed regulation become effective. AMOA has notified the IRS of our request to testify in person or to submit written testimony for the record in this proceeding.

that such an endeavor will help ascertain the association's accomplishments over the past six years of its existence and also determine "where we want to go — and how to get there."

The OMAA membership has been on a steady rise, he said, and currently represents nearly 90% of the operating firms in the state. "Our long-term goals include provisions for a sufficient number of varied services that will benefit all levels of our

(continued on page 40)

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- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER _____

COIN MACHINE

CHICAGO CHATTER

Williams Electronics, Inc. started domestic production last week on the "Defender" upright video game and is now gearing up for the release of a cocktail table version of the hit machine. The table is tentatively slated for mid-March production — so watch for it. Also coming up in the not too distant future is an exciting, new multi-level, multi-ball followup to "Black Knight." The new Williams pin is now in prototype production.

BALLY ON TV: CBS-TV personality **Bob Sirott**, accompanied by a camera crew, recently visited the Bally Pinball Division facility in Bensenville and shot some great footage for Sirott's popular "Entertainment and Life Styles" feature of the 6 o'clock news. The segment was aired on Feb. 17 and included some excellent factory shots, on-camera interviews with marketing vice president **Tom Nelman** and **Flash Gordon's** designer, along with player comments remote from the Rubus game room in Chicago. Also showcased was the "Flash Gordon" pinball machine, which was the focal point of the feature. As Sirott pointed out, the basis for the coverage was the "attack by the outer space video people" on the "giants of the pinball world" and how the pin manufacturers are "fighting back" with revolutionary new concepts in playfield design, sound, etc. All in all it provided great exposure for pinballs — and coinbiz. Incidentally, Nieman recalled that just a few years back — around 1975, when the *Tommy* film was premiered in Chicago amidst citywide promo and "Wizard" pinball competition — Sirott, then a popular local deejay, was among the top finalists on the Bally "Wizard" machine. . . . Other activities at the Bensenville plant center on domestic delivery of the "Flash Gordon" pin, scheduled for early March. Initial feedback has been positively great, according to ad and sales promotion chief **Carol Porth**. Factory just wrapped up production on "Xenon," which was a "total sell-out." She also mentioned that Bally is continuing its convenience stores ad campaign.

PRODUCTION OF THE NEW "Space Invaders Triline" is in progress at Taito America for the U.S. and Canada markets. The piece has generated a lot of interest. National sales manager Mike Von Kennel reports that the factory has started sampling the upcoming "Crazy Climber" game in upright cabinet — and a Triline version is just down the road. As the name implies, "Crazy Climber" is a fun game for players of all ages. "We've been receiving excellent reports from test locations across the country," Von Kennel noted. "It's lots of fun to play . . . and people really seem to enjoy it." Should be a very strong piece, he added.

MORE GOOD NEWS: "Rally-X," Midway's hot new video game, is now in domestic production — in all cabinet configurations, as we learned from marketing vice president Stan Jarocki. As for "Pac Man" — what can you say — "it gets stronger every week" and, as Jarocki told us, "we haven't even scratched the surface" of the game's sales potential. The factory is currently testing "Gorf," which was a big hit at the ATE and IMA shows.

DATELINE NEW ORLEANS, where the 2nd annual Amusement Operators Expo will be getting underway at the Hyatt Regency Hotel. Show dates are March 12-14 and the bill of fare will include an extensive line-up of exhibits featuring the latest in coin-op equipment and services, along with a considerably expanded seminar program focusing on a wide range of business and technical topics. A first this year will be a free "early bird" general session that will convene on the evening before the show's official opening.

OMAA Hosts 'Planning For Tomorrow'

(continued from page 39)

membership, ranging from the small operator to the large operator."

Among guest speakers who addressed various segments of the seminar, held Feb. 25 and 26, on such subjects as "Small Business Concerns In '81," "Local/State/National Legislation," "Setting Up A PAC (Political Action Committee)" and others, were M. Hurst Marshall (Regional Legislative Director-Tobacco Tax Council); Thomas Stadler, CPA (DeLoitte, Haskins & Sells); Ohio State Representative and Delegate Larry V. Ballweg (White House Conference On Small Business); John T. Williams (Assistant Elections Counsel, Ohio Secretary of State) and D. Brent Mulgrew (Associate Executive

Director, Ohio State Medical Assn.)

In addition to a full program of meetings and individual group sessions, there was a dinner-reception. Letters of invitation were sent by OMAA Board members to their respective state senators and representatives appraising them of the seminar program and inviting them to attend the reception.

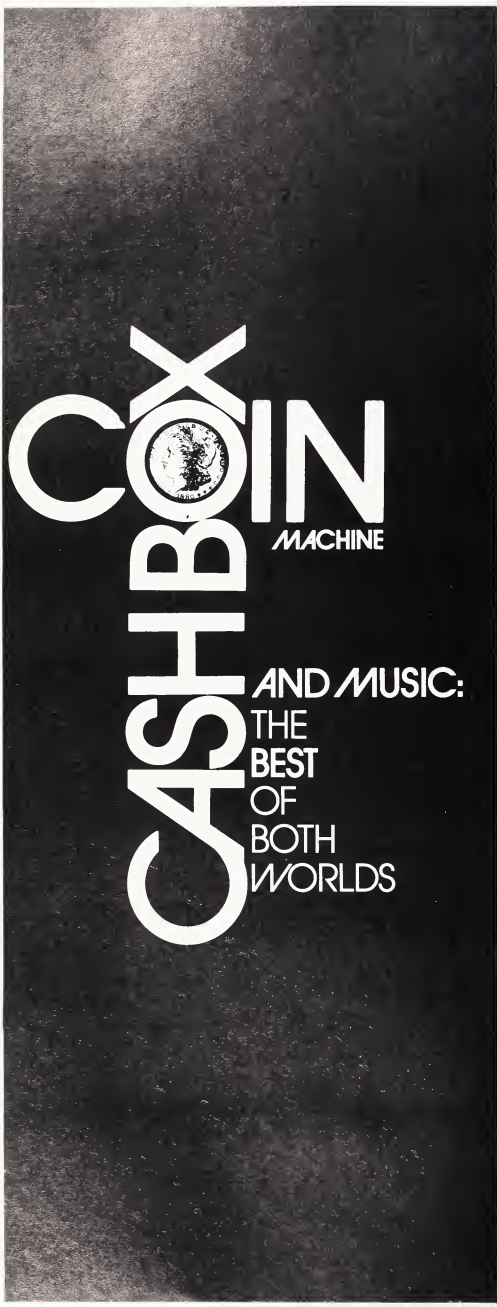
Bally Sponsors Tourney

(continued from page 39)
room in Coram.

Bally donated copies of the Roger Sharpe book "Pinball" for each of the finalists. There were a total of 150 contestants from all over Long Island participating in the competition, which ran from Jan. 19-24.

INDUSTRY CALENDAR

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



CASHBOX

MACHINE

AND MUSIC:
THE
BEST
OF
BOTH
WORLDS

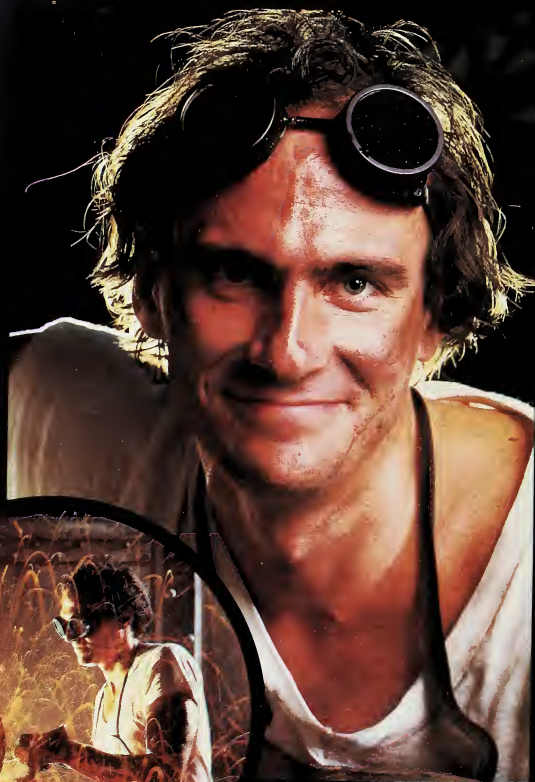
CASH BOX TOP 100 ALBUMS

March 7, 1981

	Weeks On Chart		Weeks On Chart		Weeks On Chart		
1	2 13	HI INFIDELITY REO SPEEDWAGON (Epic FC 36844)	8.98	35	39	IN OUR LIFETIME MARVIN GAYE (Tamil/Motown TR-374M1)	8.98
2	1 14	DOUBLE FANTASY JOHN LENNON and YOKO ONO (Geffen QHS 2001)	8.98	36	33	ANNE MURRAY'S GREATEST HITS 8.98 (Capitol SOO-12110)	8.98
3	3 12	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	37	31	GREATEST HITS/LIVE HEART (K3X 36888)	13.98
4	5 6	PARADISE THEATER STYX (A&M SP-3719)	8.98	38	88	MOVING PICTURES RUSH (Mercury/PolyGram SRM-1.4013)	8.98
5	4 21	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	39	40	GREATEST HITS RONNIE MILSAP (RCA AHL-1-3277)	8.98
6	6 29	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	40	42	TURN BACK TOTO (Columbia FC 36813)	8.98
7	8 14	AUTOAMERICAN BLONDIE (Chrysalis CHE 1290)	8.98	41	38	TRIUMPH THE JACKSONS (Epic FC 36424)	8.98
8	7 22	GUILTY BARBRA STREISAND (Columbia FC 36795)	8.98	42	41	HITS! BOZ SCAGGS (Columbia FC 36841)	8.98
9	9 30	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	43	50	EVANGELINE EMMYLOU HARRIS (Warner Bros. BSK 3508)	7.98
10	11 20	ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98	44	44	LOST IN LOVE AIR SUPPLY (Arista AB 4268)	8.98
11	14 3	CAPTURED JOURNEY (Columbia KC2 37016)	13.98	45	58	COCONUT TELEGRAPH JIMMY BUFFETT (MCA-5169)	8.98
12	12 14	GAUCHO STEELY DAN (MCA-6102)	9.98	46	43	GREATEST HITS THE DOORS (Elektra SE-515)	7.98
13	10 17	HOTTER THAN JULY STEVIE WONDER (Tamil/Motown TR-373M1)	8.98	47	46	GLASS HOUSES BILLY JOEL (Columbia FC 36394)	8.98
14	13 21	CELEBRATE KOOL & THE GANG (De-Lite/PolyGram DE-931)	7.98	48	35	LIVE FLEETWOOD MAC (Warner Bros. 2WB 3500)	13.98
15	15 17	THE TURN OF A FRIENDLY CARD THE ALAN PARSONS PROJECT (Arista AL-9519)	8.98	49	53	STONE JAM SLAVE (Cotillion/Atlantic DC 5224)	7.98
16	17 11	GAP BAND III GAP BAND (Mercury/PolyGram SRM-1.4003)	8.98	50	45	FLASH GORDON ORIGINAL SOUNDTRACK MUSIC BY QUEEN (Elektra SE-518)	8.98
17	18 14	9 TO 5 AND ODD JOBS DOLLY PARTON (RCA AHL-1-3852)	7.98	51	49	BARRY BARRY MANLOW (Arista AL 9537)	8.98
18	16 19	THE RIVER BRUCE SPRINGSTEEN (Columbia PC2 36854)	15.98	52	52	THE WILD THE WILLING AND THE INNOCENT LFO (Chrysalis CHE 1307)	8.98
19	19 13	SUPER TROOPER ABBA (Atlantic SD 16023)	8.98	53	51	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia SD 36752)	15.98
20	25 12	THE TWO OF US YARBOUGH & PEOPLES (Mercury/PolyGram SRM-1-3834)	7.98	54	60	CITY NIGHTS TIERRA (Boardwalk FW 36995)	8.98
21	20 14	FOOLISH BEHAVIOR ROD STEWART (Warner Bros. HS 3485)	8.98	55	75	MAGIC TOM BROWNE (GRP/Arista 5503)	7.98
22	26 34	HORIZON EDDIE RABBITT (Elektra EE-276)	7.98	56	48	SHAVED FISH JOHN LENNON (Capitol SW 3421)	7.98
23	23 14	GHOST RIDERS OUTLAWS (Arista AL 9542)	8.98	57	55	XANADU ORIGINAL SOUNDTRACK (MCA-6100)	9.98
24	22 15	FANTASTIC VOYAGE LAKESIDE (Solar/RCA BXL-1-3720)	7.98	58	69	WILD-EYED SOUTHERN BOYS .38 SPECIAL (A&M SP-4835)	8.98
25	29 8	ARC OF A DIVER STEVE WINWOOD (Island ILPS 9576)	7.98	59	67	THREE FOR LOVE SHALAMAR (Solar/RCA BZL-1-3577)	7.98
26	21 15	EAGLES LIVE THE EAGLES (Asylum BB-705)	15.98	60	63	BORDERLINE RY COODER (Warner Bros. BSK 3448)	7.98
27	30 4	TRUST ELVIS COSTELLO and THE ATTRACTIONS (Columbia JC 37051)	7.98	61	57	LIVE & MORE ROBERTA FLACK and PEARO BYRSON (Atlantic SD 2-7004)	13.98
28	24 58	CHRISTOPHER CROSS 7.98 (Warner Bros. BSK 3383)	7.98	62	62	GREATEST HITS THE GAK RIDGE BOYS (MCA-5150)	8.98
29	32 6	IMAGINATION THE WHISPERS (Solar/RCA BZL-1-3578)	7.98	63	66	THE JEALOUS KIND GELBERT MCLINTOCK (Capitol ST-12115)	7.98
30	36 17	WINELIFT GROVER WASHINGTON, JR. (Elektra EE-305)	7.98	64	47	1967- '370 THE BEATLES (Capitol SKBO 3404)	8.98
31	28 17	MAKING MOVIES DIRE STRAITS (Warner Bros. BSK 3480)	7.98	65	77	HEALING TODD RUNDGREN (Bearsville BMS 3522)	7.98
32	34 6	SANDINISTA! THE CLASH (Epic ESX 37037)	14.98	66	72	WELCOME TO THE WRECKING BALL GRACE SLEICK (RCA AOL-1-3851)	8.98
33	37 6	THE NATURE OF THE BEAST APRIL WINE (Capitol SOO-12125)	8.98	67	54	FACES EARTH, WIND & FIRE (ARC/Columbia KC 2 36795)	8.98
34	27 34	THE GAME QUEEN (Elektra SE-513)	8.98	68	81	CHAIN LIGHTNING DON McLEAN (Millennium/RCA BXL 1-7756)	7.98
				69	59	AGAINST THE WIND BOB SEGER & THE SILVER BULLET BAND (Capitol SOO-7081)	8.98
				70	73	I BELIEVE IN YOU DON WILLIAMS (MCA-5135)	8.98
				71	78	ROWDY HANK WILLIAMS, JR. (Elektra/Curb BE-330)	7.98
				72	61	72 TP TEDDY PENDERGRASS (Phila. Int'l/CBS FV 36745)	8.98
				73	68	URBAN COWBOY ORIGINAL SOUNDTRACK (Asylum DP-900002)	15.98
				74	95	ALL AMERICAN GIRLS SISTER SLEDGE (Cotillion/Atlantic SD 16027)	7.98
				75	64	RADIOLAND NICOLETTE LARSON (Warner Bros. BSK 3502)	7.98
				76	56	1962-1966 THE BEATLES (Capitol SKBO 3404)	8.98
				77	83	BACK ON THE STREETS DONNIE IRIS (Carousal/MCA-3272)	7.98
				78	106	LOVERBOY (Columbia JC 36762)	8.98
				79	70	TOUCH CON FUNK SHUNJ (Mercury/PolyGram-4002)	7.98
				80	84	MICKEY MOUSE DISCO (Disanland 2504)	4.98
				81	76	ARETHA FRANKLIN (Arista AL 9538)	8.98
				82	92	VOICES IN THE RAIN JOE SAMPLE (MCA-5172)	8.98
				83	86	SKYYPORT SKYY (Salsoul/RCA SA5537)	7.98
				84	128	DIFFICULT TO CURE RAINBOW (Polydor/PolyGram PD-1-6318)	8.98
				85	89	KANO (Emergency EMLP 7505)	7.98
				86	65	JERMAINE JERMAINE JACKSON (Motown MB-1499F)	8.98
				87	93	SOUND AFFECTS THE JAM (Polydor/PolyGram PD-1-6315)	7.98
				88	98	GUITAR MAN ELVIS PRESLEY (RCA AAL-1-3917)	8.98
				89	90	BLACK SEA XTC (Virgin/RSO VA 13147)	7.98
				90	74	ONE STEP CLOSER THE DOOBIE BROTHERS (Warner Bros. HS 3452)	8.98
				91	—	TO LOVE AGAIN DIANA ROSS (Motown M8-951M1)	8.98
				92	96	CHANCE MANFRED MANN'S EARTH BAND (Warner Bros. BSK 3498)	8.98
				93	101	THE FOOL CIRCLE NAZARETH (A&M SP-4844)	8.98
				94	71	STAND IN THE FIRE WARREN ZEVON (Asylum SE-519)	8.98
				95	79	GREATEST HITS VOLUME TWO LINDA RONSTADT (Asylum SE-516)	8.98
				96	110	ALL AROUND THE TOWN LIVE BOB JAMES (Tappan Zee/Columbia C2X 36786)	13.98
				97	82	DIANA DIANA ROSS (Motown M8-936)	8.98
				98	91	AS ONE THE BAR-KAYS (Mercury/PolyGram SRM-1-3844)	7.98
				99	80	FREEDOM OF CHOICE DEVO (Warner Bros. BSK 3435)	7.98
				100		CREEDENCE CLEARWATER REVIVAL: THE CONCERT CREEDENCE CLEARWATER REVIVAL (Fantasy MPF-4501)	5.98

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