THE KNACK IS BACK
and they’re beautiful

THE NEW ALBUM
Produced by Commander Chapman

...but the little girls understand
EDITORIAL

Better Days Ahead

Just over one month into the '80s, it is encouraging to see the industry once again pursuing a policy of aggressively making the music happen ... tempered by the lessons of the '70s, particularly 1979.

With most of the returns programs formulated last year now in effect, as well as more prudent business practices, it appears as though the industry is well on the way to complete recovery from the economic ills of 1979.

Most encouraging, though, is the performance of the plethora of new artists who debuted or first broke through during last year’s slump. If a silver lining can be found in the problems of 1979, it must be the numerous new acts that are now ready to release second or third albums. There is now an abundance of new talent in the wings, and this can only be healthy for the industry in the long run.

Ranging from new wave to ska to the rise of adult contemporary and country, music is showing a variety and vitality that brings back memories of better days. In a short while, the industry won’t have to rely on a few “superstar” acts to support whole companies. There is quality up and down the rosters of every company, and this can only mean prosperity, both for the short and long runs.

1979 taught the industry some valuable lessons. Having learned these lessons well, the industry can now look forward to a bright future.

NEWS HIGHLIGHTS

- Polygram discovery of counterfeit returns was spurred by federal subpoena (page 7).
- Asher appoints three new vice presidents for CBS Records Group (page 7).
- MCA, Big State reach tentative accord on ABC returns suit (page 7).
- Korvettes closes 14 stores, considers separate record units (page 7).
- Indictments handed down in counterfeit tape case (page 48).
- “Off The Wall” by Michael Jackson and the Eagles’ “I Can’t Tell You Why” are the top Cash Box Singles Picks (page 18).
- “Autograph” by John Denver and Andy Gibb’s “After Dark” are the top Cash Box Album Picks (page 15).
HOT ON THE SINGLES CHARTS!
HOT ON THE SALES CHARTS!

With total sales well over 2,000,000 units, four Motown singles are bullets to the top of the charts!

"CRUISIN'" M-14006
SMOKEY ROBINSON
Top 5 and still going strong, Smokey's heading for #1!

"I CAN'T HELP MYSELF"
BONNIE POINTIER M-1476F
Bullet after bullet is shooting "I Can't Help Myself" up the charts everywhere!

"WONDERLAND" M-14131
COMMODORES
The 3rd single from the multi-platinum "Motown Magic" album which includes the #1 hit "Still"

"WITH YOU I'M BORN AGAIN"
BILLY PRESTON & SYREETA M-1477F
England's hottest single is now warming up the U.S. charts with major bullets across the board! (Written by Carol Connors and David Shire)
ON MARCH 15, 1980
CASH BOX WILL SPOTLIGHT

The Second British Invasion

It happened in the '60s with the Beatles, The Stones, The Who.
Now it's happening again—The Second British Invasion.
Reserve your space in the up-coming Cash Box feature: The new rock from the U.K.

FOR RESERVATIONS CONTACT:

LOS ANGELES
Nick Albarano
6363 Sunset Blvd
Hollywood, CA 90028
(213) 484-6841

NEW YORK
Jeff Carmicle
1278 Broadway
New York, N.Y. 10019
(212) 264-2640

CHICAGO
Camille Compasio
1440 S. 61st Ave.
Cicero, IL 60650
(312) 863-7440

NASHVILLE
Jim Sharp
21 Music Circle East
Nashville, TN 37203
(615) 244-2898

ENGAGEMENT: Nick Underwood, 25 Denmark Street, London WC 2, England • 01-836-1362
Polygram Was Subpoenaed About Counterfeit Returns

by Ken Terry

NEW YORK — Polygram Distribution's discovery of counterfeit records among returns from Pickwick International and Sam Goody was motivated by a subpoena from the U.S. Justice Department, Cash Box has learned. Additionally, the Justice Department recently served a subpoena to CBS Records in connection with the company's pressing of Polygram product.

However, CBS, which is the only U.S. record company whose manufacturing division pressers for Polygram, did not receive a separate subpoena requiring it to investigate returns of its own product for the possible inclusion of counterfeiters. No other record companies have reported receiving subpoenas, although WEA Corp. declined to comment on the matter.

According to Arnold Rich, vice president of law and chief counsel for Polygram Corp., Polygram Distribution Inc. (PDI) was subpoenaed three weeks ago to produce counterfeit product which the Justice Department believed to be in the company's possession. "In response to the subpoena," said Rich, "we investigated product returned to the return centers, and we were able to find that large quantities of product returned to us from Pickwick and Sam Goody were counterfeit."

Although Sam Goody is part of Pickwick, Rich pointed out that the counterfeit product (valued at $400,000, according to a Wall Street Journal) was left with Pickwick and has been returned separately by Goody and the specialty retailing division of Pickwick, which includes the Discount and Musicland chains.

Asked whether or not PDI had found counterfeiters returned by any retailers other than Goody or the other Pickwick chains, Rich replied, "I don't want to comment on that at this time, because we are still investigating the situation."

Rich said that he didn't know if PDI had established any regular procedure for checking returns for duplication before it was served with the subpoena. John Frisoli, president of PDI, was unavailable for comment.

Rich said that Polygram is cooperating.

MCA, Big State Reach Tentative Accord On Suit

by Michael Martinez

LOS ANGELES — The U.S. District Court in Dallas, Tex. has dismissed the case involving MCA Distributing Corp. and Big State Distributing Corp., indicating that the parties have reached a tentative settlement.

The suit, filed by Big State early last year, contended that MCA was responsible for the returns of Korvettes, a discount store chain that purchased ABC Records in February 1979. MCA maintained that distributors were responsible for the returns.

Jaye M. Vogelson, attorney for Big State, declined comment on details of the settlement reached with MCA, leaving a question as to which company will be responsible for the ABC returns.

Big State president Bud Daily declined to comment on the case.

MCA attorneys also declined to comment on the case.

Vogelson said that more details would be revealed later this week and added that if the settlement was not prepared and executed within 30 days, either party could reopen the case.

The dismissal came on the heels of a motion by Big State to block submission of documents by CBS Records in behalf of MCA which might have strengthened the label's contention that industry practice and trade customs did not require MCA to absorb the newly acquired ABC Records' returns.

MCA had subpoenaed CBS through a New York federal court to force the company to respond.

Korvettes Closes 14 Stores, Mulls Separate Record Units

by Leo Sacks

NEW YORK — Korvettes, the New York area's third largest retailer, last week closed 14 of its 50 stores, including two on Long Island, one outside of Albany, N.Y., and the rest in four Eastern states. A company spokesman said that although the affected stores (all of which had record departments) represented about $100 million in annual sales, they were part of the chain's most unprofitable outlets. The units lost a total of about $8 million last year. He said that 3,500 employees are affected by the closings.

David Rothfeld, vice president and divisional merchandising manager for Korvettes, said that the Agawam-Woburn Group, the French conglomerate that bought Korvettes last year for about $51 million, was exploring the possible opening of 3,000-square-foot, free-standing Korvettes record stores in most of the affected markets. He said that negotiations for new record units were currently underway, but declined to identify the markets. Leases would be sought, "in close proximity to our former locations, since we had already established a reputation in that area," he said.

In addition to the Westbury and Lawrence stores on Long Island, the closed units include four in Maryland; four in Pennsylvania, including three in suburban Philadelphia, and two in New Jersey (in Trenton and Audubon); one in Colonie, N.Y.; and one in Hampton, Va. The stores shuttered in Maryland were located in Bel Air, Glen Burnie, Towson and Catonsville. In Pennsylvania, Korvettes stores in Cheltenham, King of Prussia, Springfield, and Narberth were noted.

A company spokesman said that the chain will continue to operate five stores in the Detroit area; four in the Washington, D.C., area; and a unit in Northeast Philadelphia.

Additional Product

Rothfeld noted that, even if Korvettes opens some free-standing record stores, "total volume would be difficult to regain without the implementation of additional product, including videotapes and videodiscs," which are currently sold in the hardware area of Korvettes. He added that "with a number of super acts releasing product at this time, our sales are likely to increase from last year's, and that should...

(continued on page 17)
Los Angeles — Nicky Chinn, co-principal with partner Mike Chapman of Chinnchart Inc. and the newly-announced Dreamland Records label, confirmed reports last week that he is currently in talks and negotiations with RSO Records for a unique label deal.

Under the terms of the proposed deal, Dreamland would become a full-time record label under RSO, rather than "simply a custom label, as such," according to Chinn. Chinn added that, should the deal be completed, Dreamland would not operate autonomously of RSO but would "welcome the opinions of the label regarding such matters as A&R, although it would be forceful and aggressive with our own opinions."

Deal Not Firm

Chinn described the proposed deal between Dreamland and RSO as "a very strong deal for both parties" but declined to say how much financial backing the label would receive. He stressed that although he is "not actively negotiating with other labels" at present for Dreamland, "nothing is official with RSO. It is definitely not firm."

Dreamland Records has grown out of the successful ten-year partnership between Chinn and Chapman, who first came together in 1970 as a popular British songwriting team, penning a number of international hits for U.K. group Sweet, Suzi Quatro and others. The two established Chinnchart Inc., which has handled a wide range of services for recording artists, including songwriting, management and production. During 1979, Mike Chapman produced top-selling albums for such acts as The Knack, Tanya Tucker, Suzi Quatro, Blondie and others.

Dreamland has already signed L.A.-based New Wave rock singer Shandi Cinnamon, New York rock groups Spider and Nervus Rex, singer Lona Lutf and singer/actress Holley Fenfield. Additionally, Dreamland is in the midst of "strong negotiations" for Michael Des Barres, an ex-member of the rock group Detective who recently formed his own band.

(continued on page 4)

Dreamland Records' Chinn label

New York — Larry Solters has been named vice president of Front Line Management. Solters will continue to oversee the daily operations of the company in his role as executive assistant to Irving Azoff, president of Front Line.

Solters has been associated with the firm since 1977, and has worked on numerous promotion campaigns with the firm's clients, including Steely Dan, The Eagles, Warron Zevon, Michael McDonald, Jimmy Buffett, Dan Fogelberg, and J.D. Souther. Previously, he was an account executive for Solters & Roskin Public Relations.

"Larry's extended duties at Front Line will be an important factor to our continued expansion in management, movies, and concert promotion," commented Azoff in making the announcement. Solters will be based at Front Line's offices in Los Angeles.

(continued on page 48)

Larry Solters

Solters Appointed VP, Front Line Management Co.

Los Angeles — Don Ellis, Motown Records' executive vice president, creative, is leaving the label. Ellis cited a "disagreement" over the creative direction of Motown as the reason for his departure.

The move signals a major restructuring of Motown's creative division, according to Michael Roshkind, vice chairman and chief operating officer.

"We probably will be revamping the whole operation shorty," said Roshkind, "but at this moment we're not sure just what that will entail." He added that there are no plans to replace Ellis.

Ellis, along with Mike Lushka, executive vice president, marketing, was one of the senior officers of the record company. He joined Motown last July after a 16-year affiliation with CBS Records, during which time he held the position of vice president of A&R for Columbia.

(continued on page 49)

Many Retailers And Rack Jobbers Oppose Abolition Of Suggested List Pricing In U.S.

by Leo Sacks

New York — The abolition of suggested list pricing for records and tapes in this country is a concept which has gained some support in certain industry circles here. However, the implementation of this approach would encounter resistance from a cross-section of retailers and rack jobbers, according to a Cash Box survey.

Recently, Polygram Canada abolished list pricing by bringing base price parity to records normally priced at lower list prices. Although the record is varied musically, the love relationship, both negative and positive, is the underlying theme. Although the record is varied musically, the love relationship, both negative and positive, is the underlying theme.

The result of that image change is the provocative new "Make Your Move" LP that shows a different side of the U.K. Although the record is varied musically, the love relationship, both negative and positive, is the underlying theme.

The result of that image change is the provocative new "Make Your Move" LP that shows a different side of the U.K. Although the record is varied musically, the love relationship, both negative and positive, is the underlying theme.

For example, Rothfeld said, "We would definitely prefer certain retailers from changing midline LPs by such artists as Streisand, Dylan, and Joel for $6.99, along with the artists' other LPs that list for $8.99. This would totally defeat the manufacturer's attempt to stimulate the catalog, simply because a dealer felt he could make a greater profit on an item that did not have a list.

"Generally speaking, the consumer does not understand the relevance of list price, and this could continue. I want to sell goods at the fairest possible price I can, which is why the industry needs list pricing as a point of reference so that the consumer is able to make a comparative judgement, as well as to protect him so that he knows he is not paying more than the suggested list."

(continued on page 28)

EMI America Signs Scooters — Los Angeles-based group the Scooters recently signed with EMI America/United Artists Records, and is scheduled to release its debut album next March. The group has a strong following in the local music scene.

Pictured in the front row are: (l-r): Mark (Lozimo), EMI/UA vice president of business affairs; Jim Mazzu, EMI/UA president; Don Greistern, EMI/UA vice president of A&R; Gary Gerah, EMI/UA west coast manager of A&R; and Eva Ringo, manager of the Scooters.
"WINNERS."
It's a strong collection of discofied funk with a winning dose of rock, pop and ballad stylings. You just can't lose with "Winners." SD 19262
The sensational new album from Kleeer.

ON ATLANTIC RECORDS AND TAPES
Produced by Dennis King and Kleeer
Polydor recording artists 999 have perfected a style that is recognized as the biggest prize in sport, which features the single "Hollywood." Like the group's two earlier LPs on other labels, the new album is filled with imaginative rock and roll, and this is distinguished by an appealingly melodious pop sensibility.

"Of the three kids we don't like to do is make depressing music," says Rich Cash, the group's vocalist/guitarist and principal songwriter with guitarist Guy Days. "Our music is rhythmically strong enough to make you want to dance, and lyrically strong enough to relate to issues of substance. Together, they give off a pretty good feeling, don't you think?"

Speaking last week from a boarding house in Sheffield, England, where the group is in the midst of a 20-date tour to promote the LP, Cash said that the band was formed in 1976, when he and Days joined bassist Jon Watson and drummer Pablo Labritain. "We enlisted Jon after one audition," he notes, "but it took us three months and two auditions literally. He stopped by to audition several days before Christmas that year, so he was quite a present!"

"When we first started out, we were very, very rough," he continues. "We just threw it all together. Our first gig was at the National Sportsman's Club in Sheffield, and the results weren't too promising. Then we relocated from the suburbs into London in April of 1977, and found our rhythm section literally. He had stopped by to audition several days before Christmas that same year, so he was quite a present!"

Instead, the group decided to record their own independently-financed single, "I'm a Man," for Polydor's "Experimenting" for Granabritain Records. When the tune rose to the top of the English single charts, Cash says, "It really increased our bargaining position with the record company. We told them that we knew how we wanted to record the LP, and encouraged them to give us their best to do it in 999." Subsequently signed with United Artists and released a self-titled LP that was co-produced by Andy Arbury.

As their following grew in England, the band issued a second LP last year called "Separates." A single, "Homicide," was released in the U.K. and sold approximately 50,000 copies without the benefit of active radio play, according to Cash. The album was then retitled "High Energy Plan" and released in America by PVC Records, which supported the band on two short tours of the U.S. in February and May of last year.

"The success of the tours really surprised us," Cash states. "We had read in the English press that Americans couldn't relate to our group, but on reaction we received, I can't subscribe to that theory. For instance, why can I get a great feeling from watching a video of a group? We were really pleased to find that the kids who came to our shows got into the music as much as we did."
Smokey Robinson
"Cruisin"

From the Album "Where There's Smoke... There's Fire"
On Motown Records

© 1969 Motown Record Corporation
20th Century-Fox Earnings Drop, Music Up '79

LOS ANGELES — Following a significant upsurge in the fourth quarter, 20th Century Fox's total revenues for the fiscal year ending Dec. 29, 1978 increased 7% over the previous year to $789,400,000. However, net earnings for the same period dropped 1% to $57,303,000, or $0.92 per share.

Fourth quarter revenues of $186,166,000, 13% from the fourth quarter of 1978, yielded an increase of 54% in net earnings to $10,768,000, or $1.28 per share. In isolation, the television division had improved results due to the significant contribution from the syndication of M*A*S*H and prime time primetime. As a result, earnings remained up over the previous year.

Earnings from the theatrical exhibition of feature films were down from 1978, due mainly to the lack of product as successful as Star Wars. However, the television division had improved results due to the significant contribution from the syndication of M*A*S*H and prime time primetime. As a result, earnings remained up over the previous year.

Filmways Notes

LOS ANGELES — Filmways, Inc. has announced net income of $7.16 million for the first three quarters of the 1979-80 fiscal year, up 10% from $6,532 million last year. Total revenues for the same period were $190,1 million, up 64% from 1978-79.

However, Filmways' earnings per share declined from $1.40 the previous year to $1.25, a total of 11%, because of a larger number of common shares outstanding, according to Filmways. The outstanding shares were attributed principally to shares issued in conjunction with acquisition of Atlantic Records (predecessor to RCA).

While third quarter fiscal 1980 revenues jumped 82% from $41.7 million to $74.9 million, the company's earnings per share was down 34% from $2.28 million last year.

The decline of third quarter net income, according to Richard L. Bloch, chairman and president, was primarily due to continued losses in the company's publishing operations and higher interest rates.

Bloch said that these factors offset improved income from its entertainment activities.

Filmways, a diversified company, deals in insurance, publishing, television and motion picture production and the operation of recording studios.

Audio Fidelity Names

Four Vice Presidents

NEW YORK — Audio Fidelity Enterprises has undergone a number of organizational changes coinciding with the retirement of its former president, Harold Drapkin.

Herman Gimbil, chairman of the board of Audio Fidelity, has temporarily receded the position of president and has made four vice presidential appointments.

Cari Shaw, who was named executive vice president, has been associated in various capacities with Audio Fidelity since its inception. Others named were Marvin Mann as vice president of finance; Philip Goldschmiedt as vice president of production; and Sonny Krshan as vice president of sales and marketing.

Audio Fidelity has also formed two distribution arrangements. The company will distribute Norman Schwartz's Gryphon and Skyelabels. The label will shortly issue new albums by Mel Torme, Phil Woods and Bob Brookmeyer, Don Setesky and others.

Audio Fidelity will also distribute Andy Warhol's Factory label, a CRC label which will release an album and single by Jimmy Rave.

Audio Fidelity will also release albums by Lennie Smith, Joe Thomas, and a compilation album on its jazz label, Chiaroscuro, and will release an album and 12" single by Mary Mundy on Audio Fidelity Records proper.

John Parker Promotion

And Marketing Expands

LOS ANGELES — John Parker Promotion and Marketing, an independent promotion and marketing firm, recently announced the addition of Nancy Sparks as director of promotion, southern secondary, to handle and coordinate promotion and marketing of all secondary in the seven southern states served by the firm. Sparks comes to the firm from CBS.

Purvis Named VP,

Sales, For ABC Video

LOS ANGELES — Archie C. Purvis has been appointed vice president of sales for ABC Video Enterprises. In his new position, Purvis will oversee the sales and marketing of both new and existing product for the developing communications technologies.

Ferrante

Named At Atlantic

Vito Ferrante has been named to director of business affairs at Atlantic Records. Ferrante, a lawyer, is a graduate of New York University Law School. While still in law school, he began working for Arista Records, where he remained for three years, most recently serving as contracts manager.

RCA A Names Keyhold

The reorganization of RCA's consumer-oriented audio and stereo services, has been announced by RCA Records. When the Beatles formed Apple Records, he joined their staff as director of promotion and publishing. He joined the Rocket Record Company in 1975 and became executive vice president. From Rocket, he came to RCA Records.

Rustic Appointed at Columbia

Pat Rustic has been appointed to director, sales/art directed development for the Columbia label. In 1977 he joined CBS as Columbia local promotion manager in the northeast region.

Demers Appointed at E/P-A

Dave Demers has been appointed to director, sales/art directed for Warner Bros. Records. Demers has been with the seven-year-old company as director of West Coast local promotion. His prior experience includes a two-year stint as local promotion manager in the Hartford branch for both Columbia and Epic Labels.

Lubin To Pro gram/ Mercur y

Phonogram, Inc./Mercury Records has announced the appointment of Peter Lubin director of A&R, east coast, for the firm. Prior to joining Phonogram, he was in the publicity department of Columbia Records for the past year. He will be joined in the executive branch of the company by Dave Bloomberg, the Florida Power & Light Company as an operational auditor and operations analyst.

Koester Appointed

Singer/Songwriter Gary S. Koester has been appointed director of sales for Warner Bros. Satellite Entertainment Corporation. Since 1971, he has spent most of his career with CBS Radio Spot Sales in New York, Chicago and Boston.

Changes At WEA

The following appointments have been announced by Warner/Elektra/Atlantic: Skee Wees, currently national director of advertising and promotion, was promoted to director of new markets. Skee Wees, currently national advertising manager, has been appointed national director of advertising. Barbara Burns, currently national advertising coordinator, has been appointed national advertising manager. Wees was joined WEA in August 1971. Before joining WEA, he was an advertising manager for the Florida Power & Light Company.

Kennedy Joins The Sunshine Group

Tom Kennedy takes the post of promotion director for The Sunshine Group, the Philadelphia-based record production company presently affiliated with Gasabancio Record & FilmWorks. He has held local, regional, and national promotion positions over the past 15 years, in addition to running his own advertising agency.

Olivieri Appointed At WEA

Michael Olivieri, who for the past two years has been in personnel management and appointment of personnel of the Warner/Elektra/Atlantic Corp., has been promoted to sales representative. Olivieri has worked in the record industry for the past 12 years, including a stint with SYE and at RCA Records. Prior to joining WEA, he had record retail experience with Intergroes in Cherry Hill, N.J.

Changes At WEA

Cathy Imman, inventory clerk and secretary in the Miami office of the Warner/Elektra/Atlantic Corp., has been promoted to sales representative. Frances Birmingham, a field merchandiser in the Miami market, will replace Imman.

Workman To WCI

Susan Workman has been appointed associate director of industrial and labor relations at Warner Communications Inc. Before joining WCI, she was assistant executive director & resident counsel of the Writer's Guild of America East. She was previously a staff attorney of the New York State Labor Relations Board.

Bauer Named — KSR Recording Studios has announced the appointment of Shelly Bauer as executive director. Most recently a producer of Shelly Bauer Public Relations and New Day Entertainment, Inc.

Spalding Named

Kenny Spalding has been appointed account executive at Scotch and Soda Records in New York. Prior to joining Scott/Sunstorm, he was general manager for Red Foxx Productions where he headed up the motion picture, television, record and real estate divisions.

Jensen Promoted — ICM has announced that Steve Jensen is moving from Los Angeles to New York to head the New York concert department. He has been in the Los Angeles ICM concert department for five years.

EXECUTIVES ON THE MOVE
"SPECIAL LADY" IS MAKING OUTRAGEOUS MOVES

Ray, Goodman & Brown have a triple-bulleted, across-the-board hit on the way to becoming a smash with "Special Lady." Their first single is already at the top of the R&B charts and now it has crossed over and is racing up the pop charts at a feverish pace.

Top 40 stations all across the country are jumping on "Special Lady" with fantastic response. And the reactions from retailers and consumers is phenomenal. "Special Lady's" moves tell the story. It's hot, hot, hot. And there is more to come from Ray, Goodman & Brown's album. "Special Lady," making all the right moves. From "Ray, Goodman & Brown" on Polydor Records & Tapes.
Asher Discusses Wide Range Of Topics At B’Nai B’rith Meeting

by Aaron Fuchs

NEW YORK — During a program titled “An Evening With Dick Asher,” the deputy president of CBS Records Group, urged members of the public to promote Arts

MCA Replies To

Alexenburg Suit, Files Own Claim

LOS ANGELES — MCA, Inc. has filed a

reply and a counterclaim in a New York federal court to a suit filed by former Infinity

Records president Ron Alexenburg asking dismissal of a declaratory judgment action

resulting from management of the label

which was formerly affiliated with the corpo-

crate.

Responding to the $2 million damage

suit by Alexenburg, which was filed Nov.

28, MCA said that it became apparent that

Infinity had mismanaged the label

when it was unable to repay more than $15

million in advances from the parent company.

Infinity was created by MCA in April,


The Alexenburg suit claimed multiple

breaches of contract, resulting in losses by

MCA to assign Infinity artists to the MCA

Records label and to terminate much of

Infinity’s non-contract staff.

The MCA/Alexenburg agreement, of-

fered as an exhibit in the original suit, called

for advancement of $15 million to Alexen-

burg’s management firm (R&I Productions

Ltd.) during the management period, which

was from June 1, 1978 to Dec. 31, 1984.

The MCA reply also said that additional

attempts by the company to “expel alter-

natively designated corporate officers and

preserve assets of Infinity.”

The MCA reply also said that additional

attempts by the company to prevent the demise of Infinity met with further resistance

from Alexenburg, who, MCA said, offered no viable suggestions of his own.

NARM Surveys Status

Of Computerization

NEW YORK — In an effort to determine the current extent of computerization in

the retail and wholesale segment of the record

industry, NARM has sent a questionnaire to its

members requesting pertinent

information.

Information gathered by the question-

naire will be compiled by Michael Sin-

dler, president of ADVCOM, and the

NARM staff, will be used in planning future

NARM educational workshops on

computerization. The questionnaire is

intended to provide specific, quantitative

information to bolster NARM’s campaign to

have all product bar coded by the

manufacturers.

The 1980 NARM convention will hold a

seminar on computerization in the 1980s on

March 25 at the MGM Grand Hotel in Las

Vegas.

Asher Intends Wide Range And... It ...immortality may be permitted. Cash Box’s “Dawn of the Decade Bash” was by all accounts the most well received and widely attended party the music business has seen this season. Held Feb. 5 at the Upper East Side club Manhattan, the party was attended by such recording stars as Al Jolson, Mansfield, Dick Kline, Larry Palmauci, Paul Smith, Mike Martinovich, Henry Allen, Nat Weiss, Stuari Siegal, Jerry Jaffe, Mike Leon, Stan Hoffman, Bob Altschuler, Tunc

Erim, Randy Roberts, Fred Fatio, Keith Jackson, and Sammy Vargas. Among the celebrity guests were the Spinners, Four Tops, Evelyn “Champagne” King, Bernard Edwards and Nile Rodgers of Chic, Wardell Piper, Carol Douglas and Beverly Johnson. One of the ever-

thing, was the opportunity to talk to Morris and Don Covay, two of rock history’s greatest songwriter, meet and discuss the possibility of collaborating... I also got the chance to tell Jerry Love and Mike Zager that they were the Spinners’ “Working My Way Back To You,” and John Edwards who was so kind as to present me with a copy of the album and told me that he was glad I was able to see this fine singer so sympathetically produced. Special thanks must also be given to club owners Victor and Jay Alfassa and to publicists John Carmene and David Grindon who were most gracious, most hospitable and most gratifying, after more than a decade of being accommodated by record company publicists, was getting to be a real host and accommodating them in return.

HAPPY TOGETHER — Todd Rundgren

and other members of his band

retro will be among the guests

at the annual Hollywood Chocolate

Ball this month. The Ball will

be held on Friday, April 5 at

the Century Plaza Hotel. Tickets

are $50 per person with non-

profit organizations receiving

50% of proceeds. For further

information, call 424-488-2325.

(continued on page 2b)

KLEIN HOSTS NUGENT — Epic recording

artist Ted Nugent will be a guest on the Radio Renaissance in this month from the taping (r-l) are: Nugent and Klein.

set to produce Shaun Cassidy... Barry Gibb and Barry Gibb are scheduled for the World Trade Center in New York on March 27 to

promote their new album, “Love

You.”

NM A To Present

Its First Song Awards

NEW YORK — The National Music

Publishers’ Assn., (NM A) will present its

first annual Song Awards for publishers and writers on March 19 at the Roosevelt

Hotel. The voting will cover nine categories, plus

an award for the song of the year.

The finalists in the Broadway stage category are: “Don’t Blame Me,” written by


In the country category the finalists are: Bob McDill’s “Amanda,” published by Gold Dust; Randy Goodman’s “Broken Hearted Man,” published by Chappell/Smilacker; Don Schlitz’s “The Gambler,” published by Writer’s Night; Rory Bourke’s “I Know A Heartache When I See One,” and “Stoles The Moonlight,” both published by Chappell/Tri-Chappell.


Finalists in the easy listening category are: Carol Sager and Peter Allen’s “Don’t Cry For Me,” published by Robbins, and Dine WOolnough, Jeneva, Unichappel, and Bogonia; “I’ll Never Love This Way Again” by R. Kerr and W. Jennings; Frank Mills’

(continued on page 2b)

WELCH HONORED BY RIAA — Neil

Welch, the assistant director in charge of the FBI’s New York Division, was presented

with an honorary gold record last week for his role in a series of drug operations

investigations. The presentation was made by Jules Y allen (right), the RIAA’s special

assistant director.
Denver dedicates most of the material on "Autograph" to the mountains and Alaska. The mellow troubadour, who put Colorado on the map as far as the music is concerned, has turned his folkie style into a more streamlined country/MOR style in recent years, and this LP is reflective of that trend. There are lots of joyful up-tempo tunes on this album but the finest tunes are the ones of reverence like "Whalebones And Crossses" and the title cut.

Max Demian put out its debut album to a lot of critical acclaim and spotty sales, but this new LP should remedy that problem. The band plays clean, Invictus-t commemorate "The Call of the Wild," but the words are filled with inventive hooks and witty lyrics. Although the album is rooted in the mainstream, the music is offset by an aural, Carish sound on songs like "Call Of The Wild" and "Trip Away." This LP is a winner for MOR and the best songs are "Born Senile" and "Bundle A' Nerves."

SHOOTING STAR — Virgin VA 13133 — Producer: Gus Dudgeon — List: 7.98
While Virgin Records' past has been identified with the rock avant garde (Mike Oldfield and Tangerine Dream) and its present is characterized by the new wave (XTC and Fingerprintz), the label has never been known for producing a classic mainstream rock act. But that stigma ends with debut LP from Shooting Star. This tightly controlled rock unit has an affinity for great 4/4 hooks, as well as full-bodied AOR programmers should really sink their teeth into this one.

The L.A. Boppers are as slick as they come as far as R&B bands are concerned. The bands bouncy, bop doo wop vocal sound is velvety smooth and should catch on high on the R&B charts. Whether your black contemporary taste runs from street corner symphony to funk to straight ahead R&B this classy L.A. aggregation has all the chops. The bopest tracks are "Is This The Best," and "Life Is What You Make It."

FLEX — Lone Vocich — SHF/Epic NJE 36308 — Producers: various — List: 7.98 — Bar Coded
This eccentric new wave queen with the bulging eyeballs and pigtails first gained international acclaim in 1978 on Shf's World Tour, which also gave us Rachel Sweet. Last year's "Stateless" album was regarded by many to be one of the finest debut's in 1976, and her neurotic, affected vocals are at their peak once again on "Flex." This time around, Les Chappell (rock's answer to Mr. Clean) and the boys treat Vocich's spookily compositions with all the reverence of a synthesized session.

Rogers has put out a rollicking good debut album with "Hearts Under Fire." He possesses a style that is somewhat reminiscent of Kenny Loggins in its versatility and approach to a lot of albums on the including dramatic folk, streamlined rock, punky R&B, and silky adult contemporary. Both AOR and CRC programmers should like this finely crafted LP. Special guests like Burton Cummings and Van Ronk help out on this record, which is highlighted by "China," "Old Mexico" and "I Got The Fever."

DARTS — Polydor PD-1-6250 — Producers: various — List: 7.98
The Darts sell quite well in Europe and there is no reason why this group of '60s revivalists can't capitalize on the current DOR craze in the States. The fine vocal group puts a contemporary sheen on old chestnuts like "Cool Jerk," "It's Raining," and "Duke Of Earl," and gives the tunes its own special identity in the process. For those who long to take a stroll down memory lane but not too far, the Darts are the perfect prescription.

This is the second LP from this fine Bay Area artist, and he has improved a hundredfold since last year's debut. Barrish is a Mabian find and has written some songs for the Starchips, but he really puts on his rock 'n roll boots with "Mercury Shoes." His good time rock sound is FM infectious and commercial at the same time, so both AOR and adventurere 40 programmers should pick up songs on the title cut, "Too Hip To Be Happy" and "Street Music."

WILLIAM OZ — Capitol ST-1205 — Producer: Stewart Levine — List: 7.98 — Bar Coded
This brilliantly produced act has the stability and intensity of such Top 40 melodic metal bands as Boston and Foreigner. Oz has a strong rock voice, and his band fuels his material with the power chord fury that we have come to expect from the best urban rock bands. Oz and company do a brilliant heavy metal version of Holland -Dozer's Holland's "Stop It In The Name Of Love," but Oz's own compositions are also noteworthy. For AOR.

Although this darling of the AM airwaves has a softer vocal style than Andy's LP, "Honeymoon," this LP is reflective of that trend. With lots of lovely up-tempo tunes on this album but the finest tunes are the ones of reverence like "What's That Dancing In My Heart," and the title cut.

THE AGE OF PLASTIC — The Buggles — Island ILPS 9585 — Producer: Mike Batt — List: 7.98
The Buggles, Trevor Horn and Geoff Oakes, are purveyors of the new techno-pop sound. The duo employs intricate production techniques with their guitar playing and really possesses a keen pop sensibility. While sketches might condemn the Buggles as Alan Parsons with a back beat, the group has a yen for commercial song hooks and the LP proves to be a music fan's delight.

VICTIMS OF FURY — Robin Trower — Chrysalis CHR 1215 — Producers: Emerick and Trower — List: 7.98 — Bar Coded
Trower has always been considered one of the most distinctive of guitarists in rock, and his thunder and lightning axe technique makes "Victims Of Fury" his most superbly realized work since the groundbreaking "Bridge Of Sighs." Bill Loredan's kinetic drumming and the haunting vocals of James Dewar are an integral part of the sound, but it is Trower's forefront pyrotechnics that are clearly the center of attraction here.

There have been a dozen copy bands, but no one can reproduce the diele-driving punk sound of the Gaba Gibs Hey Hey Hey Hey Hey. The Ramones sound better than ever on "End Of The Century," and this time the pogo power is given even more of a lift by legendary producer Phil Specter. The band's music is becoming more and more people at DOR clubs around the country, and the rock hammer rock attack on this LP is paced by "Daisy Says," This Ain't Havana" and 'Rock 'n Roll High School."

The Bellamy Brothers are quickly turning into one of the most appealing contemporary country acts around. The duo has the perfect formula for backdrifting ballads that are as comfortable on country stations as they are on A/C outlets. The twosome is refining the sound that Jimmy Buffett pioneered with his and country acoustic rhythms. Top cuts include "Sugar Daddy," "Dead Aim" and I Could Be Makin' Love To You."

AIR POCKET — Roger Powell — Bearsville BRK 6994 — Producer: Roger Powell — List: 7.98 — Bar Coded
The electronic rock Roger Powell normally travels on, Utopia, apparently has a space shuttle attached to it that Powell has hopped into and shot away from the mother ship. On his own, Utopia's keyboardist nylon sobs and sears his way through a full gamut of keyboard product available for commercial use. An AOR gem and, yes, Todd kept out of the booth on this one.

TAROT SUITE — Mike Batt & Friends — Epic NJE 36312 — Producer: Mike Batt — List: 7.98
For over a decade, Mike Batt has been a hit making producer/arranger about (London) town, keeping a very low profile while in the process. His name is now on the front of an album cover and it's his brainchild alone. The promise of this awesome rock symphonic production is a musical interpretations of various tarot card characters. A more ambitious, talented, impressive project has year to year. Guest shots range from the London Symphony Orchestra to Rory Gallagher.

I'M A ROCKER — Mike Berry — Epic/Cleveland International — List: 7.98 — Bar Coded
Mike Berry's heart is in '50s leather and he possesses a sound that recalls Roy Wood and the early ELO days, but he emphasizes the Buddy Holly half more than the Beethoven. The songs on this very first "Rocker" are clean, tough and drive, but he tempers the sound with sleek harmonies and strings. The first side of this waxing has a contemporary hard rock feel, but side two is filled with roots rock 'n roll covers and biographical tunes.

PLANET OF LOVE YOU CAN GET OFF ON THE MUSIC — Le Pamplemousse — AVI 6000 — List: 7.98
Le Pamplemousse (French) found success with last year's "Le Spank" and it should fare well on the B/C charts with its new effort. The group has a bright funny sound that is filled with synthesizer meanderings and surprise horn blasts, and it is perfect music for the dancin' crowd. While the band won't win any contest for originality, the spirited vocals of Carmen Twille and the girls are irresistible.
Jazz Artists For Playboy Festival Are Announced

LOS ANGELES — Playboy Enterprises, Inc. has announced the artist line-up for the two-day Playboy Jazz Festival, set for the Hollywood Bowl, June 21-22.

Artists set for this year’s festival include Benny Goodman (whom the audience at the last fest), Carmen McRae, Dizzy Gillespie, Mel Torme, Chico, Buddy Rich and the Buddy Rich Orchestra, Herbie Hancock, the Tooshik Akiyoshi-Lee Tabackin Big Band, Stephane Grappelli, Michael and Randy Brecker, and Bob Crosby and the Bobcats.

Also featured at the 1980 festival will be jams set up exclusively for the Playboy Jazz Fest. Some of the artists include “Lockjaw” Davis, Illinois Jacquet, Zoot Sims and Richie Cole in the “Battle of the Saxophone” accompanied by three player trios with Frankle Capp, Teddy Wilson will also head a group featuring Ruby Braff, Shelly Manne and Benny Carter. Broadway singer Adele Hall will also make an appearance.

Two Los Angeles-based groups — Baya and Roy McCurdy and the Compass group — are also slated.

Spokesman for Playboy said that because of the success of last year’s jazz festival, both held at the Hollywood Bowl, and a number of free music functions offered the public by Playboy, the free concert scheduled will be expanded this year. Playboy spokesman report that more than 100,000 spectators attended last year’s two-day event.

Events free to the public will begin May 21 at the Figueroa Building in Hollywood, where a special band concert will be featured. Other free concert activities will be held on May 24 at Northridge Fashion Square, May 26 at Seaport Village on the Redondo Beach Pier; May 31 at Century Square, June 4 at Arco Plaza; June 7 at the Suena Park Mall, June 8 at the Santa Monica Pier; and a special military concert, June 9, at the Long Beach Naval Station.

A film series featuring jazz-related films from six decades past will be part of a program held at UCLA’s Royce Hall, June 10, and at the Los Angeles County Museum of Science and Industry, June 12.

Additional artists and the celebrity master of ceremonies will be announced later.

Nonesuch Records Inks For Calliope LP Catalog

LOS ANGELES — Nonesuch Records, Elektra’s subsidiary label, has entered a long-term deal with French-based Calliope Records for release of that company’s work in the U.S.

Calliope’s catalog includes early English works, chamber works and a series of European organ music recordings.
Korvettes Cuts 14
(continued from page 7)

pick up some of the differential.

The Korvettes executive declined to esti-
mate the number of record department
personnel involved in the closings. About
700 of the 3,300 employees were part-time
workers, according to a company
spokesman, who said that Korvettes would
try to offer many of the affected employees
jobs in other stores.

The announcement, which was made
by Korvettes Chairman Alain Mathieu, reflects
a new marketing plan that will emphasize
Korvettes as "a promotional department
store which reflects good value, broad
assortment, fashion, and consistent
quality," according to Nicholas Pattnich,
President of Korvettes. He noted that the
closings and plans for "additional financ-
ing" were "integral parts of our new
marketing strategy that will enable
Korvettes to generate more profit from fewer
stores." He declined to estimate the amount
of financing being sought. Leases of the
closed stores would be sold, he
indicated, and profits will be used to offset
the cost of the closings.

Mathieu argued that the closings are part
of an overall "streamlining" process that
will improve "our warehousing, our adver-
tising, and our administration. This will
increase our productivity and put Korvettes
back on the road to profitability." The
action is the latest in a series of steps
recently undertaken by the company to
improve its financial position. Last week,
Korvettes announced that it would sublease
13 percent of its total store space to other
retailers in a move to eliminate losses
common financial interest, will be respon-
sible for financial reporting and analysis on a
worldwide basis, and will direct and coordi-
nate financial planning for both record
divisions from an international perspective.

Fox joined CBS in 1958 in the control
analysis section of the corporate finance
staff. In 1971, he moved to the Musical In-
struments Division as vice president and
controller. In 1975, he joined CBS Records
Company, serving as vice president and
controller. His most recent position in that
division was vice president of finance and
administration. Fox holds a B.S. degree from
Rutgers University and received an M.B.A. from
Seton Hall University.

Caroline Moore, staff vice president of
administration and planning, will report to
Asher with regard to personnel, planning,
business affairs and music publishing in
both the domestic and international record
divisions. She will work closely with both
divisions in coordinating policy and
strategy in these areas, particularly in
respect to resolving common problems on
a worldwide basis and assisting in achiev-
ing the divisions' objectives in these areas.

Moore, who graduated from Wharton
with an M.B.A., joined CBS Records Inter-
national in 1976 in the area desk depart-
ment. She was subsequently named assist-
ant to the president of CBS and then
director of market research for CBS. Most
recently, she served as executive assistant to
the deputy president of the CBS Records
Group.

As part of the continuing effort to provide
our subscribers with the most comprehensive
and efficient service possible, Cash Box is now
utilizing a mail consultation firm to insure
prompt delivery of the publication on a weekly
basis. Please help us in this endeavor to
upgrade our mailing systems by filling out the
form below.

**Attention Subscribers**

<table>
<thead>
<tr>
<th>On What day of the week do you regularly receive Cash Box?</th>
</tr>
</thead>
<tbody>
<tr>
<td>[ ] Monday [ ] Tuesday [ ] Wednesday [ ] Thursday [ ] Friday</td>
</tr>
<tr>
<td>[ ] Monday of the [ ] Tuesday [ ] Wednesday [ ] Thursday [ ] Saturday following week</td>
</tr>
</tbody>
</table>

**NAME**

**COMPANY**

**ADDRESS BUSINESS [ ] HOME [ ]**

**CITY**

**STATE**

**PROVINCE**

**ZIP**

If your present address, zip code, or if your name or name of your company is in-
correct or spelled incorrectly, please attach your mailing label & fill in the cor-
correct label below.

**ATTACH LABEL HERE**

Please return to: Subscription Dept.—Cash Box Magazine—
1775 Broadway—New York, N.Y. 10019

---

**Lewis Appointed VP Of Marketing, Polygram Classics**

NEW YORK — James Lewis has been ap-
pointed vice president of marketing for
Polygram Classics Inc. He will be respon-
sible for the development and implementa-
tion of the company's sales and marketing
programs in the U.S., and will report to
Guenter Hensler, president of Polygram
Classics.

Lewis joined Polygram in November,
1979 and spent his first six weeks with the
company visiting Amsterdam, Baarn,
Hannover, Hamburg, London, and Paris in
an intensive program that gave him an
overview of Polygram's European record
operations. Previously, he was director of
product management and assistant to the
senior vice president and general manager
of Atlantic Records.

**Asher Appoints Three VPs For CBS**

(continued from page 7)

the Records Group. "There are loads of
mutual programs and places where only
someone in a staff position like that can see
that someone may be trying to reposition
himself for the road that's really not necessary —
they've already invented it someplace
else."

**Individual Duties**

DiMatteo, in his capacity as staff vice
president of operations, will report to
Asher on combined U.S. and international
technical, manufacturing and logistical
operations. He will work closely with the
operations heads of both divisions to for-
mulate manufacturing and operation
strategies and to identify and develop solu-
tions to problems which are common to
both divisions.

DiMatteo came to CBS in 1966 as a
senior financial analyst for the CBS/Colum-
bia Group. He then served as manager of
the corporate budget unit, and in 1970 he
joined CBS Records International as direc-
tor of financial analysis. He was appointed
vice president of administration and
development for CRI in 1973, and, since
1977, has served as vice president of
operations for CRI. He holds a B.S. degree
from Brooklyn College and is a certified
public accountant.

As staff vice president of finance, William
P. Fox will report to the deputy president of
CBS Records Group on all financial matters
involving worldwide and domestic record
operations. He will work with the domestic and
international divisions in developing matters of

---

**James Lewis**

Lewis Appointed VP Of Marketing, Polygram Classics

---

**DI Matteo**

Moore

Fox

---

Cash Box/Feb 16, 1980 17
SINGLES TO WATCH

RICK DERRINGER (Blue Sky ZSF 2768)
Don't Ever Say Goodbye (3:38) (Derringer Music, Inc.—BMI) (R. Derringer)

Fiery fretman Rick Derringer slows down the pace on this uncharacteristically easy cut from the "Guitars And Women" LP. Multi-tracked choral work and a particularly tasty electric axe solo make this a standout pop, AOR fare.

THE BEAT (Columbia 1-11211)
Don't Wait Up For Me (3:02) (Grafton Music—BMI) (P. Collins)

The Beat pack the rhythmic punch and vitality of the early Who, while displaying the innate commercial pop sensibilities of The Knack on the second single from the self-titled debut LP. These guys not only deserve, but de- mand, a shot on pop lists. You won't be disappointed.

HIGH ENERGY (Gordy G 7178F)
I Love Makin' Love (To The Music) (3:57) (Old Brompton Road—ASCAP) (A. Mason, D. Jones, E. Coleman, Jr.)

A thick bass-kick drumbeat dance beat permeates this single from the "Freency" LP, while handclaps and the sexy warbling of High Energy coat the track like a well-polished sheen. This song should score well on dance, B/C lists.

CHRISTOPHER CROSS (Warner Bros. WBS 49184)
Ride Like The Wind (3:54) (Pop'n Roll Music—ASCAP) (C. Cross)

Cross creates an exciting blend of pop, rock and dance music elements on the first single from his self-titled debut LP.Slinky electric piano work, strings, horns and backing vocals by Michael McDonald make this an exceptional pop add. Already gaining on the pop singles chart.

SCOTT ALLAN (Dash7T.K. DAX-5555)
I Think We're Alone Now/Will You Love Me Tomorrow (3:53) (Big Seven Music Corp.—Coral/Screen Gems—EMI Music, Inc.—BMI) (Cordell/Goff/King)

Allan mixes MOR vocalizing with the big dance treatment on this unique re-working of the Tommy James and The Shondells hit and the Goff-King classic into a medley that neatly segues back and forth. A keeper for pop, dance action.

LEON HAYWOOD (20th Century-Fox TC-2443)
Don't Push It Don't Force It (3:27) (Jim-Edd Music—BMI) (L. Haywood)

A regal horn flourish opens what stands to become a major B/C and dance hit by Leon Haywood. A moody, evenly-paced rhythm makes for an entrancing beat, while sexy female vocals take off with Haywood's sinuous chanting. Keep an eye on this to take off.

ENGLEBERT (Epic 9-5884)
Love's Only LaVe (3:54) (Silver Blue Music Ltd./Ryan Music Inc.—ASCAP) (P. Ryan)

Englebert (nee Humperdink) has just what the radio doctor ordered for A/C formats with this gentle, nicely orchestrated ballad, produced by Joel Diamond. Englebert's understated vocal blend perfectly into the swaying, instrumental, with glistening female backup singing. Multi-format material.

ABBA (Atlantic 3652)

Already an international hit, this track from ABBA's "Greatest Hits, Vol. 2" is yet another exercise of sparkling euro-pop, with the slightest hint of boogie bottom to give the song an edge. Electronic keyboard work is top-notch here and the harmonies are superb, as usual. Look for pop, dance action.

ENGLAND DAN & JOHN FORD COLEY (Big Tree BT 17002)
In It For Love (3:36) (Machristis Music/April Music Inc.—ASCAP) (D. Henson, G. Guidry)

This stellar pop/MOR duo have come up with a highly accessible single from its current "Best Of" package. The bright electric piano work sets the bouncy, upbeat rhythm, while tasty electric guitar work surrounds the catchy hook. Pristine pop.

SINGLES TO WATCH

EAGLES (Asylum E-46608)

New Eagles bassist Timothy B. Schmit, former member of Poco, makes a most auspicious debut as a lead singer with the band on the third single from their LP, "The Long Run." Schmit's acoustic near-falsetto vocal here adds immeasurable depth to the haunting quality of this love song, with a tastefully sparse instrumental.

DR. HOOK (Capitol 4833)
Sexy Eyes (2:56) (April Music Inc./Blackwood Music Inc.—ASCAP/BMI) (Stegall, Whitehead, Wampole)

The "eyes" apparently have it right now in the pop music world. First, Robert John's "Sad Eyes," then his "Lonely Eyes" and now this, which happens to be one of Dr. Hook's most charmingly accessible tracks to date. A danceable, swaying beat and Dennis Locorriere's smoothly flowing vocals should score on several formats.

BLONDIE (Chrysalis CHS 2414)
Call Me (Theme From American Gigolo) (3:30) (Ensign Music Corp.—BMI/Rare Blue Music Inc.—ASCAP) (G. Moroder, D. Harry)

Synthesizer whiz Giorgio Moroder and Blondie's Deborah Harry pool songwriting talents on the theme from the currently hot Paramount motion picture "American Gigolo." Harry's appropiately aggressive vocals are laid over an in- sistent electronic beat, making this an infectious AOR and Top 10 selection.

KELLY LOGGINS (Columbia 1-11215)
Keep The Fire (3:45) (Milk Money Music/Taurpin Tune—ASCAP) (K. Loggins, E. Elin Loggins)

Following the Top 10 success of "This Is It,"" the sparkling title track from Loggins' current LP. Opening with a synthesized cappella vocal, the song moves into an easy, lilting melody and the sort of bright, upbeat hook that Loggins has come to be known for. Loggins' vocals here range from soft and hushed to a wallopating finish. Top 40 bound.

TEENA MARIE (Gordy 1807)
Can It Be Love (3:57) (Jobene Music Co., Inc.—Wedlaw Publishing —ASCAP) (T. Marie, D. Wedlaw)

Teena Marie goes to the head of the class of now-blue-eyed soul singers with this delicious ballad from her forthcoming "Lady T" LP. The vocal arrangements here, handled by Marie herself, are lush and penetrating, especially in the high ranges, and Dick Rudolph's production is nicely understated.

OFF BROADWAY usa (Atlantic 3467T)
Stay In Time (2:53) (Screen Gems — EMI Music Inc./Modern Fun Music — BMI) (C. Johnson)

Promising young midwestern pop/rockers Off Broadway USA have come up with an irresistible heads-up first single from their debut LP "On". Like Cheap Trick, these boys have an excellent sense of dynamics, balancing pop and rock elements effectively, and Cheap Trick producer Tom Werman provides a high gloss finish. A keeper for pop, AOR lists.

LEBANON (Carnival 1-11207)
I'm Back For More (3:32) (Jamboree Music Co., Inc.—ASCAP) (K. Stone)

A soothing, placid love ballad is delivered by Denver on his second single from his forthcoming LP, with crystalline instrumental touches added to a basic combo of light acoustic guitar and gentle strings. A very strong contender for Top 40 status and a natural for A/C, country play.

KID BROTHER (MCA/Montage MCA-41193)
It Was Fun While It Lasted (3:32) (Home Fire Music/Longuee Sue Songs/Point Zero Music — BMI/ASCAP) (B. Kaye, R. Renn)

Kid Brother may not be a household name now, but this single from his self-titled debut LP of last year, has the potential to change that. Well-orchestrated pop, bluesy R&B elements and truly striking harmonies, should make this a pop, A/C hit.

AL JONSON (with Jean Carn) (Columbia 1-11207)

Philadelphia International recording artist Jean Carn joins Al Johnson on a soulful duet that naturally brings to mind vintage Marvin Gaye in its jazzy opening and en- trance, This is an R&B sleeper that, hopefully, will get the B/C radio play it deserves.

THE FLYING LIZARDS (Virgin VA 67006)
TV (3:53) (Grand Street Ltd.) (General, Strike, Solomon, Cunn-ingham, Evans)

The natural clocou to follow-up The Flying Lizards' top-selling "Money," this track features similarly aloof, detached female vocals, and a mix of keyboards, whirs and other alien sounds. Right for DOR, AOR and adventurous pop.

Cash Box/February 16, 1980
WE WILL MISS THEM BOTH — KZLA AM & FM program director, Jim La Fawn, died of a heart attack Jan. 31, at age 59. La Fawn suffered from a heart condition, called atrioventricular block, which is a type of heart rhythm disturbance. The condition was caused by the heart disease that he had previously been treated for. He was survived by his wife, Sue La Fawn, and two children, Mark and John.

Wayne Smith, a co-founder of the radio station, said, “Jim was a true professional and a true gentleman. He will be missed by everyone who knew him.”

BUZZARDS HAVE THEIR DAY IN CLEVELAND — Jan. 30, 1980, was proclaimed “Buzzards Day in Cleveland,” by Cleveland mayor George Voinovich, in honor of the station being named “Buzzards” for the “Year of the Buzzard” in a Rolling Stone Poll. Mayor’s proclamation ended appropriately, “I call on all residents of the City of Cleveland to join me in offering my best wishes and sincere congratulations to WMMS in their never-ending struggle to make Cleveland, Ohio the rock ‘n’ roll capital of the world.

FOR YOUR INFORMATION — Felix Cavaliere recently spent a whole day at WIC/Cleveland with Bob Gackley, MD Bob Mitchell, and some of the other WIC/Cleveland station personalities. While there, he conducted an interview with Bob Gackley, MD Bob Mitchell, and some of the other WIC/Cleveland station personalities.

NASHVILLE — “Radio stations should be more mindful of the serious problems of homeaping and not be so concerned about ratings,” said Elvin Davis, president of Artista Records in a news appearance for a question-and-answer session at the Anti-Musculo Southeast Radio Conference, Jan. 11-Feb. 2.

Davis stated that new wave music, record company distribution policies, and the impact of video tape on the music business. However, his statements on home taping had the most dramatic effect on the radio-oriented audience.

“We consider it a very serious and vital issue,” Davis admitted.

Davis also pointed out that new wave music was important artistically and as a form of music and should not be so easily dismissed as a fad. He said that fans who were among the group most profoundly affected by the new wave music.

“We need to keep on our toes,” Davis continued.

The Adult Contemporary panel, moderated by CMC independent Promotion manager Mark Hodes, addressed the problem of how to promote records by artists or groups whose name may be anathema to A/C listeners. Meat Loaf and Chisholm Trick were mentioned as possible listener turn-offs. They suggested that the record’s genre may be somewhat suitable for airplay.

Norah Jones, the presence of Charlie Rich on that panel. Another major highlight of the conference was the entertainment television program. Friday evening featured footage of the very tight, southern style boogie-woogie of 38 Special and Saturday’s lineup starred Tony Joe White, Charlie Rich and Bobby Bare.

The next Anti-Musculo regional conference will be held in Seattle on March 28.

DRS Sets Nat’l Lampoon Broadcast For Feb. 17

NEW YORK — D.I.R. Broadcasting Corp’s “King Biscuit Flower Hour” will present a special two-hour program, “The National Lampoon 10th Anniversary Radio Show,” on Feb. 17.

The show will star many of the same writers and actors who appear on NBC-TV’s “Saturday Night Live” program and coincides with the 10th anniversary of National Lampoon magazine. The program also coincides with the release of a new book, “The National Lampoon 10th Anniversary Magazine.”

Robert Meyrowitz, president of D.I.R., said that “for another great radio show we present you our usual format. The King Biscuit Flower Hour is the most successful program on AOR radio, and we feel it is good for the medium of radio to single it out and honor another classic show like this one.”

Cash Box/February 16, 1980
FM STATION REPORTS - NEW ADDS/HOT ROTATION

WLR-FM — LONG ISLAND — DENIS McNAMARA/LARRY KLEINMAN
ADDS: Jon & Vangelis (imp), Roger Powell, Buzzcocks, Shooting Star, A. More (45s imp), Bill Bruford (imp), Madness, Journey (45), Heart (45)

K-XFM — LOS ANGELES — MICHAEL SHEEHY
ADDS: Lion, Richie Havens, Christopher Cross (45s), Richie Furay (45s)

KSW-FM — LOS ANGELES — TED FERGUSON
ADDS: Loudness, The Police, Bruce Springsteen & The E Street Band, Tom Petty, Blondie.
ADDS: Pink Floyd, Tom Petty, J. Geils, Baby, Utopia, Rush, Dan Fogelberg, Queen, (45), Linda Ronstadt (45), Pat Benatar, Blondie.

K-AAA-2 — MIAMI — RON PARKER/STEPHANIE KNOX
ADDS: Nazareth, M-Bex Heart (45), Heart (45)
ADDS: Pink Floyd, John Fogerty, Tom Petty, Styx, Pat Benatar, Pretenders, Rush.

K-WDFM — NASHVILLE — ANNA NEELEY/JOHNNY BRYANT
ADDS: Shooting Star, 3-2-1, Chuck Mangione, Richie Havens.

W-FM — NEW ORLEANS — ROY ALLEN
ADDS: Nazareth, Shooting Star, Survivor, Rush, Blonde (45).

W-FM — NEW YORK — SCOTT MUNI/MARY ANN McINTYRE
ADDS: Buzzcocks, Flying Lizards, Ramones, Madness, Shooting Star, Chuck Mangione, Lene Lovich, Buggles, Searchers, Blondie (45), Journey (45), Spooky Goya (45).

W-PX-FM — NEW YORK — KIRK GRIFFIN
ADDS: 38 Special, Ramones, Mastinax (45s imp), Knack (45).

ZETA-7 — ORLANDO — BILL MIMS
ADDS: Sue Sads & The Next (45), Heart (45).

WIFI-BZ-FM — PARKERSBURG — LARRY SCHUSTER

K-ROG-FM — PASADENA — RICK CARROLL/LARRY GROVES
ADDS: Ramones, Pretenders, Madonna, Dire Straits, Tom Petty, Lou Reed, Emmylou Harris, Little Feat, B-52s, Blondie, Baby, Linda Ronstadt, Brian Wilson, Utopia, Fallen Angels, Jeff Golub, Knack (45).

WYDF-FM — PITTSBURGH — JIM KINNEY

W-MAX-FM — PORTLAND — LESLIE SARRONOFF
ADDS: Dr. Stru, Flight, Chuck Mangione, David Sandborn, Eagles (45), Spooky Goya (45), Bruce Cockburn (45).

W-KFE-FM — ROCKFORD — BERT ABELTIES/LES COOK
ADDS: Shooting Star, Cheri & Marie Currie, Heart (45).

K-SHE-FM — ST. LOUIS — RICK BALLIS
ADDS: The Pretenders, Shooting Star, Marc Tanner, Charlie & Marie Currie.
HITS: Rock, Pink Floyd, Utopia, Bloomtown Rats, Baby, Rockets, Steve Walsh, J. Geils, Molly Hatchet, Nazareth.

K-XLM-FM — SAN FRANCISCO — PAUL VINCENT

W-XFM — SPOKANE — LARRY SNIDER
ADDS: Shooting Star, Survivor, D. L. Byron, Buggles, Searchers, Blondie (45), Journey (45), Spooky Goya (45).

K-SJO-FM — SAN JOSE — PAUL WELLS
ADDS: Lene Lovich, Ramones, Searchers, AC/DC (45).
HITS: Aerosmith, Babys, D. L. Byron, Clash, J. Geils, Jefferson Starship, Nazareth, Tom Petty, Pink Floyd, UFO, Pretenders, XTC.

K-ZAM-FM — SEATTLE — MARION SEYMOUR
ADDS: Chuck Mangione, John Faddis, Janie Oliver, Richie Havens, Terrey/Spencer (45).

K-ZAM-FM — SEATTLE — ARMAND CHIANTI/BRAD HOFFMAN
ADDS: Ramones, Shooting Star, Tom Ryan (45).

K-REM-FM — SPOKANE — LARRY SNIDER
ADDS: Shooting Star, Survivor, D. L. Byron, Searchers, Sylvian, B-52s (45), Spooky Goya (45).
HITS: Pink Floyd, Rush, Christopher Cross, Babys, J. Geils, Rockets, ZZ Top, Tom Petty, Jefferson Starship, Toto, Steve Walsh.

WOUR-FM — UTICA — TOM STARR/DAVE EDWARDS
ADDS: Mahogany Rush, Buggles, Panama, Madness, Searchers, Roger Powell, Blondie (45).

WHFS-FM — WASHINGTON — DAVE EINSTEIN

WH-FM — WESTCHESTER — GARY AXELBANK/MARGARET LOCICERO
HITS: Utopia, Fleetwood Mac, Linda Ronstadt (45), Steve Forbert, Ricke Havens, Tom Petty.

Cash Box February 16, 1980
REGIONAL PROGRAMMING GUIDE

(continued from page 20)

— B. Manlove, 19 to 20 — D. Summer, 20 to 24 — N. Diamond, Ex to 23 — C. Mangione, Ex to 27 — Kool & Gang, ADDS: 30 — Queen, 23 to ZZ Top, C. Cross, K. Nolan, M. Manchester.

WEST

KERN — Bakersfield — Pete Shannon, PD/MD
1— D. Fogelberg, JUMPS: 30 to 28 — T. Petty & Heartbreakers, 28 to 24 — Spinnaker, 27 to 22 — T. Petty & Heartbreakers, 21 to 16 — B. Manlove, 15 to 13 — D. Summer, 12 to 9 — J. Janis, 8 to 6 — T. Warner, Ex to 35 — L. Garretson, Ex to 23 — R. Manlove, Ex to 22 — M. Summer, 19 to 16 — T. Petty & Heartbreakers, ADDS: Pink Floyd, ZZ Top, C. Mangione, M. Holly, Hatchet.

KIMM — Denver — Doug Erickson, MD

KINN — San Francisco — Dave Sholin, MD
1— D. Fogelberg, JUMPS: 30 to 26 — N. Larson, 29 to 26 — Pink Floyd, 27 to 24 — B. Manlove, 23 to 19 — T. Houston, 18 to 15 — D. Summer, 14 to 10 — J. Janis, 9 to 6 — T. Warner, Ex to 35 — L. Garretson, Ex to 23 — R. Manlove, Ex to 22 — M. Summer, 19 to 16 — T. Petty & Heartbreakers, ADDS: Pink Floyd, ZZ Top, C. Mangione, M. Holly, Hatchet.

Kryo — Sacramento — Chuck Pollack, MD
1— Queen, JUMPS: 31 to 29 — Kool & Gang, 27 to 25 — Baby, 23 to 21 — Air Supply, 19 to 17 — L. Rosenthal, 16 to 14 — J. Janis, 13 to 11 — T. Warner, 8 to 6 — T. Petty & Heartbreakers, 5 to 3 — D. Summer, 2 to 0.

KRM — Portland — Bill Moreau, PD/MD

KRCX — Salt Lake City — Gary Waldron
1— Queen, JUMPS: 29 to 26 — B. Manlove, 26 to 23 — B. Manlove, 23 to 20 — T. Petty & Heartbreakers, 19 to 16 — Pink Floyd, 16 to 13 — ELO, 13 to 10 — D. Summer, 10 to 7 — T. Warner, 7 to 4 — T. DeSario, Ex to 30 — L. Rosenthal, Ex to 28 — Kool & Gang, Ex to 26 — B. Manlove, Ex to 24 — N. Diamond, Ex to 22 — T. Petty & Heartbreakers, ADDS: Pink Floyd, ZZ Top, C. Mangione, M. Holly, Hatchet.

KRMU — Sacramento — Mike Johnson, MD
1— Queen, JUMPS: 31 to 28 — Kool & Gang, 27 to 25 — Baby, 23 to 21 — Air Supply, 19 to 17 — L. Rosenthal, 16 to 14 — J. Janis, 13 to 11 — T. Warner, 8 to 6 — T. Petty & Heartbreakers, 5 to 3 — D. Summer, 2 to 0.

KROQ — Los Angeles — Roger Collins, MD
1— Queen, JUMPS: 31 to 28 — Kool & Gang, 27 to 25 — Baby, 23 to 21 — Air Supply, 19 to 17 — L. Rosenthal, 16 to 14 — J. Janis, 13 to 11 — T. Warner, 8 to 6 — T. Petty & Heartbreakers, 5 to 3 — D. Summer, 2 to 0.

KROX — Philadelphia — Steve Roberts, PD
1— Queen, JUMPS: 31 to 28 — Minnie Riperton, 28 to 23 — Holly Johnson, 22 to 19 — Black Oak Arkansas, 18 to 15 — D. Summer, 14 to 11 — Ex to 29 — T. Petty & Heartbreakers, ADDS: Pink Floyd, ZZ Top, C. Mangione, M. Holly, Hatchet.

PBROS 1040 DISCO

1 AND THE BEAT GOES ON THE WHISPERS (Soul/RCA — 12") 2 5
2 VERTIGO/RELIGHT MY FIRE JAN HARTMAN (Blue Sky — 12") 1 14
3 I WANNA BE YOUR LOVER GEORGE MICHAEL (Motown — 12") 3 14
4 I CAN HELP MYSELF BONNIE PINTER (Motown — LP) 8
5 HANG ON LOU LOU DERRIS JACOBS (MCA — 12") 1 7
6 YOU LOVE WHAT YOU FEEL RUPE'S AND DIANA (MCA — LP) 8
7 HANNAH YOU KNOW ME PATRICE RUSHER (Eaton — 12") 5 8
8 SECOND TIME AROUND/AIGHT IN THE SOCKET SHALAMAR (Stax/RCA — LP) 6 15
EVITA (ALL CUTS) (FESTIVAL — 12") 12 5
10 THANK GOD THERE'S MY/ICAN'TDANCE WITHOUT YOU TEO FAVANAS (Festival — LP) 9 10
11 SMACK DAB IN THE MIDDLE 30 interview MACK (Warner/RFC — 12") 10 13
12 DANCE OF LIFE (ALL CUTS) NARRAID MICHAEL WALDEN (Atlantic — LP) 17 4
13 WORKING MY WAY BACK TO YOU/FORGIVE ME, GIRL SPINNERS (Motown — 12") 16 5
14 SABU (Don't Live — LP) 18 5
15 FUNKYJUNKY LIPPS INC. (Gametime — LP) 23 3
16 MANOYLOI THE FLAVOUR (Brand New — 12") 19
17 LOVE INJECTION SOULJAH'S (Entire Cut — 12") 13 9
18 CAN'T STOP DANCING SYLVAH (Festival — 12") 11 2
19 I THINK WE'RE ALONE NOW/WILL YOU LOVE ME TOMORROW SCOTT ALLEN (Epic — 12") 22 8

From audience comments as reported from three top DISCO program directors.

PROGRAMMERS PICKS

MUST SPIN CAN'T MISS

Chicago
Don't Bring Back Memories
Don't Bring Back Memories

Dunne Bradley
In Love ( Entire LP)
In Love ( Entire LP)

Lou Lacoste
Funkytown
Funkytown

Gracie Lundergrin
Gonna Get Along Without You
R. Smith

Bacho Manquel
Touch Me in the Morning
Touch Me in the Morning

New York
Funkytown
Funkytown

Daniel Jacobidis
Mouth to Mouth (Entire LP)
Ripe

Bob Stoner
Funk You Up
Ripe

Tampa
The Following Sugar Hill
In The Pocket

Joe Martinez
You Never Loved Me
You Never Loved Me

Newark
Avra Cherry
Avra Cherry

Jeff Love
Funkytown
Listen To The Heartbreak

Dallas
Funkytown
D. Lyon

Anchorage
Funkytown
Listen To The Heartbreak

Los Angeles
Funkytown
D. Lyon

Satisfied
Funkytown
Funkytown

John Prentice
Don't Bring Back Memories
Don't Bring Back Memories

Milwaukee
You Never Loved Me
You Never Loved Me

Danny Krivit
Stomp
Stomp

Boston
Don't Push It Don't Force It
Don't Push It Don't Force It

Steve SALMACIA
Don't Push It Don't Force It
Don't Push It Don't Force It

Pittsburgh
Funk You Up
Funk You Up

Bill Stloke
Funk You Up
Funk You Up

Dennis O'Brien
Funk You Up
Funk You Up

Lady Fire
Vvik Holloway
Vvik Holloway

Chase Bank/February 16, 1980
Universal Pictures proudly congratulates Elwood and Jake Blues, and The Blues Brothers Band on receiving three Grammy Award Nominations from The National Academy of Recording Arts & Sciences:

1. BEST NEW ARTIST(S)

2. BEST ROCK VOCAL PERFORMANCE
   By a Duo or Group for the album, "Briefcase Full of Blues"

3. BEST COMEDY RECORDING
   "Rubber Biscuit" from the album, "Briefcase Full of Blues"

"THE BLUES BROTHERS"
Coming this summer from Universal Pictures.
Retailers, Racks Opposed To Abolition Of LP List Prices

(continued from page 8)

Rothfield’s sentiments are bolstered by a law enforced by the New York City Department of Consumer Affairs. The law, “Consumer Protection Law Regulation 32,” specifies that “merchants who offer new merchandise for any amount catalog would find himself in a horrible bind,” Rosé theorized. “By consulting the catalog, he knows what each LP lists for, and this information would have to be kept current with the catalog margin. Is without, he has no basic frame of reference, and has to write to find out the individual price of each LP.” The lost information is ad hoc, and would not be helpful to an order business, he said represented a “substantial” part of his volume.

If the transition to base pricing would be difficult for retailers, postulated Harold Oshrat, president of MCA, “the trouble would be for the records, for the record stores. There are many ‘It’s a Wonderful Life’ types of retailers who buy the annuals, and they wouldn’t be able to simply look at an album’s spine and determine his cost price accordingly. Instead, they would have to check their invoice statements and complete his selling price that way, which would be a horrendous job. Then he would have to keep record prices and sell the product for, since he would have to plot his selling strategy with an eye towards his competition. Finally, what would happen when it came time to return product?

Without a list to work from, each record would have to be resarched to determine its list price. Perhaps, he suggested, the record store manager who sells in quantities broken down by list to accept these records for return. The retailers, for their part, today are so caught up in trying to sell their product that they have yet to consider the full ramifications of the issue. He said that just hierarhied pricing levels for different account categories should be a barrier to any retailer, since “moving prices around would be a pain in the neck.”

Many dealers, such as Lew Garrett, marketing coordinator for the St. Lawrence record chain in Canton, Ohio, insist that it is only a matter of time before list prices are abolished. But other retailers, such as Jim Rose, president of Rose Records in Chicago, contend that such a move would immediately impact their business.

“The more sophisticated consumer who prices his goods according to the Schwart book will not be interested in any catalogue,” expressed Rose. “With the catalog, he knows what each LP lists for, and this information would have to be kept current with the catalog margin. Is without, he has no basic frame of reference, and has to write to find out the individual price of each LP.” The lost information is ad hoc, and would not be helpful to an order business, he said represented a “substantial” part of his volume.

In the gospel field the finalists are: “God Knows” by Alice Willis and Peter Noon, published by Almo and Peter Noon; “If the Lord Is on My Side” by。...
Retailers, Labels Stress Need For Better Utilization Of Artist In-Stores

by Jennifer Bohler

NASHVILLE — In-store appearances by artists have long been a valuable and useful promotional tool. Generating on-the-spot sales, plus helpful exposure for the artist, label and retailer, in-stores can have both short and long-term benefits for all involved parties.

"Some of the benefits are obvious," said Ira Hollicker, whose Great American Music Company in Minneapolis, has sponsored several successful in-stores featuring country artists, including one by Conway Twitty that attracted 3,500 people and resulted in approximately 700 sales. "A good in-store brings people to the store who may have never been there before."

"You put your best foot forward, and the people may say, 'Hey, this is a unique place.' Hopefully they'll store this impression somewhere in the back of their mind, and when they want a record, they'll come to us again."

"In stores, with the recent economic pinch in the record industry, many record labels have begun to relabel the effectiveness of in-stores. With auxiliary expenses being trimmed by the labels, more selective processes for justifying in-stores are being used."

Retailers Caution

In addition, retailers are no longer randomly participating in in-store functions. They, too, are approaching the promotional plan with a more pragmatic, economic eye. "In-stores for everyone seem to be on the decline," noted David Counier, area manager for the Disc Records chain in Dallas. "It's getting too complicated to get artists to do them — you have to involve managers and so many people. I guess the labels are also afraid that there won't be a good turnout and that the artist's management will jump on us."

Thus, to ensure a successful in-store promotion, a cohesive flow between the retailer and label is an obvious need. While most retailers suggested that labels offer more advertising support, label representatives suggested that retailers be more aggressive in putting together their own promotional tactics, beyond what the label offers.

"Aggressive accounts (retailers) sponsor the most successful in-store appearances," noted Stan Byrd, national promotion, Warner Bros. Country. "Accounts that go a few steps beyond the advertising support, a label offers are accounts that are going to have a successful in-store. Advance publicity is one of the most important aspects of any in-store appearance."}

Labels Must Help

Hollicker agreed with that summation, but added, "The manufacturer should always support an in-store with the proper amount of media advertising, whether it be print or radio. In most cases, the manufacturer should drop a lot of their rules. The object of an in-store is to get as many people as possible to the store to not only purchase it, but to expose them to the acts and product."

Advanced publicity includes all media exposure possible, including radio and print advertising. Signage posted in the store as well as in the surrounding neighborhood prior to the event is invaluable. Some retailers and labels even venture so far as to work with local radio in doing a remote from the store during the artist's appearance.

Selecting the correct venue for a particular artist is also an important consideration. John Jump, sales manager with MCA Records, Minneapolis, suggested that (published on page 31)

CMF Library Opens Audio-Restoration Lab

NASHVILLE — A new audio restoration facility has been opened at the Country Music Foundation Library and Media Center, making it possible to restore the sound on pre-stereo recordings to their original quality.

The Audio Restoration Laboratory, built by Art Shilnin, is the most sophisticated facility in the United States for restoring sound on pre-stereo recordings to top quality, according to spokesmen at the Foundation. The laboratory is the result of 18 months of planning and construction.

In addition to handling Country Music Foundation sound restoration projects, the Laboratory will be especially useful to record companies involved in reissuing historical recordings.

"Our laboratory is capable of producing master tapes from original records, test pressings, transcriptions, and early tape master," said Danny Hatchner, the Foundation's deputy director for library operations. The Audio Restoration Laboratory has complete variable-speed, two-track recording capabilities for quarter-inch tape. Its basic mastering machines are full-track mono. The lab contains over 500 pieces of equipment, including two mastering machines, sound filtering and equalization equipment, and different record grooves, sizes, turntables and noise suppression units designed especially for audio restoration work.

INTERNATIONAL AWARD FOR WILLIAMS — During a recent recording session at Jack Clement Studios, MCA recording artist Don Williams received awards for international achievement. The first was a silver album for William's current album, "Portrait," releasing sales of 200,000. The second was the German Association for Decade Albums, which is given as a result of a poll in "Country Music People," a top country publication in Europe. Shown above are (l-r): Jim Foglekop, president of MCA Records/Nashville division; Garth Fundis, Williams' co-producer; and Williams.

Cash Box/February 16, 1980
Beneath Still Waters (3:41) (Acuant-Rose — BMI) (D. Frezler)

A solid country ballad that Emmylou does so well. Superb and tasteful production and Emmylou's impeccable vocals make this perfect for country radio and jukeboxes.

KEITH STEGGAL (Capitol P-4835)

Keith Steggal is going to be a very big star shortly. This is his first release and it's a fine country song that will get tons of play on the jukes and on country radio.

THE CHARLIE DANIEL BAND (Elephant 6354)

Long Haired Country Boy (4:01) (Kama Sutra/Rada-Dara — BMI)

This song is from the "Fire On The Mountain" album a few years back but it's proven so popular that a single is now being released. The strength of this song and Charlie's recent success will make this a charttopper.

LINDA RONSTADT (Asylum E-46802-B)

Rambler Gambler (2:06) (Normal — BMI) (P.D. Arr. by L. Ronstadt) and up-and-coming and this song, simply sung, will prove popular because of her strong vocals and the country simplicity.

SINGLES TO WATCH

JIM WEATHERLY (Elektra E-46592)

Gift From Missouri (2:59) (Keca Music, Inc. — BMI) (Jim Weatherly)

JOHN WESLEY RYLES (MCA-41164)

Perfect Strangers (2:52) (Bobby Goldsboro Music, Inc. — ASCAP) (Sam Lorber/Jeff Silbar)

R.C. BANNON (Columbia 1-11210)


JOHN DENVER (RCA PB-11156)

Autumn Symphony (3:36) (Cherry Hill Music Co. — ASCAP) (John Denver)

MAX D. BARNES (MCA OV 1142)

Mean Woman Blues (2:57) (Plum Creek Music — BMI) (Max D. Barnes)

TAMMY JO (Ridgeway R-00800)

I Go To Pieces (2:27) (Unichappell Music, Inc./Mole Hole Music — BMI) (Jeli Shannon)

SHAU NAIEN (Adonna ADA 79002)


JERRY UPCHURCH (Sagebrush SR-1246)

I'd Be Just Another Rodeo Cowboy (2:55) (Valance Enterprises/Honeydew Music — BMI) (J. Abbott/P. Jackson)

BARBARA SOEHRER (January 1-1343)

Dark Moon (3:01) (Dandelion Music Co. — BMI) (Ned Miller)

ALBUM REVIEWS

DOWN AND DIRTY — Bobby Bare — Columbia JC 36323 — Producer: Bobby Bare and Foster and Rice Productions — List: 7.98

This is one of the finest collections of music to come out this year. Bare's voice is in fine form and though he leans heavily on songwriter Neil Silverstein, the song shows diversity and consistently high quality. Best cuts include "Good For Nothing Blues," "Some Days Are Diamonds," "Tecumsh Valley," "Last Farewell," "Don't Let The Sun Catch You Crying," and "Wonderful World, Beautiful People," its been a while since Drusky has had an album out, so this is a welcome release.


The smooth, easy voice of Roy Drusky never sounded better on this collection, titled "English Gold" because it's a collection of hits with his British origin. Bare's cuts include "Welcome Home," "The Last Farewell," "Don't Let The Sun Catch You Crying," and "Wonderful World, Beautiful People," it's been a while since Drusky has had an album out, so this is a welcome release.

Better Utilization Of Artist In-Stores

(continues from page 29)

Crystal Gayle

Crystal Gayle is one of those popular artists who enjoy across the board success. But what does she think about the "popular" sound that seems so predominant in the world of country music? Of course there's the other side (What artist wouldn't?) She is quoted as saying she would like to see more "country" in country television shows.

Reportedly after last year's CMA Awards, (which was one of the most popular television shows), Gayle felt that the show "could have involved more of the country roots, instead of just all crossover artists. That seems to be all that performs anymore — myself or Dolly, or you know, I see that makes for good television publicity or whatever, but I think (the other way) would have been very nice to have some of the old sounds on there, the roots, and let people get an all around picture of country music." Perhaps the '80s will be the decade in which that happens.

By the way, Gayle and Barbara Mandrell are reportedly two of the top contenders for the lead role in "Best Little Whore House In Texas." Winning that role would cause quite a change of images for either woman.

Last week Kenny Rogers claimed the top spot in the Cash Box Top 100 Singles chart, and made a bit of history for Jack Clement Studio in Nashville, The Larry Butler-produced, Billy Sherrill-engineered single marks the first time a single cut at Clement's studio has reached the #1 position in the pop charts. We must note, it certainly isn't unusual for such a chart topper.

It is interesting to also note that two other singles that were mixed or recorded in Nashville are firmly seated in the pop charts — Don Fogelberg's "Longer" and Steve Forbert's "Romeo's Tune."

John Conlee is preparing for the '80s with a new Silver Eagle Bus, and a new five-piece band to go with it. Joining Conlee will be Steve Schelar, Willie Hall, Terry Crisp, Gregg Sides and Mickey Grimm. Conlee has just completed a new album, and is preparing to begin a tour early this year.

Conlee's not the only one adding new members to a band, The Oak Ridge Boys recently welcomed three new members: Pete Cummings, Fred Satterfield and Ron Fairchild, who is a second generation Oak. His father, Tommy, had a 14-year tenure with the group as pianist. The rest of the band is comprised of Don Breland, Skip Mitchell and Garland.

Ending his fifth year as host of "Grand Ole Country" in Toronto, Ronnie Prophet has been named Male Performer of the Year by RPM. He also captured the Juno Country Male Vocalist of the Year award twice, including 1979. Prophet's album "Poetic's Place" won the RPM country chart for the past three consecutive years as TV Show of the Year.

The Oak Ridge Boys will soon be making an ITR radio commercial. To celebrate the sixth birthday of their granddaughter Stephanie, Kitty Wells and Janie Fricke will bank the first check of the $10,000-

vested IRA, to be held in the names of 10-year-old and 11-year-old twins to benefit Stevenson Elementary in February.

Mike Moss, owner of the 900-seat Plantation Dinner Theatre and the 600-seat Barn Diner Theatre, was recently presented a special commendation from Tandy Rice, Top Billin', on behalf of the CMA. The commendation cited Moss for his extraordinary support of country music, in the past, Dolly Parton, Crystal Gayle, Porter Wagoner, Brenda Lee, The Oak Ridge Boys, among others, have appeared at his establishments.

Moss Lee will be recording a portion of the soundtrack for "Smokey and the Bandit II" as well as try her hand at acting. She's not sure how big her role will be, but she expects to have a good time working on the film, With Burt Reynolds as star, who could help but have a good time.

STUDIO TRACKS — Pam Rose was in Petes Place in Nashville working on a new single, "The Last Farewell," which will be fifteen tracts to MCA. Wayne Sechlar, in February.

Jewel Staggs, Mobbie (Bobby) "Mooch" Staggs, and Willie Nelson and Roy Price were recording a duet album in the newly remodelled Studio A. Don King was in with producer Keith Skags.

John Anderson in with producer Norro Wilson, Lou Bradley engineering; and Leon Everett was in with Ronnie Dean producing. In Clemens Studio, Don Williams was in on his next album. He is co-producing with engineer Garth Fundis.

ON THE ROAD — Kent Gordon will be making his first performances in England April 1-7 at the Wembley Festival... Jeanie C. Riley will embark on a month-long tour of Australia beginning Feb. 13... After a vacation cruise aboard his boat off the Florida Keys, Roy Clark will return to the stage March 6 when he opens in the main room at the Frontier Hotel in Vegas... Razzy Bailey left Jan. 23 for a four-week tour through Australia and New Zealand... Buck Trent has some dates in Oklahoma, Texas and West Virginia... Jacky Ward has several dates in Ohio and Illinois through February... The Cates have scattered dates across the U.S. in February and March.

SIGNINGS... Bobby Bare has signed a management agreement with Sound Seventy Management, and a booking contract with Top Billing... Gary Stewart has signed a representation agreement with Bearsville Records... Bitty Hidie has signed a personal management pact with Le Sueur Management in Atlanta, Ala... Jimmy Arthur Ordie has signed a personal management agreement with Ray Lawrence, Ltd.

Hollywood Soundtracks could very well turn into "Jim Halsey Square" Feb. 19 when Halsey steps on the scene in a new Robert Altman film, starring Meryl Streep, Jack Lemmon, Donald Sutherland, and Jack Gilford, George Lindsey, Michael Murphy, Minnie Pearl, Margo Smith, Mel Tillis and Tammy Wynette will tape five shows, which are scheduled to air March 24-28.

When you get involved with politics, you better be prepared for the consequences. Storyteller Tom T. Hall has been involved in the political scene since he was a boy... At the 1972 presidential campaign during the bimonthly hiatus from his own touring, But Hall has learned that politicking has its ups and downs. After the Iowa caucus, Hall left immediately for the Huntsville, Ala. Carter kick-off. In Columbus, Tenn., however, he got a bit testy, calling Hall's limo to skid into a four-foot ditch. No one was hurt, but it took the wrecker so long to remove the lengthy limo from the ditch, Hall missed out on that kick-off.

Jennifer bohler
THE COUNTRY MIKE

KWKH LEGEND SHOW — Ken Sheppard MD reports that KWKH/Shreveport will host its 3rd Annual Listener Appreciation Show Feb. 22 at Hirsch Coliseum in Shreveport, La. The theme will be “The Legends” and featured artists include Ernest Tubb, Kitty Wells, the Wilburn Brothers, Johnny Wright, Slim Whitman, Red Foley and Flatt & Scruggs. Ken invites artists and others to call the station to reminisce and share their experiences with any of these “legends.” Calls will be taken Monday thru Friday, from 4 to 6 pm. Ask for Ken Sheppard and he will tape the conversation, which will be part of the KWKH. Response so far has been excellent, with many artists calling including Willie Nelson, Johnny Paycheck, and Big Al Downing.

PROGRAM DIRECTOR PROFILE — Bob May, PD at KSSS/Colorado Springs, has been involved with radio for 10 years. While still in college at Northwest Missouri State in Maryville, Mo., Bob interned KKJO/St. Joseph, a rock ‘n’ roll station. After graduating in 1972 with a degree in broadcasting, Bob joined KKJO on a full-time basis, as afternoon jock. Over a three year span at the station, Bob was promoted to production assistant then station program director. In December 1975 he made the switch to country radio, joining KSSS as afternoon jock. In the summer of 1977, he was promoted to program director. He also does the morning show.

PROMOTION IN MOTION — KSSP/Salt Lake City will sponsor a Larry Gatlin concert on Feb. 23 and a Hank Thompson concert on March 1, according to MD Joe Flint. … WHK/Cleveland will be giving away “Electric Horseman” theatre tickets and the soundtrack album from the motion picture Tim Byrd MD at WHK also reports that the station will be playing its top 20 hits of all time. Finally, WHK will sponsor a Merle Haggard and John Conlee concert … According to Stan Davis, music director at WVAM/Altoona, Penn., the station will sponsor The Kendalls and Ronnie McDowell in concert to be held on April 18. WVAM is currently running two promotions: a Valentine’s Sweetheart promotion, in which the station is giving away 100 special Valentine treats, as well as a diamond pendant and earrings worth over $1,800; and the WVAM Bridal Fair, to be held March 4 and 5 at Altoona’s Sheraton Motor Inn, featuring anything and everything a bride could need. … The station will be promoting the album, the cassette, and the concert, which was featured on WKLY/Twitty and John Conlee. There was a sellout crowd for the affair … WHW/New York broadcast the recent concerts of Johnny Paycheck and T.G. Sheppard live from the Opry, and of course, the Opry is currently running the #1 country record for the nation for the consecutive two weeks. … According to Lee Shannon MD, WIKI’s Country/4 cruiser gave away gold and silver this week. The station gave away Kenny Rogers’ “Ten Years Of Gold” LP and Johnny Cash’s “Silver” LP. WIKI/West Palm Beach also presented Country K caps with the LP. Lee also reports that DJ Simon Train recently filled in on the air interview with Bill Anderson at the South Florida Fair.

The line up at WXCL/Peoria, Ill., is as follows: Morning drive is handled by Bill Elliot followed by Lee Shannon on the 9-noon show. Dave Simmons does the noon to 3 show followed by Bill Bro until 7 pm. Paul Jackson anchors the 7-noon shift. Arlen Horn handles weekend duties.

COUNTRY MIKE PROGRAMMERS PICKS

Jim Bell
WMZO/Washington D.C. Free To Be Lonely Again — Diane Pfeifer — Capitol

Terry Black
KJJJ/Phoenix A Lesson In Leavin’ — Dottie West — United Artist

Joe Patrick
WQY/Sl. Peterburg Sexy Song — Carol Chase — Casablanca

Mark Thomas
WNRS/Ann Arbor The Cowgirl And The Dandy — Brenda Lee — MCA

Tim Rowe
WNMI/Columbus Lonely Hotel — Don King — Epic

Lee Shannon
WIRE/Indianapolis Honky Tonk Blues — Charlie Pride — RCA

Paul Adams
KBET/Reno Are You On The Road To Lovin’ Me Again — Debby Boone — Warner Bros

David Glenn
KRAM/Las Vegas I’ll Love To Lay You Down — Conway Twitty — RCA

Charles White
WVOJ/Jacksonville Sunshine — Juice Newton — Capitol

Fred Buck
WKDA/Nashville Shiner’s Convention — Ray Stevens — RCA

Dick Buchanan
KHEV/Eli Paso Honky Tonk Blues — Charlie Pride — RCA

Bill Ashford
KERE/Denver Sugar Daddy — Bellamy Brothers — Warner/Curb

Blenda Marsden
WKFM/Flint A Lesson In Leavin’ — Dottie West — United Artist

THE MASKED MAN MEETS WOLT-FM — Sun Records artist Ronnie Scott recently performed a concert in Florence, Ala., and from all reports, attracted quite a crowd of curious fans, from los Angeles to Texas and Indiana. Pictured with Ron are Ron Wallace, WOLT-FM’s personality and emcee of the concert (l), and Lisa, president of Lisa Corporation, promoter of the Florence Orion Concert.

C&W ARTISTS PERFORM FOR CAUCUS

WASHINGTON — The first annual congressional tourism caucus banquet was held Washington recently, with Grand Ole Opry artists Jim Ed Brown and Helen Cornelius entertaining. The event was staged as a fund raiser for the caucus and about 75 members of Congress and the tourism industry net proceeds of $150,000, surpassing the original goal of $85,000.

The appearance of Jim Ed Brown and Helen Cornelius was arranged by Opryland and the Nashville Area Chamber of Commerce.

The Tennessee tourism industry, concerned over last year’s weekend gas station closings and other energy problems that affected the nation’s tourism industry, will maintain a staff in Washington with funds from the fund raiser.

MOST ADDED COUNTRY SINGLES

1. HONKY TONK BLUES — CHARLEY PRIDE — RCA — 40 REPORTS
2. YIRIN CR Y V — REX ALLEN JR. — WARNER BROS. — 29 REPORTS
3. THE COWGIRL AND THE DANDY — BRENDA LEE — MCA — 25 REPORTS
4. ERNEST TUBB — WYNN — MCA — 18 REPORTS
5. IT'S LIKE WE NEVER SAID GOODBYE — CRYSTAL GAYLE — COLUMBIA — 17 REPORTS
6. WOMEN I'VE NEVER HAD — HANK WILLIAMS JR. — ELEKTRA — 16 REPORTS
7. A LESSON IN LEavin’ — DOTTIE WEST — UNITED ARTISTS — 15 REPORTS
8. LONELY HOTEL — DON KING — EPIC — 15 REPORTS
9. LET ME IN — KENNY DALE — CAPITOL — 14 REPORTS
10. GIFT FROM MISSOURI — JIM WEATHERLY — ELEKTRA — 14 REPORTS

MOST ACTIVE COUNTRY SINGLES

1. MY HEROES HAVE ALWAYS BEEN COWBOYS — WILLIE NELSON — COLUMBIA — 48 REPORTS
2. LIVING TIME AGAIN — MEL TILLIS — ELEKTRA — 46 REPORTS
3. I'D LOVE TO LAY YOU DOWN — CONWAY TWITTY — MCA — 46 REPORTS
4. WHY DON'T YOU SPEND THE NIGHT — RONNIE MILSAP — RCA — 45 REPORTS
5. MEN — CHARLIE McCLAIN — EPIC — 41 REPORTS
6. BETTER THAN I DID THEN — THE STATLER BROTHERS — MERCURY — 40 REPORTS
7. SUGAR DADDY — BELLAMY BROTHERS — WARNER/CURB — 40 REPORTS
8. PLAY ANOTHER SLOW SONG — JOHNNY DUNCAN — COLUMBIA — 38 REPORTS
9. I WISH I WAS EIGHTEEN AGAIN — GEORGE BURNS — MERCURY — 33 REPORTS
10. ONE OF A KIND — MOE BANDY — COLUMBIA — 32 REPORTS

LINER UP FOR ANNUAL JAMBOREE IN THE HILLS ANNOUNCED

WHEELING, W. Va. — The fourth annual Jamboree in the Hills Festival has been set for July 19-20 and will include 23 country music entertainers, according to an announcement by F. Glenn Reynolds, executive producer of the concert.

Entertainers scheduled for Saturday's performance include Hoyt Axton, Moe Bandy, Donna Fargo, Beverly Heckett, Con Hunley, Cinny Lane, Loretta Lynn, Maye Nutter, Black Owens, Johnny Russell, T.G. Sheppard, Joe Stampley, Mel Tillis, Mary Lou Turner and Kelly Warren.

Sunday's line up will feature "Gatemouth" Brown, Billy "Crash" Craddock, Janie Fricke, Larry Gatlin, Jerry Lee Lewis, Ray Stevens, The Thrasher Brothers and Tammy Wynette.

The two-day event, featuring 18 hours of music, will be staged on a 150-foot trapeze forming a natural amphitheatere. The Jamboree is sponsored by Jamboree U.S.A. and Columbia Pictures Industries, Inc.

SING RESORT JUDGING SET

NASHVILLE — The final judging plans for the 1980 Music City Song Festival have been announced with judging for the competition, taking place during the Great Ole Opry Birthday Celebration in October and many of the MCSF final judges being FICAP disc jockeys. The announcement was made by Mike Lloyd, MCSF director, George Twitty, FICAP executive director and King Edward Smith, FICAP president.

The MCSF, which recently expanded to include local radio and rock/R&B to its already existing country music categories, will solicit entries until Aug. 20 from amateur and professional songwriters, and amateur lyricists and vocalists in the show categories, as well as amateur guitar and piano players.

Ronstadt Single's B-Side Goes Country

LOS ANGELES — Elektra/Asylum recording artist Linda Ronstadt’s new single, "How Do I Make You?" b/w "Rambler Gambler," will be serviced to all country radio stations, according to E/A national album promotion director Bert Stain.
SINGLES BREAKOUTS

Pickwick — Midwest
DONNY, cassette.

Cassette.

Richman Bros. —

Philadelphia
TOM PETTY AND THE HEARTBREAKERS
Linda Ronstadt
Richman Bros.
Jill S. Sand and the Rock

Tommy James & the Shondells

Richman Bros.

Bee Gee — Albany
Andy Gibb
Michael Jackson
Tommy James
Tommy James & the Shondells

Poplar Tunes — Memphis

Bee Gee

FLOPS

Linda Ronstadt

1812 Overture

Cincinnati

Tower Records

Tower Records

Record Theatre

Cleveland

Tower Records

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Record Theatre

Cleveland

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newark

Tower Records

Newa...
Lamb And Lion Records Merges With Paragon Assoc.

by Don Cusic

NASHVILLE — Lamb & Lion Records announced a merger with Paragon Associates whereby Lamb & Lion will utilize Paragon’s marketing, which promotes its product. Lamb & Lion’s main office is now located in Nashville in the Paragon complex while Ang Locard, former vice president on Sunset Blvd., will continue to be maintained. Label head Dan Raines has moved to Nashville.

Paragon Records is distributed by Word while Lamb & Lion, which formerly had a production agreement with Word, is now an independent label also distributed by Word, Inc., whose main offices are based in Waco, Tex.

Artists on the Lamb & Lion roster include the Christian product of Pat Boone and Joni Begins Ministry With Special Benefit

NASHVILLE — More than 600 people gathered in North Hollywood at the Sheraton Century Plaza to pay tribute to Roy Rogers and Dale Evans for their outstanding Christian service and to raise over $6000 for quadruple-plaque Joni Eareckson to help start her new ministry.

Eareckson led the evening’s devotional time and explained that funds generated from the evening would help start her nonprofit organization, “Joni and Friends,” offering counseling for both physical and spiritual needs as well as a referral system for medical supplies and equipment. Special tributes and plaques were presented to Roy Rogers and Dale Evans from President and Mrs. Carter, Gen. S.I. Hayakawa, Gov. Jerry Brown, Rep. Barry Goldwater, Jr., Mayor Thomas Bradley and Rev. Billy Graham.

Entertainment was provided by singer Evie Tornquist-Karksson with her husband, Pelle; Johnny Mann; Johnny Zell, singer Ron Husmann; magician Dale Hindman and Frizelle the Juggler.

West Coast Christians on the Jubilee Trivia Quiz, who eventually won the event, were Cy Jackson, Word; Bill Brown, World Wide Pictures; Russ Chandler, L.A. Times; Dick Card, Joy Products; Ray DeVries, Lexicon; Twilla Knack, World Wide Pictures; Nancy Moyer, World Vision; Hal Spencer, Mann Music and Everett Tigner, Tyndale House.

Debbie Boone as well as DeGarmo and Key Band, Wendell Burton and The Boone Girls.

Lamb & Lion has a new peace, wherein Pat Boone is making a transition to a full-time music career and Paragon has been successful as an independent label.

Marketing Service Set For Christian Bookstores

NASHVILLE — The formation of Royal Marketing Service and its subsidiary, Tel-Marketing Service, has been announced by Sam Mootz. Royal Marketing Service is a national sales representation firm with Tel-Marketing Service as a main division specializing in phone representation to Christian bookstores and distributors.

The firm is based in Blue Springs, Mo.

Future plans for Royal Marketing Service include reviewing all current distribution and marketing areas throughout the U.S. in 1984 to determine the most effective means of reaching the Christian market.

Kingsmen Continue with Heartwarming — Gospel group The Kingsmen have signed a recording contract with Heartwarming Records, a division of the Benson Company. Eldridge Fox (l) manager and spokesman for The Kingsmen met with Benson Company officials in Nashville to sign the three-year, four-record pact. Pictures with Fox are (l-r): John T. Benson Jr. and Mike Cowart of the Benson Company.
Congressional Breakfast Highlight Of GMA Washington Meet

WASHINGTON — The final meeting of the fiscal year by the Gospel Music Association was held here Jan. 27-29, culminating with the GMA sponsored congressional breakfast on Capitol Hill. Some 80 members of Congress, GMA board members and special guests dined on a country ham breakfast and were entertained by Doug Oldham, the Hemphills and Sunflower of Dixie. The program was emceed by Rep. W.G. Hefner (D-N.C.) a noted gospel singer in his own right who joined the Hemphills during their performance.

Other board activities included various committee meetings, with plans being finalized for the upcoming Gospel Music Week seminars, workshops, showcases, and the 11th annual Dove Awards program slated for March 20-26 at the Opryland Hotel in Nashville. The board of directors for the Gospel

Tempo Acquires Fine Arts Music

MISSION, KAN. — Fine Arts Music Press of Tulsa, Okla., has been acquired by Tempo Music, according to Dr. Jesse Peterson, president of Tempo. The acquisition includes all octavo, collections, music filing boxes and the "Adventures in Theoryland" notebook series.

Former Fine Arts president Bill J. Littleton will become vice president of the new Fine Arts music division at Tempo. "We want to retain Bill as a vital part of Tempo music publications," stated Peterson. "The Fine Arts catalog gives Tempo a much greater opportunity to serve the churches with every type of musical need."

Music Hall of Fame, Research Library and Museum met Jan. 30 and elected Arnold Ligon to the board and Joe Tietob as vice president on the board. These two join chairman W.F. Myers, president John T. Benson III, vice president J.G. Whitley, secretary Norman Osburn and treasurer John Rees.

Light, Lexicon Report Increase In Sales

NASHVILLE — Light Records and Lexicon Music have reported that 1978 gross sales for the two companies increased 51% over the previous year, according to Larry Jordan, executive vice president of Light and Lexicon. The sales figures included the pressing sales ending November 1978. Most of these albums were sold in the over 4,000 Christian bookstores in the U.S.

Our ASCAP check for performance royalties for radio and TV airplay was up 100% over 1978," added Jordan. Artists and writers whose material is with Lexicon include Andre Crouch, the Archer, Jessy Dixon, John Fisher, Jamila Owens-Collins and the Sweet Comfort Band.

Andrae Crouch Appears At King Tribute

LOS ANGELES — In a celebrity tribute to Martin Luther King, Andrae Crouch was joined by artists Dionne Warwick, Maureen McGovern and Don Sibesky at the Los Angeles Music Center's Dorothy Chandler Pavilion Jan 15.

The orchestra, led by Jack Elliott, provided the symphony concert atmosphere to highlight this tribute to King with Paul Winfield hosting the evening.

Gospel Concert Set

NASHVILLE — Jesus Mid-America will be held Saturday, May 3, in Oklahoma City at the Fairgrounds Arena, according to an announcement by Dan Brock Associates, producers of the concert. The concert is being promoted by Metroconcerts, a division of Metrochurch in Edmond, Okla.

Talent for the event includes J.J. Thomas, Danny Garber, Reba, Mike Warnke, Farrell & Farrell, Stephanie Boosada, Leon Patano, Jim Gill and the comedy team of Tom-In-Tuffy.

Camping Out at Word — Myrrh artist Steve Camp recently stopped by the Word Records offices in Waco, Tex., to visit the record promotion department. Pictured above (from left) are: Dan Johnson, Stan Jants and Dan Hickling, all of Word, and Camp.
A REVIEW OF AMERICAN JAZZ 1949

WENT DOWN TO ST. JAMES INFIRMARY — It saddens all of us at Cash Box to note the passing of one of America's most ebullient and influential musicians, pianist Professor Longhair (aka Harry Roeland Byrd). Professor Longhair was one of the seminal figures in the New Orleans scene from which modern jazz sprang. He was one of the first to combine barrelhouse blues and boogie woogie with Caribbean rhythms, Professor Longhair helped initiate a new kind of R&B, which in turn had an enormous effect on the birth of rock and roll — what Muddy Waters was to the Chicago blues, Longhair was to New Orleans R&B. The Professor's good-time music and rollicking piano syncopations were an important influence on such people as drummer Earl Palmer (one of the first men to play the trademark New Orleans rhythms), saxophonist Lee Allen, and keyboardist Dr. John, Huey "Piano" Smith, Mac "Dr. John" Reuben and Allen Toussaint. Longhair, who first started recording in 1949, had his greatest success during his Saturday night gig at the Tipitina in New Orleans, but he died in his sleep on Jan. 30 at the age of 63.

COMINGS AND GOINGS — A pair of weekend gigs by Weather Report and The World Saxophone Quartet demonstrated that the state of both electric and acoustic jazz is healthy and growing. In their spectacular Beacon Theatre performance, Weather Report showed that the widely distributed stories of their demise are vastly exaggerated. I've never heard this band play with such power and grace. They synthesized both the electronic freedom and the symmetry of the "Sing The Body Electric" period and the par-ethnic funk of their post-"Bitches Brew" mantra in a dazzling presentation of new harmonies, special lighting effects and a historical slide show (using Duke Ellington's venerable "Rocking In Rhythm" as the musical foreground). Yes, but is it jazz? It most assuredly is.

Jazz can no longer be neatly categorized and filed away, artificially separated on some musical media into two groups, one for jazz and the other for electric music. Instead jazz is like a great musical umbrella that can transmogrify and transform all musical genres into an cohesive whole. From the swift, hard-bop opening of their new album, Weather Report proved that they were greater than the sum of their parts, each individual offering a different musical and cultural perspective: Peter Erskine, a powerful modern jazz-rock drummer, gave the group the drive of a big band, sometimes sounding like Buddy Rich or parroting Harry Partch, the new percussionist, Robert Thomas was exceptionally versatile, providing a pan-Asian folk rhythm and a kind of New Orleans dimension with his cobra-wristed conga drumming. Jaco Pastorius kept his theatrical posturing to a minimum, and a contributed scintillating counterpoint and rumbling bass modulation.

TOP 40 ALBUMS

1. ONE ON ONE
   2. AMERICAN GARAGE
   3. ANGEL OF THE NIGHT
   4. RISE
   5. HIROSHIMA
   6. BEST OF FRIENDS
   7. A TASTE FOR PASSION
   8. MASTER OF THE GAME
   9. EVERY GENERATION
   10. STREET LIFE
   11. NO STRANGER TO LOVE
   12. THE DANCE OF LIFE
   13. STREET Beat
   14. THE WORLD WITHIN
   15. MORNING DANCE
   16. WATER SIGN
   17. 8:30
   18. THE BEST OF JOHNNY KLEMMER VOLUME 1
   19. AND 125TH STREET, N.Y.C.
   20. THE HAWK
   21. PRESSURE

JAZZ ALBUM PICKS


This album offers more potential crossover product here, with the title cut and "Creepers" as pure dance music. "Carly's Song" and "Lisa" are appropriately more mellow songs, best suited for dinner and cocktails with the spouce. Sanborn's saxophone work never ceases to be lyrical, which is the common fiber linking the LP's material to more pop-oriented pieces like "Anything You Want," co-written by Sanborn and the Doobies' Mike McDonald.

SPECIAL EDITION — Jack DeJohnette — ECM 1-1152 — Producer: Jack DeJohnette — List: $7.98

This album makes a space case for traditional jazz, as DeJohnette, with the help of altoist Arthur Blythe and tenor David Murray, makes cuts like "Zoot Suite" and "One For Eric" sound like fully-textured standards. "Journey to the Twin Planet" is a fantastic space excursion best described as intergalactic jazz, tied to playfully atonal counterpoint. A cover of John Coltrane's "Central Park West" provides an appropriate diversion from the space race.

SPIRIT CHASER — Leo Smith — Nessa N-19 — Producer: Chuck Nessa — List: $7.98

Leo Smith is a powerful trumpet and flugelhorn master with deep roots in both ethnic music and modern classicalism; he is developing his own unique brand of sound, a free-form folk music. The music here ranges from an exquisite piece for three harps and trumpet to the staggered, asymmetrical rhythms of drummer Pheeroan ak Laff and bassist Wes Brown on the title tune's open-ended discussion.

STRUTTIN' — Dr. Strut — Motown M-7-9311 — Producer: Lee Young, Sr. — List: $7.98

The title cut typifies the jazz-funk fusion sound on the group's second Motown release. Cuts like "Acufunkture," "C.M.S." and "Flip City" are strictly for movement, while "Computer Rabbit (For Folon)," "After," and "Nice 'N Sleazy" provide easy listening funk. All the music is endlessly punctuated by the sassy sax of David Woodford. "Blue Lodge" is the mostfrequent offering on this disc.


The second Inner City LP from this band is more of the competent, unobtrusive music characterizing previous efforts. David Larto's keyboards act as a hitching post for the fusion sounds, which range from electronic space to be-bop to contemporax jazz. "Neener Nawner (pts. i III)" is for relaxation; "Wimpy Thing" turns up in a funny way, and the title cut is deep and thoughtful.

SPIRAL — Bobby Hutcherson — Blue Note LT-996 — Producer: Alfred Lion, Francis Wolf and Duke Pearson — List: $7.98

The innovative vibist's 1965 recording sounds as bold and fresh as anything called modern jazz in 1980. These elliptical, melodic compositions fall halfway between the bop of Bird, Rollins and Miles and the "new thing" of Coltrane, Coleman and Taylor. Hutcherson sounds like a ballroom dancer dancing on glass, especially on his dreamy ballad, "Visions." The unheralded Joe Chambers and Stanley Cowell are brilliant throughout, and on the climactic "Jasper," Sam Rivers, Freddie Hubbard, Andrew Hill, and Richard Davis burn the joint down.

Cash Box/February 16, 1980
THE RHYTHM SECTION

MORE TELEVISION FOR THE BAR-KAYS — In Los Angeles taping some television shows, The Bar-Kays are laying down a new game plan for their career. James Alexander, spokesperson for the group, says, “We had always been on the road so much that we never had time to do any television shows. Last year the group did over 125 dates. This year, we will do 35 dates during the summer, 35 during the fall, cutting our touring time way down. We are extending time for producing other groups and are presently involved with our manager/producer Allen Jones, who is producing a group called Quick.”

SOUNDTRACKS — Linda Clifford will be recording a single for upcoming film called “Fame.” The storyline of the film surrounds a children’s school of acting, music and dance. The soundtrack will be on RCA Records with other participants to be announced soon.

RECORD AS WE SNORE — Veteran guitarist Tony Drake discovered a new twist when he recorded his uncle sleeping and put music to it. The single is called “Uncle Nate’s Dream” on Sonny Craver’s Staxson Records. The record is starting to get some national attention, and Craver commented that he has received letters from radio people discussing the uniqueness of the record. The title of the album is “Me and My Drums” and is actually a product of Paul Humphrey (Lawrence Welk’s stand-in) and Drake, with the two of them playing all the instruments. For more information call (213) 874-6204.

GAYNOR AROUND THE WORLD — Gloria Gaynor is embarking on a worldwide tour of 37 countries, starting at the South American Music Festival in Chile, Feb. 10-11. Gaynor will also go to Toronto, Sydney, Rome and various cities in Europe. She is presently finishing her new album with Dino Fekaris, in association with Freddie Perren, and will be back in the States to support the release of the new album, which is scheduled for late April.

RUFFIN/GIBB COLLABORATION — The single “Hold On To My Love,” by Jimmy Ruffin, was produced by Robin Gibb and will be released on RSO Feb. 13. Ruffin and Gibb are presently in the studio completing the remainder of the album.

TEDDY GUEST AT MEDICAL BENEFIT — Teddy Pendergrass will be a guest at a party benefiting the Atlanta City Medical Center Minority Affairs Committee during his first appearance at an Atlantic City hotel, Caesars.

TRIBUTE TO WAR — Soul Train Network has added a tribute to the group War, honoring the ten years they have been in the business. The show, which included film clips and special choreography done by the Soul Train Dancers, paid tribute to the longevity the group has had in the recording industry, to be shown throughout the country at different times. "Q" and BENSON WRITING — Wanting to take George Benson’s upcoming album in a totally new direction, producer Quincy Jones has decided that all the searching for the right songs may have been in vain. He and George are now writing all the songs for the album.

RADIO ACTIVITY — The National Association of Black-Owned Broadcasters will sponsor a kick-off reception in Washington D.C. Feb. 26, inviting broadcast and political people to boost the promotion of the 1980 census.

cookie amerson
5. DON'T BELIEVE WHAT YOU WANT TO GET UP AND DANCE (OOPS, UP SIDE YOUR HEAD) — THE GAP BAND — MERCURY

6. YES, I'M READY — TERI DE SARIO/K.C. — CASABLANCA

7. THEY WANT ME TO TREAT ME SO BAD — PRINCE — Warner

8. WELCOME BACK HOME THE DRAMATICS — MCA

WAKO — ATLANTA — DOUG HARRIS, PD

WBT — ATLANTA — STACCI W. JOHNSON, PD

WMZQ — BIRMINGHAM — JAY BURNS, PD

WXEL — CLEVELAND — STEVE MURPHY, PD

WXML — LAUDERDALE — BILLY BROWN, PD

WXLS — PENSACOLA — J. R. LUTZ, PD

WYLD — DETROIT — DEAN DADLEY, PD

WZMX — CHICAGO — LEE GRUEN, PD

BLACK RADIO HIGHLIGHTS

WACQ — ATLANTA — DOUG HARRIS, PD

WBCD — ATLANTA — BRUCE BAILEY, PD

WWIN — MARYLAND — MATTHEW, 14

MIZELL, 15

WELCOME WXEL-FM

I WYLD,

STOMP!

L.V. M.

MIZELLS.

CONTROLLERS.

A.B.

LP

BIRMINGHAM

CLEVELAND

LEWIS, 16

TO SPINNERS

TO CAMEO

TO LAUDERDALE

BROTHERS

BOB

YELLOW

14

—

TO BLAKELY

ADDS:

BAILEY,

Duke,

MASON,

TO R.

J.

31

30

29

28

27

26

25

24

23

22

21

20

19

18

17

16

15

14

13

12

11

10

9

8

7

6

5

4

3

2

1

39

Cash BoxFebruary 16, 1980
**Fireband**

**WHISKY A GO GO, CANNES** — Amongst the many morass of foreign styles, an overwhelming decision was MIDEM this year, one of the most interesting and refreshing original acts to be seen was the Icelandic Fireband.

Spawning from a small country and initially aimed at an equally tiny market (gold disc is 5,000), the Fireband revealed themselves through a display of a wonderful collection of songs, musicians, and the crowd even further.

**Muddy Waters**

**THE ROXY, L.A.** — If anyone could have a return engagement at the Hollywood hot spot to the atmosphere of Chicago blues bar, it would be Muddy Waters. Although the sweat, sawdust, and pitchers of cold Old Style beers were noticeably missing during Waters’ recent set of SRO shows here, the blues music was solid and strong.

The stage slide guitar brought a bit of State Street to the Sunset Strip.


**Parliament/Funkadelic**

**SANTA MONICA CIVIC** — Parliament/Funkadelic do no more harm with their highly orchestrated lunacy than do TV commercials. But put on a concert show, your entire body (and if you follow their instructions, especially your booty) will be tired and you may have to be carried out.

Tuesday, Jan. 26, the first of a four-day concert set at the Santa Monica Civic Auditorium, was no exception, as the entire cast and crew of seven people created, by P/F mastermind George Clinton pinned the tail on the funky during the group’s “Gorillaastostop” show.

While a few overzealous fans had to be ejected from the proceedings, the P-Funk movement music had to rockin’ and funkin’ for nearly four hours with a balanced mixture of new and used funk. The first half of the show featured for the first time what George Philipp Wynn, who sang the lead role in “The Uncle Jambalaya” episode. Later, P/F keyboard player and guitarist Mike “Magic” Hampton, burned the cotton out of artificial furs’ ears with the signature “Maggot Brain.”

Dr. Funkenstein, who performed initially on stage until the second half of the show. Arriving on stage, resplendent in glittering cowboy hat, shoes, and down to the twenties, the audience danced in the vanities of previous Parliament/Funkadelic outings, which included a variety of visual effects (most popular of which is the landing of the Martin D-21 at the Royal Festival Hall). Philipp Wynn’s contribution throughout the show was well-received, but during his presence in the audience, especially during his renditions of the Spinners’ “Sadie,” hardcore funk gave way to more subdued showmanship.

**Bob James & Earl Klugh**

**DOROTHY CHANDLER PALAVILION, L. A.** — The second in this year’s “Jazz Series” program, this pianist won over the crowd that came up with the “One On One” LP (Tap Zenn/Zoe/ Columbia) provided a pleasant and well-executed show on this winter’s eve.

Bob James’ keyboards and Earl Klugh’s guitar have collaborated enough times in the past and both jazzists’ styles complement each other so completely that the audience knew more or less what to expect.

Though hindered at times by rather amateurish lighting, James and Klugh paced the show well, moving through cuts from their own individual albums as well as from “One On One.” The show opened with an unpretentious version of the “Theme from New York, Taxi,” which generated a rousing reception that got the set off on the right foot.

From then on, the show was comprised almost equally of Klugh’s and James’ original songs. On “Vannetta,” Klugh got serious and played some top-notch jazz, and James opened the set with a jazzy “Let’s Hang On,” collaborating with the keyboards to get the audience moving.

Another highlight of the evening was the drumming of Harvey Mason. A solid professional, Mason displayed a lot of style and flair throughout the set and, combined with Perry Hughes’ rhythm guitar, Gary King’s bass and Dr. Gibson’s percussion, provided a solid and exhilarating rhythm throughout for the headliners.

Veteran trombonist Ray Piagi opened the show with a truly inspired performance of “The First Time Ever I Saw Your Face.”

Highlight of the set was “Wilde Creek,” featuring a wild bass solo by Pisillz. Pizzl should be around for some time to come.

**Robert G. Kristofferson & Willie Nelson**

**THE FORUM, L.A.** — One could tell by the bloated beer lines at The Forum during Kris Kristofferson’s performance that most of the L.A. cowboy contingent was there to see the chief outlaw himself — Willie Nelson.

The Forum concert marked the first time the two country-western music legends had performed in concert.

The mini-four seemed inevitable since Nelson decided to record an album of Kristofferson’s tunes.

Kristofferson’s fans were received initially, but Kristofferson failed to generate much energy during his performance, which was largely due to the melancholy nature of his songs, marked by a certain solemnity and by his Singer’s qualities. During the set, the audience seemed to take as much interest in the stage decor as in the music itself.

But when Willie hit the set, the Forum’s beer and bathroom lines evaporated, leaving the Forum’s empty like a ghost town.

Nelson and his Family Band made the crowd yelp, stomping boot-clad feet and wave enough cowboy hats to qualify for a card-dancing instruction. Meanwhile, the accent was added to spectacular Grady Martin and lead player Johnny Gimble and his band, whose guiliano solos raised yelp and hoot decibels tremendously.

Eventually, members of the group, celebrity fans and other musicians joined Nelson on stage to close the show. Jane Fonda and Dylan Cannon grabbed tambourine and kazoo, and during Nelson’s show with the two famous outlaw songs, "Man, Don’t Let Your Baby Grow Up To Be A Cowboy," and "Heroes Have Always Been Cowboys," which Nelson sings in the film "The Electric Horseman.

Despite the hoopla on stage, nothing could detract from Willie’s show, which was the reason all those would-be cowboys assembled in this city-slicked Forum.

**Indy Bulls**

**The WHISKY, L.A.** — Still reeling from receiving her very first Grammy nomination days earlier, petite powerhouse Cindy Bullens totally exhausted a packed house with a two-hour musical tribute to rock ‘n roll. Opening up with the one-two punch of "Anxious Heart" from her first and only album, "Pressin' For A Dream," and "Tantrum," a feisty, five-chord, ten-second rock song, the group was rewarded with a performance of "Sugar On The Floor" which seemed to suit her wailing blues style.

**Muddy Waters**

**THE ROCKY, L.A.** — If anyone could have a return engagement at the Hollywood hot spot to the atmosphere of Chicago blues bar, it would be Muddy Waters. Although the sweat, sawdust, and pitchers of cold Old Style beers were noticeably missing during Waters’ recent set of SRO shows here, the blues music was solid and strong.

The stage slide guitar brought a bit of State Street to the Sunset Strip.

Not only any other performer this side of Milwaukee, Waters’ stage repertoire offers a perfect opening for Chicago blues for the uninformed. After a trio of live duets with the drummer and the bassist, Waters’ slide guitar brought a bit of State Street to the Sunset Strip.

Aided by the standout performance of their four-member backup unit, with special mention to the stick guitar playing of John "Bomber" Bunch and the bass of Thom Mooney, both also members of David Wemer’s group, the band got the crowd going with a solid repertoire, including the much-requested "Finally Rockin."

Once again, Bulls proved herself to be a legitimate contender for the female heavy weight rock crown.

**Mike Glenn**

**Fireband**

**Henderson**

**The WHISKY.** — Still reeling from receiving her very first Grammy nomination days earlier, petite powerhouse Cindy Bullens totally exhausted a packed house with a two-hour musical tribute to rock ‘n roll. Opening up with the one-two punch of "Anxious Heart" from her first and only album, "Pressin' For A Dream," and "Tantrum," a feisty, five-chord, ten-second rock song, the group was rewarded with a performance of "Sugar On The Floor" which seemed to suit her wailing blues style.

**Indy Bulls**

**Windsong Dynasty Band**

**BOTTOM LINE, N.Y.C.** — This grouping of former sidemen of Charles Mingus’s Jazz Workshop has been playing in the Apple, and elsewhere, since being formed by Mingus in 1965. It perpetuates the late bassist’s music but has some personnel changes, but the group, led by Gerald Wilson on trumpet, has given an annual Mingus appreciation gig. And the band seems strong enough to crack larger foreign markets.
GERMAN GOLD FOR CARPENDALE — EMI Electrola recording artist Howard Carpen- dale was presented with a gold record for the sales of his "Mein Weg zu Dir" LP in Germany. The LP went gold just two weeks after release, which was accompanied by a major television ad campaign. Pictured are (l-r): Fred Jay, Carpendale's lyricist; Carpendale; Jochen Horn, Carpendale's composer/arranger, and Manfred Zunzeller, EMI Electrola nationa. A&R director.

EMI Records U.K. Restructures Its Marketing And Promotion Divisions

by Nick Underwood

LONDON — EMI Records UK announced the appointment this week of Peter Buckleugh to the post of director of marketing and promotion. The new move comes as part of a major marketing structure. Buckleugh will report directly to EMI UK managing director, Ramon Lopez, and will be responsible for both group and licensed repertoire.

Reporting to Buckleugh will be John Patrick, general manager, classical division; Vic Lanza, general manager MOR; and Brian Berg, general manager commercial development.

Commenting on the new move, Lopez said, "Peter Buckleugh's appointment and also reporting to Buckleugh, Preston will be responsible for such EMI acts as Gang Of Four, Deee's Midnight Runners, Tom Robinson, Philip Rambow, Peter Tosh, Matumbi and Berlin Blondes.

Kempin's appointment, a newly created position within EMI UK, indicates the company's growing commitment to strong presence in the audio visual software field. He will work with Bob Hart of EMI Music Operations, who has corporate responsibility for EMI's worldwide exploitation of the video market.

In addition, John Cavanagh, who remains general manager EMI/Phonogram, has appointed Mandy Barter and Bob Fisher as label managers, joining existing label manager Charles Webster and Press Officer Brian Munro.

Tapes Continue Upward Trend In Japan During '79

by Kozo Otsuka

TOKYO — Sales of pre-recorded tapes increased significantly in Japan during 1979, continuing a trend that began nearly two years ago, according to Saburo Watanabe, president of the Japan Phonograph Record Association (JPRA).

Total sales of 60 million units rose 29% over 1978 figures, while revenues of 90 billion yen ($391 million) shows an increase of 29%.

On the other hand, Watanabe pointed out, record sales were essentially even with 1978. Unit volume of 199 million was even with the previous year, while revenues of 170 billion yen ($739 million) were 1% down from 1978.

Gap Gets Smaller

Nevertheless, while record unit volume and revenues still surpass pre-recorded tape totals, the gap gets smaller every year, said Watanabe.

Prime cause of the increasing sales of tapes has been the growing popularity of cassettes. During 1979, unit volume increased by 31% over 1978, while sales revenues jumped 25%. Eight-tracks, nonetheless, increased unit volume by 25% and sales revenues by 14% over 1978, adding to the growing inroads into the record market by pre-recorded tapes.

The stabilization of the record market during 1979 was a phenomenon itself, showing non-grow figures for the first time in 20 years. Logging sales of international acts contributed greatly to this downturn.

Watanabe also added that the increase in tape sales cannot at this time replace the lost record revenues and that 1980 will be precarious for the industry, in spite of another expected increase in tape sales.

INTERNATIONAL CLASSICISTS — CBS Masterworks artists Frederica Von Stade, Kiri Te Kanawa and Judith Blegen were recently awarded Grand Prix awards by the French Académie Internationale Du Disque Lyrique for their recent recordings. Von Stade's "Massenet's Cendrillon," Te Kanawa's "Struass' Four Last Songs" and Blegen's "Mozart's Concert Arias" were honored. Pictured are (l-r): David Ross, European classical marketing director, CBS; Jacqueline Bossard, promotion executive, CBS France, and Georges Kadar, classical manager, CBS France. 

CBS Masterworks Artists Receive International Honors

NEW YORK — CBS Masterworks recording artists received more than two dozen honors and awards from classical societies in 10 countries during 1979. Leading the list of award winners was "The Complete Works of Anton Webern, Vol. 1," a four-record set directed by Pierre Boulez, which received the 12th Montreux International Recording Award in Switzerland; the Jardines-Bugatti Academy's Album of the Year; the Edison Award in the Netherlands; the Gramophone Award in the U.K.; the Deutscher Schallplattenpreis Award in Germany; France; Prix Caecilia In Belgium; and Premio della Critica Discografica Italiana in Italy. The album also received citations from Spain's Ministry of Culture and the Spanish Ritmo magazine.

Boulez received a second Deutscher Schallplattenpreis for his work with the BBC Symphony on the album, "A Survivor from Warsaw, etc." Similar prizes were awarded to Lorin Maazel and the Cleveland Orchestra for "Beethoven: Symphony No. 5," and to Jean-Claude Malgoire for "Los 9 Lecones de Tenores." Another award was presented to Rosayn Tureck for "a lifetime dedication to the work of Bach." 

French Awards

In France, both the Académie Internationale Du Disque Francais recently honored CBS Masterworks artists. The Académie Du Disque Francais recognized José van Dam for his Leporello in "Don Giovanni," which was conducted by Maxxel, Daniel Varano for his debut album, "Salle Pleyel Work of Donald Davis, Kiri Te Kanawa and the New Philharmonic Orchestra and Chorus for Durufle's "Requiem." Awards presented by the Académie Internationale Du Disque Lyrique went to Kiri To Kanawa for the Four Last Songs of Strauss; Frederica von Stade for Massenet's "Cendrillon," and Judith Blegen for her "Mozart Concert Arias" with Pinchas Zuckerman.

In Italy, the Premio della Critica Discografica Italiana was awarded to Renata Scotto, Elena Obraztsova, Placido Domingo, Roberto Alagna, and Isidoro Levine, with the Philharmonia Orchestra & Ambrosian Opera Chorus, for Cilia's "An- drianas Lecouvreur." 

CBS Australia Announces Top Level Changes

LOS ANGELES — CBS Records Australia has announced several executive and management changes in the company's domestic operations.

William T. Smith, chief executive officer, announced that Alfred Vest, Jr., manager of EMI Australia, would be appointed to the post of general manager, special projects; Peter Jeyes, currently controller and company secretary, to the post of general manager, administration; and Alan Terrey, currently chief accountant, to the post of controller.

In addition, Terry Nichols was promoted to the position of chief accountant, responsible for the supervision of all accounting functions for the entire Australian operation.

On the management level, Paul Rusael, managing director, announced further changes. John Anderson was named general manager of Apple Music; Barry Bullock was appointed to the post of director of marketing and Peter Dawkin was named to the post of director of A&R.

Anderson joined Apple Music in 1976 as manager; Bullock started with CBS Australia in 1969, founding the branch operation in Queensland; and Dawkin joined CBS Australia in 1976 as a producer.
Olofsen Revives Young Blood Label in the UK

LONDON — Jan Olofsen, an independent record producer and music publisher will relaunch Young Blood Label, a Top 40 independent label in the UK. A distribution deal for the company has been finalized with Bearwalk for the UK, while marketing and promotion will be handled by the company itself. During Young Blood’s previous life, it sold seven million discs worldwide with artists such as Mac & Katie Kissoon, Don Far- don and Apollo 100, before principals Miki Olofsen and Gary Blackman parted and dissolved the company in 1975.

Olofsen’s decision to re-activate the dormant label came about through his experiences and frustrations felt when placing managers as an independent owner. He lost several successful records because of the time UK record companies take to give decisions on product, so I finally decided I had to have my own deal,” he explained.

In line with the current trend of small independent UK companies experiencing success in the US, Olofsen added, “I think 1980 is going to be a good year for independent companies with small overheads, provided they spend their money wisely but not on fluffy gimmicks.”

First product on Young Blood will be released through Peak, the ex-manger of the company’s current temporary office address is 6 Heath Close, London W6. Telephone: 01-987-6206.

Trans-Canada Set To Release French Discs

TORONTO — Trans-Canada Records has announced the signing of a French wave disc group De Clox, featuring Derek Kendrick.

The group’s first product will be released on the Celsius label. Trans-Canada will also release French Canadian group Offenbach’s LP later in the year on the recently acquired Spectra Son label.

Finally, another newly signed label on the Trans-Canada roster, Beaucroc, will feature upcoming release by Gilles Valiquette, Genevieve and D’elles which is providing a strong new wave market.

Rhino Inks With Pool

LOS ANGELES — Rhino Records of Los Angeles has signed a deal with Germany’s Pool Records for release of product in Germany, Austria and Switzerland. First product in the deal will be Wild Man Fischer’s “My Name Is Leroy” single and his compilation LP, and the Temple City Kazoo Orchestra’s “Some Kazoo’s” EP. Pool Records is distributed by Teldec.

INTERNATIONAL BESTSELLERS

Argentina

Australia

ITEN: Michael Jackson — Epic

Video Killed The Radio Star — The Buggles — Island

Remember the Sun & The Sunshine Band — Epic/TK

Babe — Shy — A&M

Escape (The Pink Colada Song) — Rupert Holmes — MCA

The Police — A&M

Computers Games — M-Six — CBS

Message from Man — Mixed Sexual Throb — Elektra

Car — Guy Nameta — Atlantic/Beggars Banquet

Sure Know Something — Kiss — Casablanca

TOPTEN LPs

1. Greatest Hits ELO — Jet

2. 20 Golden Greats — Creedence Clearwater Revival — Fantasy

3. Dyna-Drive — Wee Woow — EMI

4. Discovery — ELO — Epic

5. Let’s Get Ready — Richard Clayderman — Tonodisc

6. El Continuado — Cuadra Imperial — CBS

7. El Desierto — Carlos Vives — Phonogram

8. Super Disco, vol. 3 — various artists — RCA

9. Estilo Disco, vol. 2 — various artists — Microfon

10. Droop — various artists — Radio Latina

следующий день вперед, move down to fourth position.

It is now officially confirmed that syn- thesizer rock trio E.L.P. have disbanded to pursue individual careers. Progressive music monoliths Keith Emerson, Greg Lake and Carl Palmer formed ELP back in 1969 and in their careers managed to break the traditional record of rock by successfully in- tegrating elements of classical composition with hi-tech electronics resulting in global album sales of over 25 million... Soul singer Michael Jackson’s latest CBS single offering, “Rock With You,” has just been released from the dynamic Off The Wall album.

D.JM Records is set to release the classic “Lady Sambatina” by Elton John on Feb. 15, available for the first time on album. The label’s biggest marketing campaign of the year so far will be the release... Billy Joel is now confirmed to return to the UK to play Wembley Arena, March 30-31... New ceramics The Inmates, who are currently touring the US, will release the singles by playing major performances at Sing Sing and Attica State prisons, released a new single Feb. 8 titled “Love Me.”

Another independent label, Asylum recording artist B.A. Robertson, releases his debut LP titled “Initial Success” March 13, followed by a UK tour opening April 11... Canadian heavy metal outfit April Wine will make their debut headline concert tour of Britain in March... Another heavy metal star, Sammy Hagar, has had to postpone his 10-date UK tour due to his son being taken ill. Hagar will confirm a new tour set to begin April 1.

Following the chart success of D. Hook
UK Pays Tribute To Sir Edward

LONDON — Following the death last week of Docca chairman Sir Edward Lewis, tributes and salutes have been pouring in from industry colleagues and friends all over the world.

Sir Edward's record business career was respected and revered from the pioneering day in 1953 when he published the Decca Gramophone company to branch into records, until his recent death. During his company record company attended some of the biggest selling artists from Bing Crosby in the '30s to the Rolling Stones and the Moody Blues in the '60s, by which time Docca had become the respected bastion of the UK music business.

The official Docca statement concerning Sir Edward Lewis's death noted that Sir Edward played a major part in the flotation of Docca as a public company in 1929, becoming a director in 1931 and has been its moving spirit for over 48 years.

The development and growth of the company over that period is the unique result of great energy and ability to which his colleagues on the board of directors wished to pay tribute in this announcement.

Soul Scheduled For European Concert Tour

LOS ANGELES — Singer/actor David Soul is scheduled to embark shortly on a 14-city European concert tour. The tour, featuring Soul and The Band of Friends, will be promoted by the Jeff Kruger Organization and is scheduled to be launched March 15 in Brighton, England, followed by a Portsmouth date March 16, Preston, March 17; Sheffield, March 18; Margate, March 20; Poole (Bournemouth), March 21; Coventry, March 22, and London, March 23.

The Police Set For '80 International Tour


Sated for 37 cities in 19 countries, the tour will last nearly two and a half months. Among the tour countries included in the tour are Taiwan, New Zealand, Australia, Thailand, India, Egypt, Greece, Italy, France, and the UK and Netherlands.

Gibb Tours In Europe

LOS ANGELES — RSO recording artist Andy Gibb is currently on a two-week promotional tour of the UK and Europe in support of his new LP, "After Dark." Gibb will visit London, Amsterdam, Paris, and Munich.

RAT'S GET GOLD IN CANADA — "The Fine Art Of Surfacing" LP by PolyGram Canada recording group the Boat Rats was recently certified gold by the Canadian Recording Industry Association (CRIA). The group will begin a '76 date tour of Canada on March 16. PolyGram Canada executives at the presentation of the gold disc included (l-r): Leo Da Silva, vice president, product management; Tim Harrold, president; Bob Ansell, national promotion manager; Dieter Radecke, vice president, marketing and sales; Peter Erdman, senior vice president, finance; Brian Barnes, director of manufacturing and warehousing; and Don Wedge, general manager, operations and systems.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s
1. Dayakojy — Crystal King — Canyon
2. Iheji — Precious Stone — Toshiba/EMI
3. Sayenora — Of Course — Toshiba/EMI
4. Sakichi — Hiroshi Dansa — Epic/SONY
5. Shishida — Alice — Toshiba/EMI
6. Wako — Susumu Otani — Toshizo/Bank
7. Teiko — Kenji Sawatari — Polydor
8. Omae To Futari — Hiroshi Hatai — Tokuma
9. Koji — Chiharu Matsuyama — Canyon
10. Tomagai — Sadako Kobayashi — Warner/Pioneer

TOP TEN LPs
1. Unmegatani — Saki Kubota — CBS/Columbia
2. Kishidenkutsu — Chiharu Matsuyama — Sony
4. Okazanenaya — Miyuki Nakaoka — Canyon
5. Kagurinski izushi — Aloke Live — Toshiba/EMI
6. Kanazawaburakusy — Kiyotaka Matsuoka — Toshiba/EMI
7. Zuisorokyu — Masahiro Sata — Free Flight
8. Sold State Survivor — Yellow Magic Orchestra — Alpha
9. Ryo — Herb Alpert — Victor
10. Three And Two — Of Course — Toshiba/EMI

The Netherlands

TOP TEN 45s
1. The Wall — Pink Floyd — EMI
2. Reggatta de Blanc — EMI
3. 24 Greatest Hits — Judo Iglesias — CBS
4. Night Rains — Janis Ian — CBS
5. Music By Candelight — V.Hoof/Zam/Last — Phonogram
6. Golden Event — Pointer & Smythe — EMI
7. I Love You — various artists — K-Tel
8. Vozlees — ABBA — Polydor
9. Oudejaarsavond — Wim Kan — EMI/VIP

TOP TEN LPs
1. The Wall — Pink Floyd — EMI
2. Greatest Hits, vol. II — ABBA — Polydor
3. Greatest Hits — Bee Gees — EMI

United Kingdom

TOP TEN 45s
1. Too Much Too Young/Guys Of Navarone/Skinhead An’’ — Specials — 2 Tone
2. Coward Of The County — Kenny Rogers — UA
3. I'm In The Mood For Dancing — The Nolans — Epic
4. My Girl — Madness — Stiff
5. It's Different For Girls — Joe Jackson — A&M
6. Babe — Styx — A&M
7. Brass In, Brother! — Pretenders — Real
8. Someone's Looking At You — Boomtown Rats — Ensign
9. With You I'm Born Again — Billy Preston — Motown
10. Simon & Garfunkel — Book 1 & The MTM — Atlantic

TOP TEN LPs
1. The Best Of — Real
2. The Last Dance — various artists — Motown
3. One Stop Beyond — Madness — Stiff
4. Permanent Waves — Rush — Mercury
5. Short Stories — John & Vangelis — Polydor
7. Reggae de Blanc — The Police — A&M
8. Tough Enough — Dexys Midnight Runners — Virgin
9. Off The Wall — Michael Jackson — Epic
10. Greatest Hits — Bee Gees — EMI

Cash Box/Febuary 16, 1980

Bill Ott

Off Named VP, Sales, For A&M Of Canada

LOS ANGELES — Bill Ott has been named to the post of vice president of sales for A&M Records Canada. In his new post, Ott will be responsible for the coordination of product distribution and marketing on both the national and regional levels.

Ott, who most recently held the position of national sales manager, joined A&M Canada in 1975.

CBS Germany Names Two In Product Mgmt.

LOS ANGELES — Jost Hieronymus and Jurac Tomolta have been named to new positions on the international product management staff of CBS Schallplatten GmbH (CBS Germany).

Hieronymus, who joined the company in April 1975, will be responsible for all international artists on the Epic, Portrait and Associated labels and the international European artists on the CBS label.

Tomolta will be responsible for international artists on the Columbia/CBS label.

3M Digital System To Be Shown In London

LONDON — The 3M Digital Mastering System will be introduced to the European market. 25-28 through the 66th Audio Engineering Society Exhibition and Convention, plans being made to introduce the system in the U.S. in March.

The convention, to be held at the London Hilton, will display the 32-track digital audio recorder and the new electronic editor, which was jointly developed by 3M labs in St. Paul, Minn. and Camarillo, Calif., following research conducted by 3M in the U.S. and the BBC research department in England.

The system is in current use in some major studios throughout the U.S.
Sklorov Joins Interworld — Michael Stewart, president of the Interworld Music Group, recently announced the signing of Gloria Sklorov to an exclusive long-term songwriting contract. Pictured are (l-r): Art Bar, president of Bar Assoc.; Ross Stewart, attorney; Stewart, and Stan Milander, Bar Assoc. Pictured seated are (l-r): Sklorov and Rick Riccobono, general professional manager Interworld Music Group.

Monk Managing Van Halen On Road To 'Int'l Success

(continued from page 10)
a record these days, a company will not put you out for more than three to five weeks. 'Monk' explains that in the future it's going to be a lot more for the industry to try to break new acts with a single, as tours are being cut extensively. He insists that the labels desperate to strengthen their pool of development talents and promotion staffs because of this dilemma.

Although Monk says that recession has not hurt Van Halen in the area of tour support, it has created the group's biggest current problem — finding a strong opening act. It has also affected the quartet in other small ways. "If the label can't afford to give us a limo and a photographer to go visit radio stations on tour, we're not going anyway," offers Monk. "It's up to us to pick up the slack. In addition, they used to buy a tremendous amount of tickets for each show in L.A., and this year we're giving them the tickets. It helps Warner Bros. loosen up the budget so they can concentrate on the talent."

Recessionary moves aside, Monk maintains that the business of touring has changed drastically since he was a kid growing up in the business as Blue Cheer's road manager in 1967. "When they first started out Blue Cheer got killed on the road," recalls Monk. "They recorded 'Philly' and got a lot of money, but with a lot of money and no real guidance. Two of the members developed real bad (drugs) habits and they just ran out of money. Now, a company like Warner Bros., for instance, have people like Carl Scott and Henry Gere to look after these acts, and that's why they put me on the case."

After his stint with Blue Cheer, Monk, who came out of Franklin Marshall College and the legitimate theater as a lighting designer, joined Bill Graham and the staff at the newly opened Fillmore East in 1968. The New York born and raised man can name the legendary venue's sound department in 1968 and became stage manager in 1969. He also took the crew up to Woodstock for the three-day affair in 1969.

In 1970 he left the Fillmore staff and journeyed to Europe where he worked for The Moody Blues. Later he handled security on several Rolling Stones European tours, then returned to the U.S. to become Johnny Cash's sound man.

In recent years he has worked as road manager for Tom Waits and in an artist development capacity for Warner Bros. Prior to his becoming overseer of Van Halen, Monk was the road manager on the controversial Sex Pistols tour of America. The energetic manager is adamant about the idea that Van Halen's world-wide acclaim has not led to ego absorption, and insists that the band's down to earth quality is the key to successful promotional campaigns. "We will never become a snooty platinum band," states Monk. "We do in-stores because an in-store means that the kids who are 12 and 13, an age when good and dangerous games are the show, can come and say hello and get autographs. There is a real intimacy there. They also love to go into radio stations and play DJ and relate to their fans. The band likes doing these promotions, so we don't feel it's pimping the group in any way."

Although it is a bonafide platinum act in the U.S. and Canada, Van Halen (currently gearing up for a national tour that begins April 1 in Vancouver, B.C.), will be doing some publicity in L.A. "It's up to us to pick up the slack. In addition, they used to buy a tremendous amount of tickets for each show in L.A., and this year we're giving them the tickets. It helps Warner Bros. loosen up the budget so they can concentrate on the talent."

FBI Seizes Equipment In Georgia Pirate Raid

NEW YORK — A four-month investigation by the FBI into the alleged manufacture and distribution of tapes in Dekalb County, Ga., has led to the seizure of approximately $3 million worth of manufacturing equipment. Using Federal search warrants obtained from a U.S. Magistrate in Atlanta, raids were conducted by FBI agents at four locations in Dekalb County, including a tape supply company and two warehouses in Decatur and a residence in Stone Mountain. Among the materials seized, according to Federal Cooke, special agent in charge of the FBI's Atlanta office, were a master duplicator, 235 master recordings, 70 cartons of eight-track tapes, labels affixed to tape cartridges, and three vans used to transport the goods.

Although no arrests were made, the material was turned over to a Federal grand jury now convening in Atlanta.

Intersong Iknes Hayes

NEW YORK — Intersong Music, through its Bill affiliate, Rightsong Music, will represent the songs of Pol, Gór recording artist Isaac Hayes. The agreement includes the selections on Hayes' current LP, "Don't Let Go," as well as the single, "Deja Vu," which was recently recorded by Dionne Warwick.

Rack Jobbers Schedule Mid-Year Meeting

NEW YORK — A mid-year conference for members of NARIM's Rack Jobbers Committee will be held June 25-27 at the Sheraton Harbor Island Resort in San Diego. The conference, which is also open to associate NARIM members, will deal with such topics as up-to-the-minute trends in the rack merchandising, freight rates, standardization of RA forms, tape packaging, protective, institutional public relations, returns, bar coding, and future opportunities in the home video market.

The committee chairman is Harold Okinow, president of Lieberman Enterprises. Its members include Herbert Dorfman of Bee Gee Records and Tapes; Arthur Gall of Intersound Record Distributors; Robert Hawley of Mid-America Music; John Kaplan of the Hammond Music Group, Inc.; and Robert Shorter of Columbia International; Sidney Silverman of United Record and Tape Industries; and Don Weiss of Arrow Distributors.

Auditions Slated For N.Y. Music Playoffs

NEW YORK — Auditions for the second annual New York Music Playoffs will be held Feb. 23, March 1, and March 8 at Daily Planet Studios and Star Sound Studios here.

The competition, which is sponsored by The New York Task Force, is open to groups of three or more members from the New York area. The winners will receive a singles recording contract with CBS Records.

Applications for the competition can be obtained by contacting The Press Office Ltd., 555 Madison Ave., N.Y., N.Y., 10022. The deadline for applications is Feb. 11.

MCA Distributing To Hold Marketing Meet

LOS ANGELES — MCA Distributing Corp. will announce plans on Feb. 15 and 16 in Scottsdale, Ariz. Various seminars based upon the theme "1980 Marketing Strategy" will be presented, as well as awards for the branch and salesperson of the year.

Atlantic Mounts 'Sol' Explosion' Campaign

NEW YORK — Atlantic/Collition Records has launched a new marketing campaign, "Atlantic Soul Explosion," that is geared to solo artists and is being sponsored by Spike Jones ("Just A Touch Of Love"). Nardis Michael Walden ("The Dance Of Life"); the Spinners ("I'll Be Around"); and Bruce###
**Tailgunner 2** Is Newest Exidy, Inc. Total Environment Combat Game

SUNNYVALE — Exidy, Inc., which pioneered the “Total Environment” concept in its successful “Star Fire” game, recently introduced “Tailgunner 2” which reflects a greater dimension in combat simulation games. As declared by the company’s marketing manager, Lilu Zinter, “Exidy is delighted with the initial acceptance of Tailgunner 2. This is just a preview of the exciting new total environment games to come.”

In physical appearance, the new game has a lower, more streamlined cabinet than its predecessor, and is fashioned in the environment of an authentic fighter cockpit. The illusion is enhanced by the laser force shield, which, when activated, emphasizes the three-dimensional effects of the machine’s vector scan video system. The player utilizes a newly designed joystick for accurate control during play, and the game has dual force shield buttons positioned in the arm rests to accommodate both left- and right-handed players.

Tailgunner 2 abounds in combat action as delta-winged fighters, flying in groups of three, converge upon the player. Utilizing the joystick the player moves the cross-hair sight over the targets and pushes the fire button. If not destroyed, however, the enemy ships return to their bases and move to the right if the game ends when 10 flyers have passed. The player’s last resort against a flyer is a stall which bursts the flyer back into the firing range, but there is a limited amount of life.

**Pollock Named VP At Gottlieb**

(continued from page 4)

“Gil Pollock has an abundance of talent and a wide variety of aptitudes,” said Bloom in commenting on this promotion, “but one distinguishing characteristic makes him ideal for this job, and that is his obvious strength in human relations and his standing ability to motivate people, a talent that is partly inherent and partly a result of his earlier work in personnel. Along the way, he has also developed wide experience and knowledge in manufacturing and product design. We have high expectations as he assumes this post.”

Pollock has a bachelor of science degree in business administration from Einthart College. He and his wife, Nancy, and their two children, David, 12 and Tam, 10, live in Brookfield, Ill., in proximity to the Gottlieb plant. He is active in Little League, enjoys playing hand ball and taking the family on camping trips.

**Space Invaders II’ Samples Released**

(continued from page 4)

“Space Invaders” repeated its pulsating sound, and the game ends when all laser bases are eliminated by the invaders’ “missiles” or when the invaders overrun the base.

The new table is currently on the delivery schedule at the Tallo Empire Corporation factory.

**Space Chaser** Set For Delivery

(continued from page 4)

Space Chaser is a game of strategy that offers the incentive of progressive skill level to challenge the player, who is being encouraged to maneuver a spaceship through a maze formation of target dots, while avoiding the pursuing enemy “space chases.” As a further aid in the escape, there is a special “thrust” button that increases the speed of the player’s spaceship, while providing fuel from the tank of the remaining fuel. If, at the end of each frame, the player’s spaceship has not used the thrust button and still remains, the tank remains, the player is awarded 4,000 bonus points. However, if this does not occur, then a proportionate amount of fuel remains, the remaining fuel. The skilled player will avoid using the thrust button to earn higher bonuses in the world.

The new model is equipped with a 19” color monitor featuring Tallo’s bright, attractive video display. Dimensions are 68” high, 42” wide and 35” in depth.

Further information about the availability of Space Chaser may be obtained by contacting Tallo Empire Corporation, 1209 E. 2nd Ave., Elk Grove Village, Ill.

**Bally To Provide 498 Slots For Harrah’s**

CHICAGO — Robert E. Mullane, chairman of the board and president of Bally Manufacturing Corp., announced that the firm has received an order for 498 slot machines from Harrah’s. The slot machines will be used in conjunction with the expansion of Harrah’s Reno, Nev. casino, and Bally plans to complete shipment prior to June 30, 1980.

Mullane commented that, “This order is a reflection of Bally’s position as the world’s leading manufacturer of slot machines, and we are pleased with the confidence Harrah’s, one of the largest casino operators in the world, has in our slot machine manufacturing operations, as evidenced by this order.”

**Chicago Chatter**

The 1980 AMOA Membership Directory will be out in March and subsequently distributed to subscription members. This year’s edition will be the biggest on record, according to AMOA, and it is indeed a valuable reference piece, containing the entire membership list, a listing of last year’s Expo exhibitors, a state association list and other data.

As noted in the current AMOA newsletter, operators who have not yet received 1980 renewal applications with the Taylor license should contact the U.S. Copyright Office in Washington for assistance. The number to call is (703) 557-1314 and the party to ask for is George L. Van Tuyl.

The NEW “GROUND SHAKER” pin in very much the fore at Bally Manufacturing Corp. As we learn from the firm’s Carol Porth, initial feedback has been very good. The next scheduled Bally pin is “Silverball Mania.”

STAN LENVIN’S ANTIQUE GAMES LTD., in Northbrook, Ill., received some excellent network coverage on a recent segment of the Today Show. The show was based on various antique slots, amusement games and jukeboxes on display in the store, and Stan’s son, Bob, who’s been running the shop, did a brief interview.

ATTENTION PHONO OPS: Cary Baker of Ovation Records is all raves about a “traditional bluesy country” single called “Mean Woman Blues” by Max D. Barnes, which he feels is a natural for jukeboxes. Ops can call him at (312) 729-7300 for promo copies. He’s also observed some changes in the cocktail table market, noting that these pieces were formerly limited to specific types of locations. Now, there are more and more operators who are now integrating them into their routes with very good results. When you have a super game like “Space Invaders” in a cocktail table, it opens up a lot of locations, he said. He thinks that within the next 12 months, we’ll see a rise in the percentage, value in video table top games that are based on top selling games.

TALKED TO BILLY CURRIER OF IRVING KAYE CO. Who just returned from another very productive CES trip. Paul recently supplied the Midway “Silver Shadow” table that has been “gaining momentum in the worldwide market.” Additionally, the “Lion’s Head” table, with its special design, has been opened up new locations and finding a home in high-traffic spots patronized by the white collar crowd. Home sales are also on the rise. Kaye has a custom made decorative table that is doing very well in the hometown market. At present, the factory has more than 100 home dealers and salesman Gary Kealey, who specializes in hardware products, is enjoying exceptional success with the oak and antique style models that are being sold at a discount. The best of all, Kaye people are very much concerned with the Midway-Kay Olympic Village Arcade where the “Silver Shadow,” in its special Olympic design, and the “Hustle” football are quite popular. Letter piece will be used in the big Tracation football-pinball-video competition.

CALIFORNIA CLIPPINGS

Ira Betteman has just returned from the ATE in London where he says he was packed to the rafters with coin machine people. Betteman returned to C.A. Robinson just in time to meet the arrival of shipments of Bally’s “Groundshaker,” Exidy’s “Bandito” and Gramin’s “Dual Game.” While C.A. is getting prepared for the arcade season early, the distrub cannot keep up with the demand for Atari’s “Arms.”

JIM STROUD WAS ALSO IN ATTENDANCE AT THE ATE AND THE IMA, AND HE MAINTAINS THAT VIDEO HAS REALLY TAKEN OFF IN EUROPE. MEANWHILE, CINEMATORICS IS LAYING THE GROUNDWORK ON A NEW VIDEO THAT SHOULD BE READY BY LATE SUMMER. STROUD ALSO TOLD US THAT THE IMA IN FRANKFURT WAS WELL ORGANIZED BUT IT DIDN’T HAVE THE FOREIGN BUSINESS OF THE ATE.

ANOTHER VISITOR TO ALEXANDRIA PALACE FOR THE ATE WAS Exidy’s Lila Zinter, who was also overwhelmed by the large turnout in London. Back on the homefront, however, Exidy is going full force shipping “Bandito” and “Tail Gunner II.” Zinter added that the manufacturer is shipping moderate amount of its new “Player Piano,” but that it is the kind of production that wouldebb more over a period of time. Exidy will be starting a “Player Piano” promotion in the near future.

**Tournament Soccer Enters New Market With Coin-Op Pool Table**

(continued from page 4)

regional promotions throughout the year. Operations will be provided for Bally’s Tournament Eight Ball events for a period of three years with the purchase of each table.

“We will present a World Championship with prizes in excess of $100,000 that will put 2,000 regular coin-op pool players in the plunk Terrace Room of the Desert Inn in Las Vegas, and everyone will be a qualifier from a street location that has an operator-Ops will enter the Tournament Eight Ball table,” announced Tournament Soccer executive vice president Cal Rogers.

The Tournament Soccer Eight Ball table provided by the Midway-Bally-Ovation group in the manufacturer’s booth, under the banner of “Another Knockout From Tournament Soccer.” The pool table is set for shipment this summer.
Polygram Was Subpoenaed About Counterfeit Returns

(continued from page 7)

with the Justice Department's ongoing investigation into record counterfeiting. But, when a federal grand jury in New York will remain announced during the trial, taking legal actions in this area until the federal investigation has been completed, Rich said, "We are conducting all of our operations open at this point.

Meanwhile, the government seems to be taking an equally noncommittal stance. According to a spokesman for the Organized Crime Strike Force, the Justice Department unit that is conducting the investigation, the government has no legal standing to prevent any of the parties from engaging in civil litigation. The source added, however, that FBI agents can be requested not to testify in such a litigation. The federal spokesman wouldn't explain why Polygram was subpoenaed and what the massive east coast raids in December, 1978 which yielded approximately $100 million worth of equipment and materials allegedly used for record counterfeiting and piracy. Four of those arrested in the raids, police are cooperating with the FBI, have been granted bail, charges, all but one have been sentenced (see separate story). Some of the charges against these individuals were dropped and their sentences were reduced in some cases, the spokesman said.

Pickwick Statement

George Levy, president of Sam Goody, had no comment on the allegations put forth by Polygram. There was also no comment from American Can, which offered Pickwick and Goody, although American Can and Polygram lawyers were supposed to meet with each other last week.

Ted Delkey, chairman and chief operating officer of Pickwick, made the following statement:

To Pickwick's corporate environment that commands us to conduct our business ethically and to buying and selling legitimately.

We are seriously concerned about reports of apparently counterfeit recordings being produced in some manner of merchandise from Pickwick and its Sam Goody affiliate. Counterfeit merchandise can affect the very lifeblood of the record industry, the very essence and to prevent counterfeiting. For our part, we have a clear policy with firm procedures designed to discourage and prevent counterfeiting, and will not tolerate violations of that policy. The extent to which these principles may have been violated is unknown to us at this time, but in the event that there have been such violations, we believe them to be individual acts, and not to reflect the nature of corporate policy.

"We are fully cooperating with our vendors to resolve this issue, and we, as a major element in the industry, continue to pledge ourselves to the conduct of our business consistent with the highest moral and ethical standards."

Pickwick spokespersons were unavailable for comment on the question of whether or not the company or any of its subsidiaries has received a subpena from any companies.

Pickwick was one of five companies and five individual defendants from the independent accounting firm of Deloitte Haskins & Sells by Wednesday, Feb. 13. Winners will be announced during the Grammy Awards Show, which will be telecast Feb. 27 on CBS.

Chinn in Talks With RSO

(continued from page 8)

The proposed deal between Dreamland and RSO, noted Chinn, would not prohibit Chinnchip or Mike Chapman for producing other acts in certain named cases. "We retain the right to produce a group such as The Knack and we retain the right to produce a Tanya Tucker or Blondie, should we wish," continued Chinn. "If we should sign with RSO, then we would also retain the right to produce an artist such as Suzi Quatro."

Chinn also pointed out that while Chinnchip and Dreamland have their final round of Grammy Awards ballots in the Los Angeles office of the independent accounting firm of Deloitte Haskins and Sells by Wednesday, Feb. 13. Winners will be announced during the Grammy Awards Show, which will be telecast Feb. 27 on CBS.

Zadoc Posts Schedule For Spring Courses

NEW YORK — The Zadoc Institute for Practical Learning will begin its spring semester at 5:15 P.M. here on March 15 with the first of seven courses devoted to the mechanics of the record business. All but one of the Zadoc courses will be held from 5:15 P.M. to 10:15 P.M. and will consist of panel discussions involving music industry professionals. These courses are: "Inside Personnel Management" on March 15, "Career Opportunity Potpourri" on March 22, "Understanding and Negotiating Music Business Contracts" on March 28, "Promoting Rock Concerts" on April 12, "Writing and Publishing Hit Songs" on April 19 and "Songwriting and Publishing" on April 26. Tuition for each course is $40.

Another course providing an overview of the industry will be taught by Ron Zalkind, founder and director of the Institute. "The Business of Music," which begins on April 3, is a four-week course held on Tuesdays and Thursdays from 8:30 to 10:30 P.M. Tuition is $80.

Midsong Restructures; Brown Is A&R Head

NEW YORK — Midsong Records has restructured its staff, setting seven people and reassigning four others to new positions. Paul Brown is now the head of A&R for the company as well as general professional manager for Midsong Music, Sandy Rosen heads the international administration department; Bernie Yudkowsky is the national sale manager, and William Borden is the firm's CPA.

The label's first release will be Wardell Piper's new single, "Gimmie Something Real!" In addition to Piper, the firm's roster consists of Carol Douglas, Joey Travolta, Illusion and the Now.

For The Record

In an article on Republic Music in the Feb. 9 issue of Cash Box it was incorrectly stated that the organization owns the Singletree and Doubletree Music publishing companies. Republic does not own the publishing firms, it simply shares office space with them.
<table>
<thead>
<tr>
<th>Week No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Catalog No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>34</td>
<td>BREAKFAST IN AMERICA</td>
<td>Commodores</td>
<td>PolyGram</td>
<td>4255</td>
</tr>
<tr>
<td>35</td>
<td>LADIES' NIGHT</td>
<td>Doobie Brothers</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>36</td>
<td>RISE</td>
<td>Fleetwood Mac</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>37</td>
<td>GLORYHALLSTOOpID</td>
<td>Barry Manilow</td>
<td>Columbia</td>
<td>36327</td>
</tr>
<tr>
<td>38</td>
<td>NIGHT IN THE RUTS</td>
<td>Chicago Bears</td>
<td>CBS</td>
<td>36327</td>
</tr>
<tr>
<td>39</td>
<td>ONE VOICE</td>
<td>Bette Midler</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>40</td>
<td>ADVENTURES IN UTCOPA</td>
<td>Elton John</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>41</td>
<td>ANGEL OF THE NIGHT</td>
<td>Tom Jones</td>
<td>Epic</td>
<td>37590</td>
</tr>
<tr>
<td>42</td>
<td>WE'RE THE BEST OF FRIENDS</td>
<td>Elton John</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>43</td>
<td>TEDDY LIVE! COAST</td>
<td>Elton John</td>
<td>Warner Bros.istra</td>
<td>2-4200</td>
</tr>
<tr>
<td>44</td>
<td>MAKE YOUR MOVE</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>45</td>
<td>GREATEST HITS VOL. 2</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>46</td>
<td>GREATEST HITS BAND</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>47</td>
<td>DOWN ON THE FARM</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>48</td>
<td>YOU KNOW HOW TO LOVE ME</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>49</td>
<td>ONE ON ONE</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>50</td>
<td>NO PLACE TO RUN</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>51</td>
<td>GREATEST HITS</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>52</td>
<td>ELO'S GREATEST HITS</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>53</td>
<td>RAY, GOODMAN &amp; BROWN</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>54</td>
<td>BRASS CONSTRUCTION 5</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>55</td>
<td>PARTNERS IN CRIME</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>56</td>
<td>PIZZAZZ</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>57</td>
<td>PRETENDERS</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>58</td>
<td>I'LL COOL IT</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>59</td>
<td>DREAM POLICE</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>60</td>
<td>DON'T LET GO</td>
<td>The Four Tops</td>
<td>Motown</td>
<td>36110</td>
</tr>
<tr>
<td>61</td>
<td>STAR TREK WITHOUT THE MOTION PICTURE</td>
<td>The Who</td>
<td>MCA</td>
<td>36327</td>
</tr>
<tr>
<td>62</td>
<td>HIROSHIMA</td>
<td>The Who</td>
<td>MCA</td>
<td>36327</td>
</tr>
<tr>
<td>63</td>
<td>CANDY-O</td>
<td>The Who</td>
<td>MCA</td>
<td>36327</td>
</tr>
</tbody>
</table>

*February 16, 1980*
GRAHAM NASH focuses on EARTH & SKY

His first album on Capitol Records

Featuring "In The 80s" Produced by Graham Nash & Stanley Johnston

Direction: Hartmann & Goodman